

Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	437
Month of Year	12
Average # Retail Units Delivered Per Month	36
Total # Units Currently in Inventory	88
Months Supply "In Units"	2.4
CURRENT Inventory Turn Rate	5.0
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 2,214
CURRENT Monthly Gross Profit	\$ 80,627
CURRENT Yearly Front End Gross Profit Total	\$ 967,518



Projection

	9
\$	1,500
	66
\$	99,000
\$	18,374
\$	1,188,000
\$	220,482

Additional Income

				Monthly
				30
Current Used Vehicle F&I Average PVR			2293	\$ 68,790
Reconditioning PVR	1596	X 60% Profit	\$ 958	\$ 28,728
Current Hard Pack			\$ 850	\$ 25,500
Other (DOC Fee, Service Charge, etc)			\$ 1,000	\$ 30,000

	\$ 153,018
	\$ 18,374
	\$ 171,392
	\$ 252,018

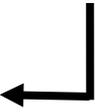
NADA Academy Variable Operations I © 2018 NADA. All rights reserved.

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 Units	360
F&I Increase	\$ 825,480
Reconditioning Increase	\$ 344,736
Hard Pack Increase	\$ 306,000
Other	\$ 360,000

Total Additional Income	\$	1,836,216
Front End Variance (from above)	\$	220,482
Total Variance	\$	2,056,698
Total Projected Gross (Variance + Current)	\$	3,024,216





—