

Current Data

New Retail Deliveries YTD (units)	142
Month of Year	3
Average # Retail Units Delivered Per Month	47
Total # Units Currently in Inventory	100
Months Supply "In Units"	2.1
CURRENT Inventory Turn Rate	5.7
CURRENT Average <i>Front End</i> Gross Profit PNVR	\$ 3,520
CURRENT Monthly Gross Profit	\$ 166,613
CURRENT Yearly Front End Gross Profit Total	\$ 1,999,360

Projection

	3.0
\$	300.0
	25
\$	7,500
\$	(159,113)
\$	90,000
\$	(1,909,360)

Additional Income

				Monthly
				(23)
Current New Vehicle F&I Average PVR		1820	\$ (41,860)	
PDI & Accessory Sales PVR	500	X 50% Gross	\$ 250	\$ (5,750)
Trade %	50%	# of Trades	(11.5)	\$ (3,795)

UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	(3.4)	\$ (6,038)
Average Recon on U/C Trade	1500	X 50% Gross	\$ 750	\$ (42,842)
Average PUVR Wholesale			\$ 1,100	\$ -
Average PUVR (Front and Back) on Trades			\$ 5,322	\$ -
Hard Pack Per Unit UV			\$ -	\$ (18,599)
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ -
OEM Incentives Per Unit			\$ -	\$ -
Floorplan Assistance Per Unit			\$ -	\$ (159,113.33)
Advertising Credits Per Unit			\$ -	\$ (118,884)
Total Washout PNVR (Adjusted for %s)			\$ 8,689	\$ (277,997)
Note: This does not include future Gross Opportunities				\$ 217,221



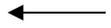
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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED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

PROJECTED	<u>Yearly</u>
Additional NV Units	(276)
NV F&I Increase	\$ (502,320)
PDI & Accesory Increase	\$ (69,000)
UV Wholesale Increase	\$ (45,540)



UV Recon Increase	\$ (72,450)
UV Retail PUVR Increase	\$ (514,105)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (223,187)
OEM Incentives Increase	\$ -
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (1,909,360)
Additional Income Variance	\$ (1,426,603)
Total Variance	\$ (3,335,963)
Total Projected Gross Profit	\$ 2,606,655





Projections

Data

Projected New Retail Deliveries YTD (units)	300
Average <u>Front End</u> Gross Profit PNVR	\$ 3,520
Annualized Yearly Front End Gross Profit Total	\$ 1,056,000



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,820	\$ 546,000
PDI & Accessory Sales PVR	\$ 500	X 50% Gross	\$ 250	\$ 75,000
Trade %	50%	# of Trades	150.0	150.0
UV Immediate Wholesale %	30%	# of Trades Immediate Wholesaled	45.0	45.0
Average Recon on U/C Trade	\$ 1,500	X 50% Gross	\$ 750	\$ 78,750
Average PUVR Wholesale			\$ 1,100	\$ 49,500
Average PUVR (Front and Back) on Trades			\$ 5,322	\$ 558,810
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -
Doc Fee/ Admin Fee Per Unit			\$ 599	\$ 242,595

OEM Incentives Per Unit	\$ -	\$ -
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,689	\$ 2,606,655
Note: This does not include future Gross Opportunities		

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