

Dealership Composite Review

Michael Conahan / Dashboard Reports Dealer Group

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

Filtered On Type(s) : Retail

Filtered on Status : Processed, Approved

Including Class : New, Used and Trxn : Finance, Lease, Cash, Balloon and Products : Front, Back, After Market, Other, Dealer Profit

	QA Auto Dash Rep Chap Egg Harbor	QA Auto Dash Rep Chap Chrysler Jeep	QA Auto Dash Rep Chap Nissan	Total
TOTAL UNITS	46	0	0	46
- New	22	0	0	22
- Used	24	0	0	24
- Financed	26	0	0	26
- Leased	13	0	0	13
- Cash	7	0	0	7
F&I TOTAL POLICIES	51	0	0	51
Products Per Unit Sold	1.11	0	0	1.11
Total F&I Gross	\$62,424	0	0	\$62,424
Avg. Gross Per Policy	\$1,224	0	0	\$1,224
PVR	\$1,357	0	0	\$1,357
- PVR New	\$1,442	0	0	\$1,442
- PVR Used	\$1,279	0	0	\$1,279
Total Menus Collected	0	0	0	0
% Menus Collected	0%	0%	0%	0%
Total Accept/Decline Waivers	0	0	0	0
% Waivers Collected	0%	0%	0%	0%
Total Flite Deals	0	0	0	0
% Flite Utilized	0%	0%	0%	0%
RESERVE UNITS	39	0	0	39
Avg Rate Spread	0.65	0	0	0.65
Reserve Amount	\$27,793	0	0	\$27,793
Avg Reserve	\$713	0	0	\$713
Avg Finance	\$650	0	0	\$650
Avg Lease	\$837	0	0	\$837
% Finance Penetration	56.52 %	0%	0%	56.52 %
% Lease Penetration	28.26 %	0%	0%	28.26 %
% of Total F&I	44.52 %	0%	0%	44.52 %
VEHICLE SERVICE CONTRACTS	2	0	0	2
Total Gross	\$2,509	0	0	\$2,509
% Penetration	4.35 %	0%	0%	4.35 %
Avg. Gross Per Policy	\$1,255	0	0	\$1,255
% of Total F&I	4.02 %	0%	0%	4.02 %

	QA Auto Dash Rep Chap Egg Harbor	QA Auto Dash Rep Chap Chrysler Jeep	QA Auto Dash Rep Chap Nissan	Total
GAP PROTECTION	15	0	0	15
Total Gross	\$6,098	0	0	\$6,098
% Penetration(Finance)	57.69 %	0%	0%	57.69 %
Avg. Gross Per Policy	\$407	0	0	\$407
% of Total F&I	9.77 %	0%	0%	9.77 %
ROAD HAZARD PROTECTION	4	0	0	4
Total Gross	\$3,115	0	0	\$3,115
% Penetration	8.70 %	0%	0%	8.70 %
Avg. Gross Per Policy	\$779	0	0	\$779
% of Total F&I	4.99 %	0%	0%	4.99 %
AUTO REPLACEMENT PLAN	0	0	0	0
Total Gross	0	0	0	0
% Penetration	0%	0%	0%	0%
Avg. Gross Per Policy	0	0	0	0
% of Total F&I	0%	0%	0%	0%
VEHICLE ID SYSTEM	3	0	0	3
Total Gross	\$663	0	0	\$663
% Penetration	6.52 %	0%	0%	6.52 %
Avg. Gross Per Policy	\$221	0	0	\$221
% of Total F&I	1.06 %	0%	0%	1.06 %
ENVIRONMENTAL PROTECTION	0	0	0	0
Total Gross	0	0	0	0
% Penetration	0%	0%	0%	0%
Avg. Gross Per Policy	0	0	0	0
% of Total F&I	0%	0%	0%	0%
SCHEDULED MAINTENANCE	1	0	0	1
Total Gross	\$30	0	0	\$30
% Penetration	2.17 %	0%	0%	2.17 %
Avg. Gross Per Policy	\$30	0	0	\$30
% of Total F&I	0.05 %	0%	0%	0.05 %
LIFE - DISABILITY	0	0	0	0
Total Gross	0	0	0	0
% Penetration(Finance)	0%	0%	0%	0%
Avg. Gross Per Policy	0	0	0	0
% of Total F&I	0%	0%	0%	0%
OTHER	22	0	0	22
Total Gross	\$19,631	0	0	\$19,631
% Penetration	47.83 %	0%	0%	47.83 %
Avg. Gross Per Policy	\$892	0	0	\$892
% of Total F&I	31.45 %	0%	0%	31.45 %