

Finance Report By Producer

Michael Conahan / Dashboard Reports Dealer Group

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

Michael Conahan

Counts	New Retail	Used Retail	New Lease	Product Only	Total	Objective	Variance +/-
Units	9	24	13	0	46	0	46
Finance Reserve	6	20	13	0	39	0	39
Vehicle Service Contracts	1	1	0	0	2	0	2
GAP Protection	2	13	0	0	15	0	15
Road Hazard Protection	2	0	2	0	4	0	4
Auto Replacement Plan	0	0	0	0	0	0	0
Vehicle ID System	1	2	0	0	3	0	3
Environmental Protection	0	0	0	0	0	0	0
Scheduled Maintenance	0	0	1	0	1	0	1
Life - Disability	0	0	0	0	0	0	0
Other	6	16	0	0	22	0	22
WareCae (includes lease 5 in 1)	0	0	4	0	4	0	4

Penetration	New Retail	Used Retail	New Lease	Product Only	Total	Objective	Variance +/-
Finance Reserve	66.67 %	83.33 %	100.00 %	0.00 %	84.78 %	0.00 %	84.78 %
Vehicle Service Contracts	11.11 %	4.17 %	0.00 %	0.00 %	4.35 %	0.00 %	4.35 %
GAP Protection	33.33 %	65.00 %	0.00 %	0.00 %	38.46 %	0.00 %	38.46 %
Road Hazard Protection	22.22 %	0.00 %	15.38 %	0.00 %	8.70 %	0.00 %	8.70 %
Auto Replacement Plan	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Vehicle ID System	11.11 %	8.33 %	0.00 %	0.00 %	6.52 %	0.00 %	6.52 %
Environmental Protection	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Scheduled Maintenance	0.00 %	0.00 %	7.69 %	0.00 %	2.17 %	0.00 %	2.17 %
Life - Disability	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Other	66.67 %	66.67 %	0.00 %	0.00 %	47.83 %	0.00 %	47.83 %
WareCae (includes lease 5 in 1)	0.00 %	0.00 %	30.77 %	0.00 %	8.70 %	0.00 %	8.70 %

Income	New Retail	Used Retail	New Lease	Product Only	Total	Objective	Variance +/-
Finance Reserve	\$4,558.50	\$12,351.26	\$10,883.06	\$0.00	\$27,792.82	\$0.00	\$27,792.82
Vehicle Service Contracts	\$521.00	\$1,988.00	\$0.00	\$0.00	\$2,509.00	\$0.00	\$2,509.00
GAP Protection	\$1,401.00	\$4,697.00	\$0.00	\$0.00	\$6,098.00	\$0.00	\$6,098.00
Road Hazard Protection	\$2,590.00	\$0.00	\$525.00	\$0.00	\$3,115.00	\$0.00	\$3,115.00
Auto Replacement Plan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vehicle ID System	\$221.00	\$442.00	\$0.00	\$0.00	\$663.00	\$0.00	\$663.00
Environmental Protection	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Scheduled Maintenance	\$0.00	\$0.00	\$30.00	\$0.00	\$30.00	\$0.00	\$30.00
Life - Disability	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$8,418.00	\$11,213.00	\$0.00	\$0.00	\$19,631.00	\$0.00	\$19,631.00
WareCae (includes lease 5 in 1)	\$0.00	\$0.00	\$2,585.00	\$0.00	\$2,585.00	\$0.00	\$2,585.00
Finance Income	\$17,709.50	\$30,691.26	\$14,023.06	\$0.00	\$62,423.82	\$0.00	\$62,423.82
Front Gross	\$7,932.87	\$18,885.11	\$8,017.95	\$0.00	\$34,835.93	\$0.00	\$34,835.93
Super Gross	\$25,642.37	\$49,576.37	\$22,041.01	\$0.00	\$97,259.75	\$0.00	\$97,259.75

Averages	New Retail	Used Retail	New Lease	Product Only	Total	Objective	Variance +/-
Finance Reserve	\$759.75	\$617.56	\$837.16	\$0.00	\$712.64	\$0.00	\$712.64
Vehicle Service Contracts	\$521.00	\$1,988.00	\$0.00	\$0.00	\$1,254.50	\$0.00	\$1,254.50
GAP Protection	\$700.50	\$361.31	\$0.00	\$0.00	\$406.53	\$0.00	\$406.53
Road Hazard Protection	\$1,295.00	\$0.00	\$262.50	\$0.00	\$778.75	\$0.00	\$778.75
Auto Replacement Plan	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vehicle ID System	\$221.00	\$221.00	\$0.00	\$0.00	\$221.00	\$0.00	\$221.00
Environmental Protection	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Scheduled Maintenance	\$0.00	\$0.00	\$30.00	\$0.00	\$30.00	\$0.00	\$30.00
Life - Disability	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other	\$1,403.00	\$700.81	\$0.00	\$0.00	\$892.32	\$0.00	\$892.32
WareCae (includes lease 5 in 1)	\$0.00	\$0.00	\$646.25	\$0.00	\$646.25	\$0.00	\$646.25
Finance Income	\$1,967.72	\$1,278.80	\$1,078.70	\$0.00	\$1,357.04	\$0.00	\$1,357.04
Front Gross	\$881.43	\$786.88	\$616.77	\$0.00	\$757.30	\$0.00	\$757.30
Super Gross Average	\$2,849.15	\$2,065.68	\$1,695.46	\$0.00	\$2,114.34	\$0.00	\$2,114.34
Product Per Retail	\$1,461.22	\$764.17	\$241.54	\$0.00	\$752.85	\$0.00	\$752.85
Fin. Reserve / Total	25.74 %	40.24 %	77.61 %	0.00 %	44.52 %	0.00 %	44.52 %
Power Rating	144.44 %	144.17 %	53.85 %	0.00 %	116.72 %	0.00 %	116.72 %
Utilization	New Retail	Used Retail	New Lease	Product Only	Total		
Menu Utilization	0	0	0	0	0		
Menu Utilization %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %		
Disclosure Utilization	0	0	0	0	0		
Disclosure Utilization %	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %		