

# DEALER INTELLIGENCE REPORT

OCTOBER 2021



Nissan of Garden City

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## Sales Data Intelligence

<b>61%</b>	Lease defection rate over the last 12 months
<b>934</b>	Lost lease customers in the last 12 months
<b>1,231</b>	Leases coming due in the next six months
<b>4,412</b>	Serviced customers that never bought
<b>1,102</b>	High APR customers (7%+, 24mos+ into loan)

## Service Data Intelligence

<b>3,675</b>	Sold but never serviced
<b>2,875</b>	No service in the last 12 months
<b>4,146</b>	Open Recalls in the last 12 months

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Empire Automotive Group

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TOYOTA

Empire Toyota of Huntington

## Sales Data Intelligence

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**1,231**

Leases coming due in the next six months

**4,412**

Serviced customers that never bought

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## Service Data Intelligence

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