

YEAR-TO-DATE REVIEW

Michael Conahan / Dashboard Reports Dealer Group

Date Range : 1/1/2020 to 12/31/2020

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

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
TOTAL UNITS	109	94	46	5	0	0	0	0	0	0	0	0	254
- New	64	52	22	4	0	0	0	0	0	0	0	0	142
- Used	45	42	24	1	0	0	0	0	0	0	0	0	112
- Financed	48	44	26	3	0	0	0	0	0	0	0	0	121
- Leased	40	31	13	2	0	0	0	0	0	0	0	0	86
- Cash	21	19	7	0	0	0	0	0	0	0	0	0	47
F&I TOTAL POLICIES	93	85	51	6	0	0	0	0	0	0	0	0	235
Products Per Unit Sold	0.9	0.9	1.1	1.2	0	0	0	0	0	0	0	0	0.9
Total F&I Gross	\$91,272	\$86,943	\$57,509	\$2,901	0	0	0	0	0	0	0	0	\$238,625
PVR	\$837	\$925	\$1,250	\$580	0	0	0	0	0	0	0	0	\$939
- PVR New	\$819	\$740	\$1,219	\$333	0	0	0	0	0	0	0	0	\$838
- PVR Used	\$864	\$1,154	\$1,279	\$1,571	0	0	0	0	0	0	0	0	\$1,068
Total Menus Collected	0	0	0	0	0	0	0	0	0	0	0	0	0
% Menus Collected	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
RESERVE UNITS	88	75	39	5	0	0	0	0	0	0	0	0	207
Avg Rate Spread	0.5	0.5	0.6	0	0	0	0	0	0	0	0	0	0.5
Reserve Amount	\$47,543	\$38,877	\$27,793	\$930	0	0	0	0	0	0	0	0	\$115,143
Avg Reserve	\$540	\$518	\$713	\$186	0	0	0	0	0	0	0	0	\$556
Avg Finance	\$990	\$884	\$1,069	\$310	0	0	0	0	0	0	0	0	\$952
Avg Lease	\$1,189	\$1,254	\$2,138	\$465	0	0	0	0	0	0	0	0	\$1,339
% Finance Penetration	44.04 %	46.81 %	56.52 %	60.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	47.64 %
% Lease Penetration	36.70 %	32.98 %	28.26 %	40.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	33.86 %
% of Total F&I	52.09 %	44.72 %	48.33 %	32.06 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	48.25 %
Vehicle Service Contracts	3	4	2	0	0	0	0	0	0	0	0	0	9
Total Gross	\$1,045	\$1,505	\$2,509	0	0	0	0	0	0	0	0	0	\$5,059
% Penetration	2.75 %	4.26 %	4.35 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	3.54 %
Avg Gross Per Policy	\$348	\$376	\$1,255	0	0	0	0	0	0	0	0	0	\$562
% of Total F&I	1.14 %	1.73 %	4.36 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	2.12 %
GAP Insurance	18	16	15	2	0	0	0	0	0	0	0	0	51
Total Gross	\$8,952	\$9,284	\$6,098	\$706	0	0	0	0	0	0	0	0	\$25,040
% Finance Penetration	37.50 %	36.36 %	57.69 %	66.67 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	42.15 %
Avg Gross Per Policy	\$497	\$580	\$407	\$353	0	0	0	0	0	0	0	0	\$491
% of Total F&I	9.81 %	10.68 %	10.60 %	24.34 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	10.49 %
Road Hazard Protection	11	7	4	0	0	0	0	0	0	0	0	0	22

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
<i>Total Gross</i>	\$5,904	\$5,360	\$3,115	0	0	0	0	0	0	0	0	0	\$14,379
<i>% Penetration</i>	10.09 %	7.45 %	8.70 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	8.66 %
<i>Avg Gross Per Policy</i>	\$537	\$766	\$779	0	0	0	0	0	0	0	0	0	\$654
<i>% of Total F&I</i>	6.47 %	6.16 %	5.42 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	6.03 %
<i>Auto Replacement Plan</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg Gross Per Policy</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Vehicle ID System</i>	9	8	3	0	0	0	0	0	0	0	0	0	20
<i>Total Gross</i>	\$1,572	\$1,326	\$663	0	0	0	0	0	0	0	0	0	\$3,561
<i>% Penetration</i>	8.26 %	8.51 %	6.52 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	7.87 %
<i>Avg Gross Per Policy</i>	\$175	\$166	\$221	0	0	0	0	0	0	0	0	0	\$178
<i>% of Total F&I</i>	1.72 %	1.52 %	1.15 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	1.49 %
<i>Environmental Protection</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>% Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg Gross Per Policy</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Scheduled Maintenance</i>	2	2	1	1	0	0	0	0	0	0	0	0	6
<i>Total Gross</i>	\$86	\$815	\$30	\$300	0	0	0	0	0	0	0	0	\$1,231
<i>% Penetration</i>	1.83 %	2.13 %	2.17 %	20.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	2.36 %
<i>Avg Gross Per Policy</i>	\$43	\$408	\$30	\$300	0	0	0	0	0	0	0	0	\$205
<i>% of Total F&I</i>	0.09 %	0.94 %	0.05 %	10.34 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.52 %
<i>Life - Disability</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Total Gross</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>% Finance Penetration</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Avg Gross Per Policy</i>	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
<i>Other</i>	50	48	26	3	0	0	0	0	0	0	0	0	127
<i>Total Gross</i>	\$23,585	\$29,078	\$19,631	\$965	0	0	0	0	0	0	0	0	\$73,259
<i>% Penetration</i>	35.78 %	43.62 %	47.83 %	60.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	41.34 %
<i>Avg Gross Per Policy</i>	\$472	\$606	\$755	\$322	0	0	0	0	0	0	0	0	\$577
<i>% of Total F&I</i>	25.84 %	33.44 %	34.14 %	33.26 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	30.70 %