

Current Data

New Retail Deliveries YTD (units)	
Month of Year	
Average # Retail Units Delivered Per Month	
Total # Units Currently in Inventory	
Months Supply "In Units"	
CURRENT Inventory Turn Rate	
CURRENT Average <u>Front End</u> Gross Profit PNVR	
CURRENT Monthly Gross Profit	
CURRENT Yearly Front End Gross Profit Total	

Projection

	-
\$	-
\$	-

Additional Income

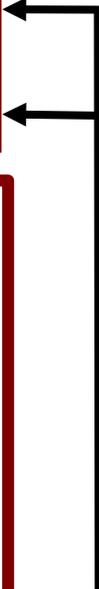
				Monthly
				#VALUE!
Current New Vehicle F&I Average PVR				#VALUE!
PDI & Accessory Sales PVR		X 50% Gross	\$ -	#VALUE!
Trade %		# of Trades	#VALUE!	#VALUE!

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	#VALUE!	#VALUE!
Average Recon on U/C Trade	2212	X 50% Gross	\$ 1,106	#VALUE!
Average PUVR Wholesale			\$ (1,221)	#VALUE!
Average PUVR (Front and Back) on Trades			\$ 1,621	#VALUE!
Hard Pack Per Unit UV			\$ 1,250	#VALUE!
Hard Pack Per Unit NV			\$ 750	#VALUE!
Doc Fee/ Admin Fee Per Unit			\$ 698	#VALUE!
OEM Incentives Per Unit			\$ 250	#VALUE!
Floorplan Assistance Per Unit			\$ 481	#VALUE!
Advertising Credits Per Unit			\$ 549	#VALUE!
Total Washout PNVR (Adjusted for %s)			#DIV/0!	#VALUE!
Note: This does not include future Gross Opportunities				#DIV/0!



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	#VALUE!
NV F&I Increase	#VALUE!
PDI & Accesory Increase	#VALUE!
UV Wholesale Increase	#VALUE!



UV Recon Increase	#VALUE!
UV Retail PUVR Increase	#VALUE!
Hard Pack Increase UV	#VALUE!
Hard Pack Increase NV	#VALUE!
Doc Fee/Admin Fee/ Service Charge Increase	#VALUE!
OEM Incentives Increase	#VALUE!
Floorplan Assistance Increase	#VALUE!
Advertising Credit Increase	#VALUE!
Front End Variance (from above)	
Additional Income Variance	#VALUE!
Total Variance	#VALUE!
Total Projected Gross Profit	\$ 7,204





Projections

Data

Projected New Retail Deliveries YTD (units)	0
Average <u>Front End</u> Gross Profit PNVR	\$ -
Annualized Yearly Front End Gross Profit Total	\$ -



ACADEMY

Additional Income

			Annualized	
Current New Vehicle F&I Average PVR			\$ -	\$ 2,826
PDI & Accessory Sales PVR	\$ -	X 50% Gross	\$ -	\$ -
Trade %	0%	# of Trades	-	-
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 2,212	X 50% Gross	\$ 1,106	\$ -
Average PUVR Wholesale			\$ (1,221)	\$ (1,221)
Average PUVR (Front and Back) on Trades			\$ 1,621	\$ 1,621
Hard Pack Per Unit UV			\$ 1,250	\$ 1,250
Hard Pack Per Unit NV			\$ 750	\$ 750

Doc Fee/ Admin Fee Per Unit	\$	698	\$	698
OEM Incentives Per Unit	\$	250	\$	250
Floorplan Assistance Per Unit	\$	481	\$	481
Advertising Credits Per Unit	\$	549	\$	549
Total Washout PNVR		#DIV/0!	\$	7,204
Note: This does not include future Gross Opportunities				

NADA Academy Variable Operations I © 2019 NADA. All rights reserved.

