

## Current Data

New Retail Deliveries YTD (units)	469
Month of Year	5
Average # Retail Units Delivered Per Month	94
Total # Units Currently in Inventory	183
Months Supply "In Units"	2.0
CURRENT Inventory Turn Rate	6.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,952
CURRENT Monthly Gross Profit	\$ 276,898
CURRENT Yearly Front End Gross Profit Total	\$ 3,322,771

## Projection

	7.0
	\$ 2,800.0
	107
	\$ 298,900
	\$ 22,002
	\$ 3,586,800
	\$ 264,029

## Additional Income

				Monthly
				13
Current New Vehicle F&I Average PVR		859		\$ 11,167
PDI & Accessory Sales PVR	1200	X 50% Gross	\$ 600	\$ 7,800
Trade %	50%	# of Trades	6.5	\$ 7,475

UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	3.3	\$	6,500
Average Recon on U/C Trade	4000	X 50% Gross	\$ 2,000	\$	13,325
Average PUVR Wholesale			\$ 2,300	\$	1,593
Average PUVR (Front and Back) on Trades			\$ 4,100	\$	4,225
Hard Pack Per Unit UV			\$ 490	\$	8,044
Hard Pack Per Unit NV			\$ 325	\$	44,616
Doc Fee/ Admin Fee Per Unit			\$ 495	\$	-
OEM Incentives Per Unit			\$ 3,432	\$	-
Floorplan Assistance Per Unit			\$ -	\$	22,002.40
Advertising Credits Per Unit			\$ -	\$	104,744
Total Washout PNVR (Adjusted for %s)			\$ 11,132	\$	126,747
<b>Note: This does not include future Gross Opportunities</b>				\$	1,188,314



<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>
Additional NV Units	156
NV F&I Increase	\$ 134,004
PDI & Accesory Increase	\$ 93,600
UV Wholesale Increase	\$ 89,700

UV Recon Increase	\$ 78,000
UV Retail PUVR Increase	\$ 159,900
Hard Pack Increase UV	\$ 19,110
Hard Pack Increase NV	\$ 50,700
Doc Fee/Admin Fee/ Service Charge Increase	\$ 96,525
OEM Incentives Increase	\$ 535,392
Floorplan Assistance Increase	\$ -
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 264,029
Additional Income Variance	\$ 1,256,931
<b>Total Variance</b>	<b>\$ 1,520,960</b>
Total Projected Gross Profit	\$ 14,259,772







## Projections

### Data

Projected New Retail Deliveries YTD (units)	1,281
Average <u>Front End</u> Gross Profit PNVR	\$ 2,952
Annualized Yearly Front End Gross Profit Total	\$ 3,781,512



ACADEMY

## Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 859	\$ 1,100,379
PDI & Accessory Sales PVR	\$ 1,200	X 50% Gross	\$ 600	\$ 768,600
Trade %	50%	# of Trades	640.5	640.5
UV Immediate Wholesale %	50%	# of Trades Immediate Wholesaled	320.3	320.3
Average Recon on U/C Trade	\$ 4,000	X 50% Gross	\$ 2,000	\$ 640,500
Average PUVR Wholesale			\$ 2,300	\$ 736,575
Average PUVR (Front and Back) on Trades			\$ 4,100	\$ 1,313,025
Hard Pack Per Unit UV			\$ 490	\$ 313,845
Hard Pack Per Unit NV			\$ 325	\$ 416,325
Doc Fee/ Admin Fee Per Unit			\$ 495	\$ 792,619

OEM Incentives Per Unit	\$ 3,432	\$ 4,396,392
Floorplan Assistance Per Unit	\$ -	\$ -
Advertising Credits Per Unit	\$ -	\$ -
<b>Total Washout PNVR</b>	<b>\$ 11,132</b>	<b>\$ 14,259,772</b>
<b>Note: This does not include future Gross Opportunities</b>		

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

