

Current Data

New Retail Deliveries YTD (units)	1,815
Month of Year	3
Average # Retail Units Delivered Per Month	605
Total # Units Currently in Inventory	121
Months Supply "In Units"	0.2
CURRENT Inventory Turn Rate	60.0
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 3,915
CURRENT Monthly Gross Profit	\$ 2,368,575
CURRENT Yearly Front End Gross Profit Total	\$ 28,422,900

Projection

	18.0
\$	3,915.0
	182
\$	710,573
\$	(1,658,003)
\$	8,526,870
\$	(19,896,030)

Additional Income

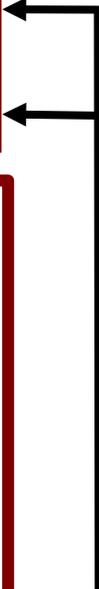
				Monthly
				(424)
Current New Vehicle F&I Average PVR			1860	\$ (788,640)
PDI & Accessory Sales PVR	341.28	X 50% Gross	\$ 171	\$ (72,351)
Trade %	42%	# of Trades	(178.1)	\$ -

UV Immediate Wholesale %		# of Trades Immediate Wholesaled	-	\$ (108,629)
Average Recon on U/C Trade	1220	X 50% Gross	\$ 610	\$ (623,992)
Average PUVR Wholesale			\$ 368	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,504	\$ -
Hard Pack Per Unit UV			\$ -	\$ (90,312)
Hard Pack Per Unit NV			\$ -	\$ (57,664)
Doc Fee/ Admin Fee Per Unit			\$ 150	\$ (170,024)
OEM Incentives Per Unit			\$ 136	\$ -
Floorplan Assistance Per Unit			\$ 401	\$ (1,658,002.50)
Advertising Credits Per Unit			\$ -	\$ (1,911,612)
Total Washout PNVR (Adjusted for %s)			\$ 8,424	\$ (3,569,615)
Note: This does not include future Gross Opportunities				\$ 1,528,869



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	(5,088)
NV F&I Increase	\$ (9,463,680)
PDI & Accesory Increase	\$ (868,216)
UV Wholesale Increase	\$ -



UV Recon Increase	\$ (1,303,546)
UV Retail PUVR Increase	\$ (7,487,908)
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ (1,083,744)
OEM Incentives Increase	\$ (691,968)
Floorplan Assistance Increase	\$ (2,040,288)
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ (19,896,030)
Additional Income Variance	\$ (22,939,350)
Total Variance	\$ (42,835,380)
Total Projected Gross Profit	\$ 18,346,427





Projections

Data

Projected New Retail Deliveries YTD (units)	2,178
Average <u>Front End</u> Gross Profit PNVR	\$ 3,915
Annualized Yearly Front End Gross Profit Total	\$ 8,526,870



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,860	\$ 4,051,080
PDI & Accessory Sales PVR	\$ 341	X 50% Gross	\$ 171	\$ 371,654
Trade %	42%	# of Trades	914.8	914.8
UV Immediate Wholesale %	0%	# of Trades Immediate Wholesaled	-	-
Average Recon on U/C Trade	\$ 1,220	X 50% Gross	\$ 610	\$ 558,004
Average PUVR Wholesale			\$ 368	\$ -
Average PUVR (Front and Back) on Trades			\$ 3,504	\$ 3,205,319
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	150	\$	463,914
OEM Incentives Per Unit	\$	136	\$	296,208
Floorplan Assistance Per Unit	\$	401	\$	873,378
Advertising Credits Per Unit	\$	-	\$	-
Total Washout PNVR	\$	8,424	\$	18,346,427
Note: This does not include future Gross Opportunities				

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

