

Current Data

New Retail Deliveries YTD (units)	471
Month of Year	8
Average # Retail Units Delivered Per Month	59
Total # Units Currently in Inventory	84
Months Supply "In Units"	1.4
CURRENT Inventory Turn Rate	8.4
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,201
CURRENT Monthly Gross Profit	\$ 129,584
CURRENT Yearly Front End Gross Profit Total	\$ 1,555,007

Projection

	9.0
	\$ 2,000.0
	63
	\$ 126,000
	\$ (3,584)
	\$ 1,512,000
	\$ (43,007)

Additional Income

				Monthly
				5
Current New Vehicle F&I Average PVR			2744	\$ 13,720
PDI & Accessory Sales PVR	143	X 50% Gross	\$ 72	\$ 358
Trade %	60%	# of Trades	3.0	\$ 206

UV Immediate Wholesale %	31%	# of Trades Immediate Wholesaled	0.9	\$	2,606
Average Recon on U/C Trade	2518	X 50% Gross	\$ 1,259	\$	621
Average PUVR Wholesale			\$ 222	\$	2,277
Average PUVR (Front and Back) on Trades			\$ 300	\$	-
Hard Pack Per Unit UV			\$ 1,100	\$	-
Hard Pack Per Unit NV			\$ -	\$	1,955
Doc Fee/ Admin Fee Per Unit			\$ -	\$	10,335
OEM Incentives Per Unit			\$ 391	\$	-
Floorplan Assistance Per Unit			\$ 2,067	\$	(3,583.88)
Advertising Credits Per Unit			\$ -	\$	32,078
Total Washout PNVR (Adjusted for %s)			\$ 8,821	\$	28,494
Note: This does not include future Gross Opportunities				\$	555,737



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	60
NV F&I Increase	\$ 164,640
PDI & Accesory Increase	\$ 4,290
UV Wholesale Increase	\$ 2,478

UV Recon Increase	\$	31,274
UV Retail PUVR Increase	\$	7,452
Hard Pack Increase UV	\$	27,324
Hard Pack Increase NV	\$	-
Doc Fee/Admin Fee/ Service Charge Increase	\$	-
OEM Incentives Increase	\$	23,460
Floorplan Assistance Increase	\$	124,020
Advertising Credit Increase	\$	-
Front End Variance (from above)	\$	(43,007)
Additional Income Variance	\$	384,937
Total Variance	\$	341,931
Total Projected Gross Profit	\$	6,668,841





Projections

Data

Projected New Retail Deliveries YTD (units)	756
Average <u>Front End</u> Gross Profit PNVR	\$ 2,201
Annualized Yearly Front End Gross Profit Total	\$ 1,663,956



ACADEMY

Additional Income

Annualized

Current New Vehicle F&I Average PVR			\$ 2,744	\$ 2,074,464
PDI & Accessory Sales PVR	\$ 143	X 50% Gross	\$ 72	\$ 54,054
Trade %	60%	# of Trades	453.6	453.6
UV Immediate Wholesale %	31%	# of Trades Immediate Wholesaled	140.6	140.6
Average Recon on U/C Trade	\$ 2,518	X 50% Gross	\$ 1,259	\$ 394,047
Average PUVR Wholesale			\$ 222	\$ 31,217
Average PUVR (Front and Back) on Trades			\$ 300	\$ 93,895
Hard Pack Per Unit UV			\$ 1,100	\$ 498,960
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$ -	\$ -
OEM Incentives Per Unit	\$ 391	\$ 295,596
Floorplan Assistance Per Unit	\$ 2,067	\$ 1,562,652
Advertising Credits Per Unit	\$ -	\$ -
Total Washout PNVR	\$ 8,821	\$ 6,668,841
Note: This does not include future Gross Opportunities		

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

