

Finance Report By Department

Michael Conahan / QA Auto Dash Rep Chap Egg Harbor

Date Range : 3/1/2020 to 3/31/2020

Total

Counts	Michael Conahan
Units	46
Finance Reserve	26
Vehicle Service Contracts	2
GAP Protection	15
Road Hazard Protection	4
Auto Replacement Plan	0
Vehicle ID System	3
Environmental Protection	0
Scheduled Maintenance	1
Life - Disability	0
Other	22
WareCae (includes lease 5 in 1)	4
Penetration	Michael Conahan
Finance Reserve	56.52 %
Vehicle Service Contracts	4.35 %
GAP Protection	57.69 %
Road Hazard Protection	8.70 %
Auto Replacement Plan	0.00 %
Vehicle ID System	6.52 %
Environmental Protection	0.00 %
Scheduled Maintenance	2.17 %
Life - Disability	0.00 %
Other	47.83 %
WareCae (includes lease 5 in 1)	8.70 %
Total	Michael Conahan
Finance Reserve	\$27,792.82
Vehicle Service Contracts	\$2,509.00
GAP Protection	\$6,098.00
Road Hazard Protection	\$3,115.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$663.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$19,631.00
WareCae (includes lease 5 in 1)	\$2,585.00
Finance Income	\$62,423.82
Front Gross	\$34,835.93
Super Gross	\$97,259.75

Averages	Michael Conahan
Finance Reserve	\$1,068.95
Vehicle Service Contracts	\$1,254.50
GAP Protection	\$406.53
Road Hazard Protection	\$778.75
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$892.32
WareCae (inclues lease 5 in 1)	\$646.25
Finance Income	\$1,357.04
Front Gross	\$757.30
Super Gross Average	\$2,114.34
Product Per Retail	\$752.85
Fin. Reserve / Total	44.52 %
Power Rating	135.95 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

New Retail

Counts	Michael Conahan
Units	9
Finance Reserve	6
Vehicle Service Contracts	1
GAP Protection	2
Road Hazard Protection	2
Auto Replacement Plan	0
Vehicle ID System	1
Environmental Protection	0
Scheduled Maintenance	0
Life - Disability	0
Other	6
WareCae (includes lease 5 in 1)	0
Penetration	Michael Conahan
Finance Reserve	66.67 %
Vehicle Service Contracts	11.11 %
GAP Protection	33.33 %
Road Hazard Protection	22.22 %
Auto Replacement Plan	0.00 %
Vehicle ID System	11.11 %
Environmental Protection	0.00 %
Scheduled Maintenance	0.00 %
Life - Disability	0.00 %
Other	66.67 %
WareCae (includes lease 5 in 1)	0.00 %
Total	Michael Conahan
Finance Reserve	\$4,558.50
Vehicle Service Contracts	\$521.00
GAP Protection	\$1,401.00
Road Hazard Protection	\$2,590.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$8,418.00
WareCae (includes lease 5 in 1)	\$0.00
Finance Income	\$17,709.50
Front Gross	\$7,932.87
Super Gross	\$25,642.37

Averages	Michael Conahan
Finance Reserve	\$759.75
Vehicle Service Contracts	\$521.00
GAP Protection	\$700.50
Road Hazard Protection	\$1,295.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$1,403.00
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$1,967.72
Front Gross	\$881.43
Super Gross Average	\$2,849.15
Product Per Retail	\$1,461.22
Fin. Reserve / Total	25.74 %
Power Rating	144.44 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

Used Retail

Counts	Michael Conahan
Units	24
Finance Reserve	20
Vehicle Service Contracts	1
GAP Protection	13
Road Hazard Protection	0
Auto Replacement Plan	0
Vehicle ID System	2
Environmental Protection	0
Scheduled Maintenance	0
Life - Disability	0
Other	16
WareCae (includes lease 5 in 1)	0
Penetration	Michael Conahan
Finance Reserve	83.33 %
Vehicle Service Contracts	4.17 %
GAP Protection	65.00 %
Road Hazard Protection	0.00 %
Auto Replacement Plan	0.00 %
Vehicle ID System	8.33 %
Environmental Protection	0.00 %
Scheduled Maintenance	0.00 %
Life - Disability	0.00 %
Other	66.67 %
WareCae (includes lease 5 in 1)	0.00 %
Total	Michael Conahan
Finance Reserve	\$12,351.26
Vehicle Service Contracts	\$1,988.00
GAP Protection	\$4,697.00
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$442.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$11,213.00
WareCae (includes lease 5 in 1)	\$0.00
Finance Income	\$30,691.26
Front Gross	\$18,885.11
Super Gross	\$49,576.37

