

## Current Data

New Retail Deliveries YTD (units)	487
Month of Year	6
Average # Retail Units Delivered Per Month	81
Total # Units Currently in Inventory	68
Months Supply "In Units"	0.8
CURRENT Inventory Turn Rate	14.3
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 4,975
CURRENT Monthly Gross Profit	\$ 403,804
CURRENT Yearly Front End Gross Profit Total	\$ 4,845,650

## Projection

	10.4
\$	4,500.0
	59
\$	264,180
\$	(139,624)
\$	3,170,160
\$	(1,675,490)

## Additional Income

				Monthly
				(23)
Current New Vehicle F&I Average PVR		940		\$ (21,620)
PDI & Accessory Sales PVR	207375	X 50% Gross	\$ 103,688	\$ (2,384,813)
Trade %	37%	# of Trades	(8.5)	\$ (1,348)

UV Immediate Wholesale %	19%	# of Trades Immediate Wholesaled	(1.6)	\$ (7,665)
Average Recon on U/C Trade	2224	X 50% Gross	\$ 1,112	\$ (33,652)
Average PUVR Wholesale			\$ 834	\$ (1,303)
Average PUVR (Front and Back) on Trades			\$ 4,882	\$ (3,565)
Hard Pack Per Unit UV			\$ 189	\$ -
Hard Pack Per Unit NV			\$ 155	\$ (46,575)
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -
OEM Incentives Per Unit			\$ 2,025	\$ (5,750)
Floorplan Assistance Per Unit			\$ -	\$ (139,624.17)
Advertising Credits Per Unit			\$ 250	\$ (2,506,291)
Total Washout PNVR (Adjusted for %s)			\$ 109,006	\$ (2,645,915)
<b>Note: This does not include future Gross Opportunities</b>				\$ 6,399,383

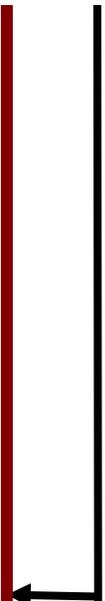


<b>ns</b>	
PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit <b>Variance</b>	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit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



<b>PROJECTED</b>	<u>Yearly</u>
Additonal NV Units	(276)
NV F&I Increase	\$ (259,440)
PDI & Accesory Increase	\$ (28,617,750)
UV Wholesale Increase	\$ (16,182)

UV Recon Increase	\$ (91,982)
UV Retail PUVR Increase	\$ (403,825)
Hard Pack Increase UV	\$ (15,634)
Hard Pack Increase NV	\$ (42,780)
Doc Fee/Admin Fee/ Service Charge Increase	\$ -
OEM Incentives Increase	\$ (558,900)
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ (69,000)
Front End Variance (from above)	\$ (1,675,490)
Additional Income Variance	\$ (30,075,492)
<b>Total Variance</b>	<b>\$ (31,750,982)</b>
<b>Total Projected Gross Profit</b>	<b>\$ 98,105,465</b>





## Projections

### Data

Projected New Retail Deliveries YTD (units)	900
Average <u>Front End</u> Gross Profit PNVR	\$ 4,975
Annualized Yearly Front End Gross Profit Total	\$ 4,477,500



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## Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 940	\$ 940
PDI & Accessory Sales PVR	\$ 207,375	X 50% Gross	\$ 103,688	\$ 93,318,750
Trade %	37%	# of Trades	333.0	333.0
UV Immediate Wholesale %	19%	# of Trades Immediate Wholesaled	63.3	63.3
Average Recon on U/C Trade	\$ 2,224	X 50% Gross	\$ 1,112	\$ 299,940
Average PUVR Wholesale			\$ 834	\$ 834
Average PUVR (Front and Back) on Trades			\$ 4,882	\$ 4,882
Hard Pack Per Unit UV			\$ 189	\$ 189
Hard Pack Per Unit NV			\$ 155	\$ 155
Doc Fee/ Admin Fee Per Unit			\$ -	\$ -

OEM Incentives Per Unit	\$ 2,025	\$ 2,025
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ 250	\$ 250
<b>Total Washout PNVR</b>	<b>\$ 109,006</b>	<b>\$ 98,105,465</b>
<b>Note: This does not include future Gross Opportunities</b>		

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