

## Current Data

New Retail Deliveries YTD (units)	546
Month of Year	12
Average # Retail Units Delivered Per Month	46
Total # Units Currently in Inventory	55
Months Supply "In Units"	1.2
CURRENT Inventory Turn Rate	9.9
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,268
CURRENT Monthly Gross Profit	\$ 194,194
CURRENT Yearly Front End Gross Profit Total	\$ 2,330,328

## Projection

	8.0
\$	3,000.0
	37
\$	110,000
\$	(84,194)
\$	1,320,000
\$	(1,010,328)

## Additional Income

				Monthly
				(9)
Current New Vehicle F&I Average PVR		2085		\$ (18,765)
PDI & Accessory Sales PVR	450	X 50% Gross	\$ 225	\$ (2,025)
Trade %	35%	# of Trades	(3.2)	\$ (630)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(1.6)	\$ (1,575)
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$ (5,513)
Average PUVR Wholesale			\$ 400	\$ (945)
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ (900)
Hard Pack Per Unit UV			\$ 600	\$ (899)
Hard Pack Per Unit NV			\$ 100	\$ (3,600)
Doc Fee/ Admin Fee Per Unit			\$ 85	\$ -
OEM Incentives Per Unit			\$ 400	\$ (2,700)
Floorplan Assistance Per Unit				\$ (84,194.00)
Advertising Credits Per Unit			\$ 300	\$ (37,551)
<b>Total Washout PNVR (Adjusted for %s)</b>			\$ 8,545	\$ (121,745)
<b>Note: This does not include future Gross Opportunities</b>				\$ 313,330



<b>ns</b>	
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 <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit <b>Variance</b>	



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(108)
NV F&I Increase	\$ (225,180)
PDI & Accesory Increase	\$ (24,300)
UV Wholesale Increase	\$ (7,560)

UV Recon Increase	\$ (18,900)
UV Retail PUVR Increase	\$ (66,150)
Hard Pack Increase UV	\$ (11,340)
Hard Pack Increase NV	\$ (10,800)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (10,787)
OEM Incentives Increase	\$ (43,200)
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ (32,400)
<b>Front End Variance (from above)</b>	<b>\$ (1,010,328)</b>
<b>Additional Income Variance</b>	<b>\$ (450,617)</b>
<b>Total Variance</b>	<b>\$ (1,460,945)</b>
<b>Total Projected Gross Profit</b>	<b>\$ 3,759,965</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	440
Average <u>Front End</u> Gross Profit PNVR	\$ 4,268
Annualized Yearly Front End Gross Profit Total	\$ 1,877,920



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 2,085	\$ 917,400
PDI & Accessory Sales PVR	\$ 450	X 50% Gross	\$ 225	\$ 99,000
Trade %	35%	# of Trades	154.0	154.0
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	77.0	77.0
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$ 77,000
Average PUVR Wholesale			\$ 400	\$ 30,800
Average PUVR (Front and Back) on Trades			\$ 3,500	\$ 269,500
Hard Pack Per Unit UV			\$ 600	\$ 92,400
Hard Pack Per Unit NV			\$ 100	\$ 44,000

Doc Fee/ Admin Fee Per Unit	\$ 85	\$ 43,945
OEM Incentives Per Unit	\$ 400	\$ 176,000
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 300	\$ 132,000
<b>Total Washout PNVR</b>	<b>\$ 8,545</b>	<b>\$ 3,759,965</b>
<b>Note: This does not include future Gross Opportunities</b>		

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