Averages	Michael Conahan
Finance Reserve	\$617.56
Vehicle Service Contracts	\$1,988.00
GAP Protection	\$361.31
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$221.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$700.81
WareCae (inclues lease 5 in 1)	\$0.00
Finance Income	\$1,278.80
Front Gross	\$786.88
Super Gross Average	\$2,065.68
Product Per Retail	\$764.17
Fin. Reserve / Total	40.24 %
Power Rating	144.17 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

New Lease

Counts	Michael Conahan
Units	13
Vehicle Service Contracts	0
GAP Protection	0
Road Hazard Protection	2
Auto Replacement Plan	0
Vehicle ID System	0
Environmental Protection	0
Scheduled Maintenance	1
Life - Disability	0
Other	0
WareCae (includes lease 5 in 1)	4
Penetration	Michael Conahan
Vehicle Service Contracts	0.00 %
GAP Protection	
Road Hazard Protection	15.38 %
Auto Replacement Plan	0.00 %
Vehicle ID System	0.00 %
Environmental Protection	0.00 %
Scheduled Maintenance	7.69 %
Life - Disability	
Other	0.00 %
WareCae (includes lease 5 in 1)	30.77 %
Total	Michael Conahan
Finance Reserve	\$10,883.06
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$525.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (includes lease 5 in 1)	\$2,585.00
Finance Income	\$14,023.06
Front Gross	\$8,017.95
Super Gross	\$22,041.01

Averages	Michael Conahan
Finance Reserve	
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$262.50
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$30.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (includes lease 5 in 1)	\$646.25
Finance Income	\$1,078.70
Front Gross	\$616.77
Super Gross Average	\$1,695.46
Product Per Retail	\$241.54
Fin. Reserve / Total	77.61 %
Power Rating	53.85 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %

Product Only

Counts	Michael Conahan
Units	0
Vehicle Service Contracts	0
GAP Protection	0
Road Hazard Protection	0
Auto Replacement Plan	0
Vehicle ID System	0
Environmental Protection	0
Scheduled Maintenance	0
Life - Disability	0
Other	0
WareCae (includes lease 5 in 1)	0
Penetration	Michael Conahan
Vehicle Service Contracts	0.00 %
GAP Protection	
Road Hazard Protection	0.00 %
Auto Replacement Plan	0.00 %
Vehicle ID System	0.00 %
Environmental Protection	0.00 %
Scheduled Maintenance	0.00 %
Life - Disability	
Other	0.00 %
WareCae (includes lease 5 in 1)	0.00 %
Total	Michael Conahan
Finance Reserve	\$0.00
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (includes lease 5 in 1)	\$0.00
Finance Income	\$0.00
Front Gross	\$0.00
Super Gross	\$0.00

Averages	Michael Conahan
Finance Reserve	
Vehicle Service Contracts	\$0.00
GAP Protection	\$0.00
Road Hazard Protection	\$0.00
Auto Replacement Plan	\$0.00
Vehicle ID System	\$0.00
Environmental Protection	\$0.00
Scheduled Maintenance	\$0.00
Life - Disability	\$0.00
Other	\$0.00
WareCae (includes lease 5 in 1)	\$0.00
Finance Income	\$0.00
Front Gross	\$0.00
Super Gross Average	\$0.00
Product Per Retail	\$0.00
Fin. Reserve / Total	0.00 %
Power Rating	0.00 %
Utilization	Michael Conahan
Menu Utilization	0
Menu Utilization %	0.00 %
Disclosure Utilization	0
Disclosure Utilization %	0.00 %