

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

| | |
|----|-----------|
| | 8.0 |
| \$ | 3,100.0 |
| | 35 |
| \$ | 109,533 |
| \$ | 38,675 |
| \$ | 1,314,400 |
| \$ | 464,098 |

Additional Income

| | | | | Monthly |
|-------------------------------------|-----|-------------|--------|------------|
| | | | | 12 |
| Current New Vehicle F&I Average PVR | | | 1675 | \$ 20,100 |
| PDI & Accessory Sales PVR | 200 | X 50% Gross | \$ 100 | \$ 1,200 |
| Trade % | 65% | # of Trades | 7.8 | \$ (1,755) |

| | | | | | |
|---|-----|----------------------------------|------------|----|-----------|
| UV Immediate Wholesale % | 15% | # of Trades Immediate Wholesaled | 1.2 | \$ | 1,777 |
| Average Recon on U/C Trade | 536 | X 50% Gross | \$ 268 | \$ | 30,478 |
| Average PUVR Wholesale | | | \$ (1,500) | \$ | 2,652 |
| Average PUVR (Front and Back) on Trades | | | \$ 4,597 | \$ | 4,800 |
| Hard Pack Per Unit UV | | | \$ 400 | \$ | 4,844 |
| Hard Pack Per Unit NV | | | \$ 400 | \$ | 2,400 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 260 | \$ | 11,856 |
| OEM Incentives Per Unit | | | \$ 200 | \$ | 216 |
| Floorplan Assistance Per Unit | | | \$ 988 | \$ | 38,674.83 |
| Advertising Credits Per Unit | | | \$ 18 | \$ | 78,568 |
| Total Washout PNVR (Adjusted for %s) | | | \$ 9,508 | \$ | 117,243 |
| Note: This does not include future Gross Opportunities | | | | \$ | 335,960 |



| | |
|---|--|
| 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> |
|-------------------------|---------------|
| Additonal NV Units | 144 |
| NV F&I Increase | \$ 241,200 |
| PDI & Accesory Increase | \$ 14,400 |
| UV Wholesale Increase | \$ (21,060) |

| | |
|--|---------------------|
| UV Recon Increase | \$ 21,322 |
| UV Retail PUVR Increase | \$ 365,737 |
| Hard Pack Increase UV | \$ 31,824 |
| Hard Pack Increase NV | \$ 57,600 |
| Doc Fee/Admin Fee/ Service Charge Increase | \$ 58,126 |
| OEM Incentives Increase | \$ 28,800 |
| Floorplan Assistance Increase | \$ 142,272 |
| Advertising Credit Increase | \$ 2,592 |
| Front End Variance (from above) | \$ 464,098 |
| Additional Income Variance | \$ 942,813 |
| Total Variance | \$ 1,406,911 |
| Total Projected Gross Profit | \$ 4,031,525 |





Projections

Data

| | |
|--|--------------|
| Projected New Retail Deliveries YTD (units) | 424 |
| Average <u>Front End</u> Gross Profit PNVR | \$ 2,922 |
| Annualized Yearly Front End Gross Profit Total | \$ 1,238,928 |



ACADEMY

Additional Income

Annualized

| | | | Annualized | |
|---|--------|----------------------------------|------------|--------------|
| Current New Vehicle F&I Average PVR | | | \$ 1,675 | \$ 710,200 |
| PDI & Accessory Sales PVR | \$ 200 | X 50% Gross | \$ 100 | \$ 42,400 |
| Trade % | 65% | # of Trades | 275.6 | 275.6 |
| UV Immediate Wholesale % | 15% | # of Trades Immediate Wholesaled | 41.3 | 41.3 |
| Average Recon on U/C Trade | \$ 536 | X 50% Gross | \$ 268 | \$ 62,782 |
| Average PUVR Wholesale | | | \$ (1,500) | \$ (62,010) |
| Average PUVR (Front and Back) on Trades | | | \$ 4,597 | \$ 1,076,893 |
| Hard Pack Per Unit UV | | | \$ 400 | \$ 110,240 |
| Hard Pack Per Unit NV | | | \$ 400 | \$ 169,600 |
| Doc Fee/ Admin Fee Per Unit | | | \$ 260 | \$ 171,148 |

| | | | | |
|---|-----------|--------------|-----------|------------------|
| OEM Incentives Per Unit | \$ | 200 | \$ | 84,800 |
| Floorplan Assistance Per Unit | \$ | 988 | \$ | 418,912 |
| Advertising Credits Per Unit | \$ | 18 | \$ | 7,632 |
| Total Washout PNVR | \$ | 9,508 | \$ | 4,031,525 |
| Note: This does not include future Gross Opportunities | | | | |

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