

F&I Daily Log Sheet

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

QA Auto Dash Rep Chap Chrysler Jeep - Michael Conahan

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

	Units	Financed	Leased	Cash	Avg. Front-End Gross	Avg. F&I Gross	Total Avg. Gross
Total					NaN	NaN	NaN

No Data Available

**F&I Daily Log Sheet**

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

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F&I Daily Log Sheet

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

QA Auto Dash Rep Chap Egg Harbor - Michael Conahan

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

	Units	Financed	Leased	Cash	Avg. Front-End Gross	Avg. F&I Gross	Total Avg. Gross
New	22	6	13	3	\$725.04	\$1,442.39	\$2,167.43
Used	24	20	0	4	\$786.88	\$1,278.80	\$2,065.68
Total	46	26	13	7	\$757.30	\$1,357.04	\$2,114.34

GROSS PROFIT

DATE	CUSTOMER NAME	STOCK # DEAL #	SALE & DEAL STATUS	V	Typ	INTERACTIVE MENU	DISCLOSURE SIGNED	PAPER MENU	DOWN PAYMENT	RATE SPREAD	TRM	BANK SOURCE	VEHICLE	RESERVE	VSC	GAP	ROAD HZ	AUTO REPL	VEH ID	EVP PROTECT	SCH MAINT	LIFE A&H	OTHER F&I	FRONT GROSS	BACK GROSS	DEAL GROSS	
03/02	Paul Smith	CX20075361188	Retail & Processed	N	L	N/A	N/A	N/A	\$3,000.00	2.05 %	36	HTD Leasing LLC	Ford Explorer 2020	\$2,700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,026.37	\$2,700.00	\$3,726.37	
03/02	Paul Smith	CX20095361262	Retail & Processed	N	L	N/A	N/A	N/A	\$5,000.00	0.00 %	36	HTD Leasing LLC	Ford Explorer 2020	\$150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$375.00	\$1,593.00	\$525.00	\$2,118.00
03/02	Paul Smith	CES20041A361298	Retail & Processed	U	C	N/A	N/A	N/A	\$4,127.00	N/A	1		Ford Focus 2010		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$429.03	\$0.00	\$429.03	
03/02	Paul Smith	C3M19032361323	Retail & Processed	N	F	N/A	N/A	N/A	\$10,000.00	0.00 %	60	TD AUTO FINANCE LLC	Mazda Mazda 3 2019	\$154.32	\$521.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$651.00	\$675.32	\$1,326.32	
03/03	Paul Smith	CP10665361330	Retail & Processed	U	F	N/A	N/A	N/A	\$0.00	0.00 %	72	VALLEY NATIONAL BANK	Ford F150 2017	\$672.82	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$970.00	\$500.00	\$2,302.82	\$2,802.82
03/03	Paul Smith	CED20010361379	Retail & Processed	N	L	N/A	N/A	N/A	\$0.00	0.00 %	36	HTD Leasing LLC	Ford Edge 2020	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$30.00	\$0.00	\$620.00	\$542.92	\$650.00	\$1,192.92	
03/03	Paul Smith	C30X20001361396	Retail & Processed	N	F	N/A	N/A	N/A	\$10,000.00	0.00 %	63	JPMORGAN CHASE BANK	Mazda CX-30 2020	\$250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00	\$216.37	\$1,050.00	\$1,266.37	
