

## Current Data

Pre-Owned <u>Retail</u> Deliveries YTD (units)	1,800
Month of Year	12
Average # Retail Units Delivered Per Month	150
Total # Units Currently in Inventory	150
Months Supply "In Units"	1.0
CURRENT Inventory Turn Rate	12.0
CURRENT Average <u>Front End</u> Gross Profit PUVR	\$ 1,800
CURRENT Monthly Gross Profit	\$ 270,000
CURRENT Yearly Front End Gross Profit Total	\$ 3,240,000



## Projection

	16
\$	300
	200
\$	60,000
\$	(210,000)
\$	720,000
\$	(2,520,000)

## Additional Income

			Monthly
			50
Current Used Vehicle F&I Average PVR		2100	\$ 105,000
Reconditioning PVR	1800	X 60% Profit	\$ 1,080
Current Hard Pack		\$ 1,100	\$ 55,000
Other (DOC Fee, Service Charge, etc)		\$ 129	\$ 6,450

	\$ 220,450
	\$ (210,000)
	\$ 10,450
	\$ 280,450

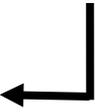
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal Units	600
F&I Increase	\$ 1,260,000
Reconditioning Increase	\$ 648,000
Hard Pack Increase	\$ 660,000
Other	\$ 77,400

<b>Total Additional Income</b>	\$ 2,645,400
<b>Front End Variance (from above)</b>	\$ (2,520,000)
<b>Total Variance</b>	\$ 125,400
<b>Total Projected Gross (Variance + Current)</b>	\$ 3,365,400





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