

Current Data

New Retail Deliveries YTD (units)	320
Month of Year	8
Average # Retail Units Delivered Per Month	40
Total # Units Currently in Inventory	88
Months Supply "In Units"	2.2
CURRENT Inventory Turn Rate	5.5
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 18
CURRENT Monthly Gross Profit	\$ 720
CURRENT Yearly Front End Gross Profit Total	\$ 8,640

Projection

	6.8
\$	(500.0)
	50
\$	(24,750)
\$	(25,470)
\$	(297,000)
\$	(305,640)

Additional Income

				Monthly
				10
Current New Vehicle F&I Average PVR			1755	\$ 17,550
PDI & Accessory Sales PVR	650	X 50% Gross	\$ 325	\$ 3,250
Trade %	22%	# of Trades	2.2	\$ (198)

UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	0.2	\$	2,178
Average Recon on U/C Trade	2200	X 50% Gross	\$ 1,100	\$	4,823
Average PUVR Wholesale			\$ (900)	\$	3,069
Average PUVR (Front and Back) on Trades			\$ 2,436	\$	15,500
Hard Pack Per Unit UV			\$ 1,550	\$	13,166
Hard Pack Per Unit NV			\$ 1,550	\$	19,480
Doc Fee/ Admin Fee Per Unit			\$ 1,099	\$	4,750
OEM Incentives Per Unit			\$ 1,948	\$	3,000
Floorplan Assistance Per Unit			\$ 475	\$	(25,470.00)
Advertising Credits Per Unit			\$ 300	\$	86,568
Total Washout PNVR (Adjusted for %s)			\$ 8,709	\$	61,098
Note: This does not include future Gross Opportunities				\$	431,092



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	120
NV F&I Increase	\$ 210,600
PDI & Accesory Increase	\$ 39,000
UV Wholesale Increase	\$ (2,376)

UV Recon Increase	\$ 26,136
UV Retail PUVR Increase	\$ 57,879
Hard Pack Increase UV	\$ 36,828
Hard Pack Increase NV	\$ 186,000
Doc Fee/Admin Fee/ Service Charge Increase	\$ 157,992
OEM Incentives Increase	\$ 233,760
Floorplan Assistance Increase	\$ 57,000
Advertising Credit Increase	\$ 36,000
Front End Variance (from above)	\$ (305,640)
Additional Income Variance	\$ 1,038,820
Total Variance	\$ 733,180
Total Projected Gross Profit	\$ 5,173,104





Projections

Data

Projected New Retail Deliveries YTD (units)	594
Average <u>Front End</u> Gross Profit PNVR	\$ 18
Annualized Yearly Front End Gross Profit Total	\$ 10,692



ACADEMY

Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,755	\$ 1,042,470
PDI & Accessory Sales PVR	\$ 650	X 50% Gross	\$ 325	\$ 193,050
Trade %	22%	# of Trades	130.7	130.7
UV Immediate Wholesale %	10%	# of Trades Immediate Wholesaled	13.1	13.1
Average Recon on U/C Trade	\$ 2,200	X 50% Gross	\$ 1,100	\$ 129,373
Average PUVR Wholesale			\$ (900)	\$ (11,761)
Average PUVR (Front and Back) on Trades			\$ 2,436	\$ 286,503
Hard Pack Per Unit UV			\$ 1,550	\$ 202,554
Hard Pack Per Unit NV			\$ 1,550	\$ 920,700

Doc Fee/ Admin Fee Per Unit	\$	1,099	\$	782,062
OEM Incentives Per Unit	\$	1,948	\$	1,157,112
Floorplan Assistance Per Unit	\$	475	\$	282,150
Advertising Credits Per Unit	\$	300	\$	178,200
Total Washout PNVR	\$	8,709	\$	5,173,104
Note: This does not include future Gross Opportunities				

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

