

Current Data

New Retail Deliveries YTD (units)	1,306
Month of Year	12
Average # Retail Units Delivered Per Month	109
Total # Units Currently in Inventory	257
Months Supply "In Units"	
CURRENT Inventory Turn Rate	
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 7,871
CURRENT Monthly Gross Profit	\$ 856,627
CURRENT Yearly Front End Gross Profit Total	\$ 10,279,526

Projection

	4.5
\$	7,000.0
	96
\$	674,625
\$	(182,002)
\$	8,095,500
\$	(2,184,026)

Additional Income

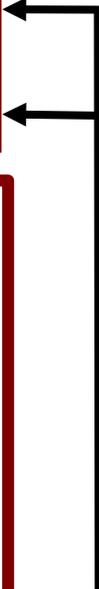
				Monthly
				(13)
Current New Vehicle F&I Average PVR			1223	\$ (15,899)
PDI & Accessory Sales PVR	200	X 50% Gross	\$ 100	\$ (1,300)
Trade %	50%	# of Trades	(6.5)	\$ (49)

UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	(1.6)	\$ (2,194)
Average Recon on U/C Trade	900	X 50% Gross	\$ 450	\$ (9,750)
Average PUVR Wholesale			\$ 30	\$ (1,950)
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ (4,290)
Hard Pack Per Unit UV			\$ 400	\$ (16,070)
Hard Pack Per Unit NV			\$ 330	\$ (7,150)
Doc Fee/ Admin Fee Per Unit			\$ 899	\$ -
OEM Incentives Per Unit			\$ 550	\$ (5,200)
Floorplan Assistance Per Unit				\$ (182,002.17)
Advertising Credits Per Unit			\$ 400	\$ (63,851)
Total Washout PNVR (Adjusted for %s)			\$ 12,833	\$ (245,853)
Note: This does not include future Gross Opportunities				\$ 1,236,744



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>
Additional NV Units	(156)
NV F&I Increase	\$ (190,788)
PDI & Accesory Increase	\$ (15,600)
UV Wholesale Increase	\$ (585)



UV Recon Increase	\$ (26,325)
UV Retail PUVR Increase	\$ (117,000)
Hard Pack Increase UV	\$ (23,400)
Hard Pack Increase NV	\$ (51,480)
Doc Fee/Admin Fee/ Service Charge Increase	\$ (192,836)
OEM Incentives Increase	\$ (85,800)
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ (62,400)
Front End Variance (from above)	\$ (2,184,026)
Additional Income Variance	\$ (766,214)
Total Variance	\$ (2,950,239)
Total Projected Gross Profit	\$ 14,840,931





Projections

Data	Projected New Retail Deliveries YTD (units)	1,157
	Average <u>Front End</u> Gross Profit PNVR	\$ 7,871
	Annualized Yearly Front End Gross Profit Total	\$ 9,102,812



ACADEMY

Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 1,223	\$ 1,414,400	
PDI & Accessory Sales PVR	\$ 200	X 50% Gross	\$ 100	\$ 115,650	
Trade %	50%	# of Trades	578.3	578.3	
UV Immediate Wholesale %	25%	# of Trades Immediate Wholesaled	144.6	144.6	
Average Recon on U/C Trade	\$ 900	X 50% Gross	\$ 450	\$ 195,159	
Average PUVR Wholesale			\$ 30	\$ 4,337	
Average PUVR (Front and Back) on Trades			\$ 2,000	\$ 867,375	
Hard Pack Per Unit UV			\$ 400	\$ 231,300	
Hard Pack Per Unit NV			\$ 330	\$ 381,645	

Doc Fee/ Admin Fee Per Unit	\$ 899	\$ 1,429,579
OEM Incentives Per Unit	\$ 550	\$ 636,075
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 400	\$ 462,600
Total Washout PNVR	\$ 12,833	\$ 14,840,931
Note: This does not include future Gross Opportunities		

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

