

## Current Data

New Retail Deliveries YTD (units)	115
Month of Year	2
Average # Retail Units Delivered Per Month	58
Total # Units Currently in Inventory	52
Months Supply "In Units"	0.9
CURRENT Inventory Turn Rate	13.3
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 4,271
CURRENT Monthly Gross Profit	\$ 245,583
CURRENT Yearly Front End Gross Profit Total	\$ 2,946,990

## Projection

	13.3
\$	4,271.0
	58
\$	246,152
\$	569
\$	2,953,824
\$	6,834

## Additional Income

				Monthly
				1
Current New Vehicle F&I Average PVR			1333	\$ 1,333
PDI & Accessory Sales PVR	80	X 50% Gross	\$ 40	\$ 40
Trade %	42%	# of Trades	0.4	\$ (21)

UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	0.0	\$	226
Average Recon on U/C Trade	1132	X 50% Gross	\$ 566	\$	1,088
Average PUVR Wholesale			\$ (1,017)	\$	359
Average PUVR (Front and Back) on Trades			\$ 2,727	\$	-
Hard Pack Per Unit UV			\$ 900	\$	287
Hard Pack Per Unit NV			\$ -	\$	521
Doc Fee/ Admin Fee Per Unit			\$ 205	\$	752
OEM Incentives Per Unit			\$ 521	\$	181
Floorplan Assistance Per Unit			\$ 752	\$	569.47
Advertising Credits Per Unit			\$ 181	\$	4,765
Total Washout PNVR (Adjusted for %s)			\$ 9,055	\$	5,335
<b>Note: This does not include future Gross Opportunities</b>				\$	521,886



<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>
Additional NV Units	12
NV F&I Increase	\$ 15,996
PDI & Accesory Increase	\$ 480
UV Wholesale Increase	\$ (256)



UV Recon Increase	\$	2,710
UV Retail PUVR Increase	\$	13,057
Hard Pack Increase UV	\$	4,309
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	3,441
OEM Incentives Increase	\$	6,252
Floorplan Assistance Increase	\$	9,024
Advertising Credit Increase	\$	2,172
Front End Variance (from above)	\$	6,834
Additional Income Variance	\$	57,185
<b>Total Variance</b>	<b>\$</b>	<b>64,018</b>
<b>Total Projected Gross Profit</b>	<b>\$</b>	<b>6,262,628</b>





## Projections

<b>Data</b>	Projected New Retail Deliveries YTD (units)	692
	Average <u>Front End</u> Gross Profit PNVR	\$ 4,271
	Annualized Yearly Front End Gross Profit Total	\$ 2,953,824



ACADEMY

## Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,333	\$ 921,903	
PDI & Accessory Sales PVR	\$ 80	X 50% Gross	\$ 40	\$ 27,664	
Trade %	42%	# of Trades	290.5	290.5	
UV Immediate Wholesale %	5%	# of Trades Immediate Wholesaled	14.5	14.5	
Average Recon on U/C Trade	\$ 1,132	X 50% Gross	\$ 566	\$ 156,187	
Average PUVR Wholesale			\$ (1,017)	\$ (14,771)	
Average PUVR (Front and Back) on Trades			\$ 2,727	\$ 752,511	
Hard Pack Per Unit UV			\$ 900	\$ 261,425	
Hard Pack Per Unit NV			\$ -	\$ -	
Doc Fee/ Admin Fee Per Unit			\$ 205	\$ 198,299	

OEM Incentives Per Unit	\$	521	\$	360,324
Floorplan Assistance Per Unit	\$	752	\$	520,083
Advertising Credits Per Unit	\$	181	\$	125,180
<b>Total Washout PNVR</b>	<b>\$</b>	<b>9,055</b>	<b>\$</b>	<b>6,262,628</b>
<b>Note: This does not include future Gross Opportunities</b>				

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