03/05	Paul Smith	CX20021A361507	Retail & Processed	U	F	N/A	N/A	N/A	\$1,000.00	0.00 %	72	FORD MOTOR CREDIT COMPANY	Mercedes-Benz C-Class 2016	\$191.91	\$0.00	\$264.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,167.56	\$455.91	\$3,623.47	
03/05	Paul Smith	CP10648361558	Retail & Processed	U	F	N/A	N/A	N/A	\$500.00	2.00 %	72	ALLY FINANCIAL	Ford Escape 2016	\$1,168.79	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,005.00	\$886.00	\$2,833.79	\$3,719.79	
03/05	Paul Smith	CED20003361575	Retail & Processed	N	L	N/A	N/A	N/A	\$2,541.16	0.20 %	39	HTD Leasing LLC	Ford Edge 2020	\$146.64	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$784.52)	\$146.64	(\$637.88)
03/06	Paul Smith	C3M19033R361561	Retail & Processed	U	F	N/A	N/A	N/A	\$1,100.00	1.85 %	72	CAPITAL ONE AUTO FINANCE	Mazda Mazda 3 2019	\$1,135.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$4,360.55)	\$1,135.01	(\$3,225.54)
03/06	Paul Smith	CES20035361628	Retail & Processed	N	F	N/A	N/A	N/A	\$3,000.00	2.50 %	48	PNC BANK N.A.	Ford Escape 2020	\$1,351.44	\$0.00	\$741.00	\$1,075.00	\$0.00	\$221.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,273.00	(\$380.73)	\$5,661.44	\$5,280.71
03/06	Paul Smith	CFT20115361644	Retail & Processed	N	C	N/A	N/A	N/A	\$0.00	N/A	1		Ford F150 2020		\$0.00	\$0.00	\$1,515.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,950.00	\$2,005.10	\$3,465.00	\$5,470.10	
03/06	Paul Smith	CFT20069A361650	Retail & Processed	U	F	N/A	N/A	N/A	\$4,000.00	0.00 %	75	WELLS FARGO AUTO	Ford F150 2016	\$2,338.33	\$0.00	\$2.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$815.00	\$921.72	\$3,155.33	\$4,077.05
03/07	Paul Smith	CFT19224A361707	Retail & Processed	U	F	N/A	N/A	N/A	\$3,630.00	0.00 %	48	WELLS FARGO AUTO	Ford Fusion 2014	\$188.39	\$0.00	\$275.00	\$0.00	\$0.00	\$221.00	\$0.00	\$0.00	\$0.00	\$0.00	\$645.00	\$1,652.21	\$1,329.39	\$2,981.60
03/07	Paul Smith	CP10658361716	Retail & Processed	U	F	N/A	N/A	N/A	\$1,000.00	0.00 %	72	PNC BANK N.A.	Ford F150 2019	\$420.00	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,062.00	\$1,152.40	\$3,142.00	\$4,294.40
03/07	Paul Smith	CPF10642361752	Retail & Processed	U	F	N/A	N/A	N/A	\$3,500.00	0.00 %	72	FORD MOTOR CREDIT COMPANY	Ford Escape 2017	\$105.00	\$0.00	\$205.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$112.33	\$310.00	\$422.33	
03/07	Paul Smith	C5C19096A361773	Retail & Processed	U	C	N/A	N/A	N/A	\$0.00	N/A	1		Honda Accord Crosstour 2010		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,609.79	\$0.00	\$1,609.79	
03/09	Paul Smith	C6Z20002A361847	Retail & Processed	U	F	N/A	N/A	N/A	\$6,000.00	2.50 %	48	ALLY FINANCIAL	Mazda MAZDA6 2014	\$292.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$2,150.65	\$1,292.62	\$3,443.27	

