

# F&I Performance Summary

## 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

	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

Product	Class	Products Sold	Gross Profit	Avg Gross / Product	% of Total	Pen Rate %
<b>Vehicle Service Contracts</b>						
	New	1	\$521.00	\$521.00	1.64 %	4.55 %
	Used / Walk-Ins	1	\$1,988.00	\$1,988.00	6.48 %	4.17 %
	<b>Subtotal</b>	<b>2</b>	<b>\$2,509.00</b>	<b>\$1,254.50</b>	<b>4.02 %</b>	<b>4.35 %</b>
<b>GAP Protection</b>						
	Finance New	2	\$1,401.00	\$700.50	4.42 %	33.33 %
	Finance Used / Walk-Ins	13	\$4,697.00	\$361.31	15.30 %	65.00 %
	<b>Finance Subtotal</b>	<b>15</b>	<b>\$6,098.00</b>	<b>\$406.53</b>	<b>9.77 %</b>	<b>57.69 %</b>
<b>Road Hazard Protection</b>						
	New	4	\$3,115.00	\$778.75	9.82 %	18.18 %
	Used / Walk-Ins	0	\$0.00	\$0.00	0.00 %	0.00 %
	<b>Subtotal</b>	<b>4</b>	<b>\$3,115.00</b>	<b>\$778.75</b>	<b>4.99 %</b>	<b>8.70 %</b>
<b>Auto Replacement Plan</b>						
	New	0	\$0.00	\$0.00	0.00 %	0.00 %
	Used / Walk-Ins	0	\$0.00	\$0.00	0.00 %	0.00 %
	<b>Subtotal</b>	<b>0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00 %</b>	<b>0.00 %</b>
<b>Vehicle ID System</b>						
	New	1	\$221.00	\$221.00	0.70 %	4.55 %
	Used / Walk-Ins	2	\$442.00	\$221.00	1.44 %	8.33 %
	<b>Subtotal</b>	<b>3</b>	<b>\$663.00</b>	<b>\$221.00</b>	<b>1.06 %</b>	<b>6.52 %</b>
<b>Environmental Protection</b>						
	New	0	\$0.00	\$0.00	0.00 %	0.00 %
	Used / Walk-Ins	0	\$0.00	\$0.00	0.00 %	0.00 %
	<b>Subtotal</b>	<b>0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00 %</b>	<b>0.00 %</b>
<b>Scheduled Maintenance</b>						
	New	1	\$30.00	\$30.00	0.09 %	4.55 %
	Used / Walk-Ins	0	\$0.00	\$0.00	0.00 %	0.00 %
	<b>Subtotal</b>	<b>1</b>	<b>\$30.00</b>	<b>\$30.00</b>	<b>0.05 %</b>	<b>2.17 %</b>
<b>Life - Disability</b>						
	Finance New	0	\$0.00	\$0.00	0.00 %	0.00 %
	Finance Used / Walk-Ins	0	\$0.00	\$0.00	0.00 %	0.00 %
	<b>Finance Subtotal</b>	<b>0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00 %</b>	<b>0.00 %</b>
<b>Other</b>						
	New	6	\$8,418.00	\$1,403.00	26.53 %	27.27 %
	Used / Walk-Ins	16	\$11,213.00	\$700.81	36.53 %	66.67 %
	<b>Subtotal</b>	<b>22</b>	<b>\$19,631.00</b>	<b>\$892.32</b>	<b>31.45 %</b>	<b>47.83 %</b>
<b>Custom Grouping</b>						
	New	4	\$2,585.00	\$646.25	8.15 %	18.18 %
	<b>Subtotal</b>	<b>4</b>	<b>\$2,585.00</b>	<b>\$646.25</b>	<b>4.14 %</b>	<b>8.70 %</b>
<b>Total Product Sales</b>			<b>PVR Breakdown</b>		<b># Products / Vehicle</b>	
	New Products	19	\$16,291.00	\$354.15	26.10 %	0.86
	Used Products / Walk-Ins	32	\$18,340.00	\$398.70	29.38 %	1.33
	<b>Subtotal</b>	<b>51</b>	<b>\$34,631.00</b>	<b>\$752.85</b>	<b>55.48 %</b>	<b>1.11</b>
<b>Reserve (Finance/Lease)</b>			<b>Pen Rate %</b>			
	Lease Reserve	13	\$10,883.06	\$236.59	17.43 %	28.26 %
	Finance Reserve New	6	\$4,558.50	\$99.10	7.30 %	13.04 %
	Finance Reserve Used	20	\$12,351.26	\$268.51	19.79 %	43.48 %
	<b>Reserve Total</b>	<b>39</b>	<b>\$27,792.82</b>	<b>\$604.19</b>	<b>44.52 %</b>	<b>84.78 %</b>

Grand Deal Totals				
New Vehicles	22	\$31,732.56	\$689.84	50.83 %
Used Vehicles	24	\$30,691.26	\$667.20	49.17 %
Grand Total	46	\$62,423.82	\$1,357.04	100.00 %