

F&I 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

	Michael Conahan	Total
TOTAL UNITS	46	46
- New	22	22
- Used	24	24
- Financed	26	26
- Leased	13	13
- Cash	7	7
F&I TOTAL POLICIES	51	51
Products Per Unit Sold	1.1	1.1
Total F&I Gross	\$62,424	\$62,424
Avg. Gross Per Policy	\$679	\$679
PVR	\$1,357	\$1,357
- PVR New	\$1,442	\$1,442
- PVR Used	\$1,279	\$1,279
Total Menus Collected	0	0
% Menus Collected	0.00 %	0.00 %
Total Accept/Decline Waivers	0	0
% Waivers Collected	0.00 %	0.00 %
Total Flite Deals	0	0
% Flite Utilized	0.00 %	0.00 %
RESERVE UNITS	39	39
Avg Rate Spread	0.6	0.6
Reserve Amount	\$27,793	\$27,793
Avg Reserve	\$713	\$713
Avg Finance	\$650	\$650
Avg Lease	\$837	\$837
% Finance Penetration	56.52 %	56.52 %
% Lease Penetration	28.26 %	28.26 %
% of Total F&I	44.52 %	44.52 %
Vehicle Service Contracts	2	2
Total Gross	\$2,509	\$2,509
% Penetration	4.35 %	4.35 %
Avg. Gross Per Policy	\$1,255	\$1,255
% of Total F&I	4.02 %	4.02 %
GAP Insurance	15	15

	<i>Michael Conahan</i>	<i>Total</i>
<i>Total Gross</i>	\$6,098	\$6,098
<i>% Penetration(Finance)</i>	57.69 %	57.69 %
<i>Avg. Gross Per Policy</i>	\$407	\$407
<i>% of Total F&I</i>	9.77 %	9.77 %
<i>Road Hazard Protection</i>	4	4
<i>Total Gross</i>	\$3,115	\$3,115
<i>% Penetration</i>	8.70 %	8.70 %
<i>Avg. Gross Per Policy</i>	\$779	\$779
<i>% of Total F&I</i>	4.99 %	4.99 %
<i>Auto Replacement Plan</i>	0	0
<i>Total Gross</i>	0	0
<i>% Penetration</i>	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %
<i>Vehicle ID System</i>	3	3
<i>Total Gross</i>	\$663	\$663
<i>% Penetration</i>	6.52 %	6.52 %
<i>Avg. Gross Per Policy</i>	\$221	\$221
<i>% of Total F&I</i>	1.06 %	1.06 %
<i>Environmental Protection</i>	0	0
<i>Total Gross</i>	0	0
<i>% Penetration</i>	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %
<i>Scheduled Maintenance</i>	1	1
<i>Total Gross</i>	\$30	\$30
<i>% Penetration</i>	2.17 %	2.17 %
<i>Avg. Gross Per Policy</i>	\$30	\$30
<i>% of Total F&I</i>	0.05 %	0.05 %
<i>Life - Disability</i>	0	0
<i>Total Gross</i>	0	0
<i>% Penetration(Finance)</i>	0.00 %	0.00 %
<i>Avg. Gross Per Policy</i>	0	0
<i>% of Total F&I</i>	0.00 %	0.00 %
<i>Other</i>	26	26
<i>Total Gross</i>	\$22,216	\$22,216
<i>% Penetration</i>	56.52 %	56.52 %
<i>Avg. Gross Per Policy</i>	\$854	\$854
<i>% of Total F&I</i>	35.59 %	35.59 %