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GROSS PROFIT

DATE	CUSTOMER NAME	STOCK # DEAL #	SALE & DEAL STATUS	V	Typ	INTERA CTIVE MENU	DISCLOSU RE SIGNED	PAPER MENU	DOWN PAYMENT	RATE SPREAD	TRM	BANK SOURCE	VEHICLE	RESERVE	VSC	GAP	ROAD HZ	AUTO REPL	VEH ID	EVP PROTECT	SCH MAINT	LIFE A&H	OTHER F&I	FRONT GROSS	BACK GROSS	DEAL GROSS
03/11	Paul Smith	CED20010A 361875	Retail & Processed	U	C	N/A	N/A	N/A	\$0.00	N/A	1		Ford Expedition 2010		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$932.32	\$0.00	\$932.32
03/11	Paul Smith	CFT19237 362047	Retail & Processed	N	C	N/A	N/A	N/A	\$283.15	N/A	1		Ford F150 2019		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,032.20	\$0.00	\$1,032.20
03/12	Paul Smith	C30X2025 362028	Retail & Processed	N	L	N/A	N/A	N/A	\$3,000.00	1.08 %	36	JPMorgan Chase Bank N.A. Lease	Mazda CX-30 2020	\$706.25	\$0.00	\$0.00	\$220.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$946.82	\$926.25	\$1,873.07
03/12	Paul Smith	CP10672 362073	Retail & Processed	U	F	N/A	N/A	N/A	\$1,000.00	0.00 %	72	TD AUTO FINANCE LLC	Ford F150 2017	\$950.13	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$645.00	\$380.05	\$2,255.13	\$2,635.18
03/12	Paul Smith	CP10597A 362084	Retail & Processed	U	F	N/A	N/A	N/A	\$800.00	0.00 %	72	PNC BANK N.A.	Jeep All-New Wrangler 2018	\$720.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$616.83	\$1,220.00	\$1,836.83
03/13	Paul Smith	CP10673 362076	Retail & Processed	U	F	N/A	N/A	N/A	\$1,000.00	0.95 %	75	ALLY FINANCIAL	Ford Mustang 2018	\$507.81	\$0.00	\$111.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$425.00	\$825.00	\$1,043.81	\$1,868.81
03/14	Paul Smith	CP10656 362191	Retail & Processed	U	F	N/A	N/A	N/A	\$0.00	0.00 %	75	WELLS FARGO AUTO	Ford F150 2019	\$613.09	\$0.00	\$660.00	\$0.00	\$0.00	\$221.00	\$0.00	\$0.00	\$0.00	\$1,750.00	\$956.53	\$3,244.09	\$4,200.62
03/14	Paul Smith	CX20117 362234	Retail & Processed	N	L	N/A	N/A	N/A	\$2,500.00	1.27 %	39	HTD Leasing LLC	Ford Explorer 2020	\$1,457.04	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,281.70	\$1,457.04	\$2,738.74
03/14	Paul Smith	CP10661A 362255	Retail & Processed	U	C	N/A	N/A	N/A	\$0.00	N/A	1		Infiniti G37 2009		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$591.56	\$0.00	\$591.56
03/14	Paul Smith	CFT19155K A 362271	Retail & Processed	U	F	N/A	N/A	N/A	\$1,000.00	0.00 %	60	WELLS FARGO AUTO	Kia Sportage 2014	\$460.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,245.65	\$460.11	\$4,705.76
03/16	Paul Smith	CFN20002R 362247	Retail & Processed	U	F	N/A	N/A	N/A	\$500.00	0.00 %	72	FORD MOTOR CREDIT COMPANY	Ford Fusion 2020	\$241.78	\$0.00	\$30.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$76.00	\$960.87	\$347.78	\$1,308.65
03/16	Paul Smith	CX20063A 362250	Retail & Processed	U	F	N/A	N/A	N/A	\$2,000.00	2.00 %	60	PNC BANK N.A.	Ford Focus 2018	\$841.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00	(\$1.32)	\$1,661.05	\$1,659.73
03/16	Paul Smith	CX20107 362260	Retail & Processed	N	L	N/A	N/A	N/A	\$1,000.00	0.25 %	39	HTD Leasing LLC	Ford Explorer 2020	\$336.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,098.21	\$336.18	\$1,434.39
03/16	Paul Smith	CP10676 362347	Retail & Processed	U	F	N/A	N/A	N/A	\$8,000.00	2.00 %	60	PNC BANK N.A.	Mazda CX-5 2018	\$986.40	\$1,988.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$425.65	\$2,974.40	\$3,400.05
