

Current Data

| | |
|--|------------|
| New Retail Deliveries YTD (units) | 291 |
| Month of Year | 12 |
| Average # Retail Units Delivered Per Month | 24 |
| Total # Units Currently in Inventory | 53 |
| Months Supply "In Units" | 2.2 |
| CURRENT Inventory Turn Rate | 5.5 |
| CURRENT Average <u>Front End</u> Gross Profit PNVR | \$ 2,922 |
| CURRENT Monthly Gross Profit | \$ 70,859 |
| CURRENT Yearly Front End Gross Profit Total | \$ 850,302 |

Projection

| | |
|--|------------|
| | 6.0 |
| | \$ 3,000.0 |
| | 27 |
| | \$ 79,500 |
| | \$ 8,642 |
| | \$ 954,000 |
| | \$ 103,698 |

Additional Income

| | | | | Monthly |
|-------------------------------------|-----|-------------|--------|----------|
| | | | | 3 |
| Current New Vehicle F&I Average PVR | | | 1675 | \$ 5,025 |
| PDI & Accessory Sales PVR | 200 | X 50% Gross | \$ 100 | \$ 300 |
| Trade % | 65% | # of Trades | 2.0 | \$ (439) |

| | | | | | |
|---|-----|----------------------------------|------------|----|----------|
| UV Immediate Wholesale % | 15% | # of Trades Immediate Wholesaled | 0.3 | \$ | 444 |
| Average Recon on U/C Trade | 536 | X 50% Gross | \$ 268 | \$ | - |
| Average PUVR Wholesale | | | \$ (1,500) | \$ | 663 |
| Average PUVR (Front and Back) on Trades | | | | \$ | 1,200 |
| Hard Pack Per Unit UV | | | \$ 400 | \$ | 1,211 |
| Hard Pack Per Unit NV | | | \$ 400 | \$ | - |
| Doc Fee/ Admin Fee Per Unit | | | \$ 260 | \$ | - |
| OEM Incentives Per Unit | | | | \$ | - |
| Floorplan Assistance Per Unit | | | | \$ | 8,641.50 |
| Advertising Credits Per Unit | | | | \$ | 8,404 |
| Total Washout PNVR (Adjusted for %s) | | | \$ 5,762 | \$ | 17,046 |
| Note: This does not include future Gross Opportunities | | | | \$ | 152,705 |



| | |
|---|--|
| ns | |
| PROJECTED Inventory Turn Rate | |
| PROJECTED Average <i>Front End</i> Gross Profit PVR | |
| PROJECTED Monthly Units Delivered | |
| PROJECTED Monthly Gross Profit | |
| PROJECTED Monthly Gross Profit Variance | |
| PROJECTED Yearly Front End Gross Profit Total | |
| PROJECTED Annualized Front End Gross Profit Variance | |



| PROJECTED | <u>Yearly</u> |
|-------------------------|---------------|
| Additional NV Units | 36 |
| NV F&I Increase | \$ 60,300 |
| PDI & Accesory Increase | \$ 3,600 |
| UV Wholesale Increase | \$ (5,265) |

| | |
|--|-------------------|
| UV Recon Increase | \$ 5,331 |
| UV Retail PUVR Increase | \$ - |
| Hard Pack Increase UV | \$ 7,956 |
| Hard Pack Increase NV | \$ 14,400 |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 14,531 |
| OEM Incentives Increase | \$ - |
| Floorplan Assistance Increase | \$ - |
| Advertising Credit Increase | \$ - |
| Front End Variance (from above) | \$ 103,698 |
| Additional Income Variance | \$ 100,853 |
| Total Variance | \$ 204,551 |
| Total Projected Gross Profit | \$ 1,832,465 |





Projections

Data

| | |
|--|------------|
| Projected New Retail Deliveries YTD (units) | 318 |
| Average <u>Front End</u> Gross Profit PNVR | \$ 2,922 |
| Annualized Yearly Front End Gross Profit Total | \$ 929,196 |



ACADEMY

Additional Income

Annualized

| | | | Annualized | |
|---|--------|----------------------------------|------------|-------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,675 | \$ 532,650 |
| PDI & Accessory Sales PVR | \$ 200 | X 50% Gross | \$ 100 | \$ 31,800 |
| Trade % | 65% | # of Trades | 206.7 | 206.7 |
| UV Immediate Wholesale % | 15% | # of Trades Immediate Wholesaled | 31.0 | 31.0 |
| Average Recon on U/C Trade | \$ 536 | X 50% Gross | \$ 268 | \$ 47,086 |
| Average PUVR Wholesale | | | \$ (1,500) | \$ (46,508) |
| Average PUVR (Front and Back) on Trades | | | \$ - | \$ - |
| Hard Pack Per Unit UV | | | \$ 400 | \$ 82,680 |
| Hard Pack Per Unit NV | | | \$ 400 | \$ 127,200 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 260 | \$ 128,361 |

| | | |
|---|-----------------|---------------------|
| OEM Incentives Per Unit | \$ - | \$ - |
| Floorplan Assistance Per Unit | \$ - | \$ - |
| Advertising Credits Per Unit | \$ - | \$ - |
| Total Washout PNVR | \$ 5,762 | \$ 1,832,465 |
| Note: This does not include future Gross Opportunities | | |

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