

Current Data

New Retail Deliveries YTD (units)	413
Month of Year	2
Average # Retail Units Delivered Per Month	207
Total # Units Currently in Inventory	382
Months Supply "In Units"	1.8
CURRENT Inventory Turn Rate	6.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,116
CURRENT Monthly Gross Profit	\$ 436,954
CURRENT Yearly Front End Gross Profit Total	\$ 5,243,448

Projection

5.0
\$ 1,800.0
159
\$ 286,500
\$ (150,454)
\$ 3,438,000
\$ (1,805,448)

Additional Income

				Monthly
				(48)
Current New Vehicle F&I Average PVR			928	\$ (44,544)
PDI & Accessory Sales PVR	320	X 50% Gross	\$ 160	\$ (7,680)
Trade %	65%	# of Trades	(31.2)	\$ (20,233)

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	(15.6)	\$ (15,600)
Average Recon on U/C Trade	2000	X 50% Gross	\$ 1,000	\$ (39,577)
Average PUVR Wholesale			\$ 1,297	\$ -
Average PUVR (Front and Back) on Trades			\$ 2,537	\$ -
Hard Pack Per Unit UV			\$ -	\$ (11,130)
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 175	\$ (12,000)
OEM Incentives Per Unit			\$ -	\$ (1,584)
Floorplan Assistance Per Unit			\$ 250	\$ (150,454.00)
Advertising Credits Per Unit			\$ 33	\$ (152,348)
Total Washout PNVR (Adjusted for %s)			\$ 5,290	\$ (302,802)
Note: This does not include future Gross Opportunities				\$ 841,980



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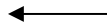
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	

PROJECTED	Yearly
Additonal NV Units	(576)
NV F&I Increase	\$ (534,528)
PDI & Accesory Increase	\$ (92,160)
UV Wholesale Increase	\$ (242,798)



UV Recon Increase	\$ (187,200)
UV Retail PUVR Increase	\$ (474,926)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (133,560)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ (144,000)
Advertising Credit Increase	\$ (19,008)
Front End Variance (from above)	\$ (1,805,448)
Additional Income Variance	\$ (1,828,181)
Total Variance	\$ (3,633,629)
Total Projected Gross Profit	\$ 10,103,757





Projections

Data	Projected New Retail Deliveries YTD (units)	1,910
	Average <u>Front End</u> Gross Profit PNVR	\$ 2,116
	Annualized Yearly Front End Gross Profit Total	\$ 4,041,560



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Additional Income

				Annualized	
Current New Vehicle F&I Average PVR			\$ 928	\$	1,772,480
PDI & Accessory Sales PVR	\$ 320	X 50% Gross	\$ 160	\$	305,600
Trade %	65%	# of Trades	1,241.5		1,241.5
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	620.8		620.8
Average Recon on U/C Trade	\$ 2,000	X 50% Gross	\$ 1,000	\$	620,750
Average PUVR Wholesale			\$ 1,297	\$	805,113
Average PUVR (Front and Back) on Trades			\$ 2,537	\$	1,574,843
Hard Pack Per Unit UV			\$ -	\$	-
Hard Pack Per Unit NV			\$ -	\$	-

Doc Fee/ Admin Fee Per Unit	\$ 175	\$ 442,881
OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ 250	\$ 477,500
Advertising Credits Per Unit	\$ 33	\$ 63,030
Total Washout PNVR	\$ 5,290	\$ 10,103,757
Note: This does not include future Gross Opportunities		

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