03/18	Paul Smith	CP10668 362273	Retail & Processed	U	F	N/A	N/A	N/A	\$7,000.00	0.00 %	60	FORD MOTOR CREDIT COMPANY	Ford T250 Vans 2016	\$98.02	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$1,323.17	\$598.02	\$1,921.19
03/18	Paul Smith	CX20116 362337	Retail & Processed	N	F	N/A	N/A	N/A	\$5,000.00	1.00 %	60	PNC BANK N.A.	Ford Explorer 2020	\$1,410.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,255.00	\$1,835.64	\$2,665.00	\$4,500.64
03/18	Paul Smith	C30X2012 362396	Retail & Processed	N	F	N/A	N/A	N/A	\$9,000.00	2.00 %	72	JPMORGAN CHASE BANK	Mazda CX-30 2020	\$1,042.74	\$0.00	\$660.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,016.52	\$1,702.74	\$2,719.26
03/19	Paul Smith	CA20042 362240	Retail & Processed	N	L	N/A	N/A	N/A	\$557.00	1.07 %	36	HTD Leasing LLC	Lincoln Corsair 2020	\$1,050.84	\$0.00	\$0.00	\$305.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$953.11	\$1,355.84	\$2,308.95
03/20	Paul Smith	CMZ20019 362492	Retail & Processed	N	C	N/A	N/A	N/A	\$0.00	N/A	1		Lincoln MKZ 2020		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,450.00	\$522.77	\$1,450.00	\$1,972.77
03/20	Paul Smith	CR19016 362499	Retail & Processed	N	L	N/A	N/A	N/A	\$469.00	0.00 %	36	HTD Leasing LLC	Ford RANGER 2019	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$1,265.71)	\$0.00	(\$1,265.71)
03/21	Paul Smith	CPF10664 362506	Retail & Processed	U	F	N/A	N/A	N/A	\$1,000.00	0.00 %	72	FORD MOTOR CREDIT COMPANY	Lincoln MKC 2017	\$210.00	\$0.00	\$410.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$240.38	\$620.00	\$860.38
03/21	Paul Smith	CFT20046 362507	Retail & Processed	N	L	N/A	N/A	N/A	\$1,000.00	1.10 %	39	HTD Leasing LLC	Ford F150 2020	\$1,253.07	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$643.31	\$1,253.07	\$1,896.38
03/21	Paul Smith	CNA20005 362508	Retail & Processed	N	L	N/A	N/A	N/A	\$0.00	0.50 %	36	HTD Leasing LLC	Lincoln Nautilus 2020	\$570.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$470.00	\$44.19	\$1,040.24	\$1,084.43
03/21	Paul Smith	CP10622 362509	Retail & Processed	U	F	N/A	N/A	N/A	\$0.00	0.00 %	72	FORD MOTOR CREDIT COMPANY	Ford F250SD 2019	\$210.00	\$0.00	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$832.72)	\$310.00	(\$522.72)
03/21	Paul Smith	CFT20014 362510	Retail & Processed	N	L	N/A	N/A	N/A	\$2,100.00	2.05 %	36	HTD Leasing LLC	Ford F150 2020	\$2,512.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,120.00	\$1,515.91	\$3,632.80	\$5,148.71

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03/21	Paul Smith	C5C20025362512	Retail & Processed	N	F	N/A	N/A	N/A	\$8,000.00	0.00 %	63	JPMORGAN CHASE BANK	Mazda Cx-5 2020	\$350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$690.00	\$1,034.00	\$1,040.00	\$2,074.00
03/31	Paul Smith	CX20094362563	Retail & Processed	N	L	N/A	N/A	N/A	\$0.00	0.00 %	36	HTD Leasing LLC	Ford Explorer 2020	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$422.64	\$0.00	\$422.64
GRAND TOTALS					46	0	0	0						\$27,792.82	\$2,509.00	\$6,098.00	\$3,115.00	\$0.00	\$663.00	\$0.00	\$30.00	\$0.00	\$22,216.00	\$34,835.93	\$62,423.82	\$97,259.75

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

	Units	Financed	Leased	Cash	Avg. Front-End Gross	Avg. F&I Gross	Total Avg. Gross
Total					NaN	NaN	NaN

No Data Available

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