

# Yield Report

Michael Conahan / QA Auto Dash Rep Chap Chrysler Jeep

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

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# Yield Report

## Michael Conahan / QA Auto Dash Rep Chap Egg Harbor

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	Donald Hood		Donald Reed		Francis Alexander		Greg Rawlings		Michael Conahan		Peter Ferenz		Total New Strd		Donald Hood		Donald Reed		Francis Alexander		Greg Rawlings	
Units	11		2		1		6		1		1		22		9		7		5		1	
Finance %	9	81.82%	1	50.00%	1	100.00%	6	100.00%	1	100.00%	1	100.00%	19	86.36%	7	77.78%	5	71.43%	5	100.00%	1	100.00%
Vehicle Service Contracts	0	0.00%	0	0.00%	0	0.00%	1	16.67%	0	0.00%	0	0.00%	1	4.55%	1	11.11%	0	0.00%	0	0.00%	0	0.00%
GAP Insurance	0	0.00%	0	0.00%	0	0.00%	1	16.67%	1	100.00%	0	0.00%	2	10.53%	5	71.43%	4	80.00%	3	60.00%	0	0.00%
Road Hazard Protection	0	0.00%	1	50.00%	0	0.00%	2	33.33%	1	100.00%	0	0.00%	4	18.18%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Auto Replacement Plan	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Vehicle ID System	0	0.00%	0	0.00%	0	0.00%	0	0.00%	1	100.00%	0	0.00%	1	4.55%	1	11.11%	1	14.29%	0	0.00%	0	0.00%
Environmental Protection	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Scheduled Maintenance	0	0.00%	1	50.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	1	4.55%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Life - Disability	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Other	2	18.18%	1	50.00%	0	0.00%	2	33.33%	1	100.00%	0	0.00%	6	27.27%	4	44.44%	5	71.43%	6	120.00%	0	0.00%
WareCae (inclues lease 5 in 1)	2	18.18%	1	50.00%	0	0.00%	0	0.00%	0	0.00%	1	100.00%	4	18.18%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Combined Index		36.36%		200.00%		0.00%		100.00%		400.00%		100.00%		87.81%		138.09%		165.72%		180.00%		0.00%
Front Gross		\$7,639.82		\$2,548.02		\$1,281.70		\$4,817.82		(\$380.73)		\$44.19		\$15,950.82		\$7,841.95		\$7,015.82		\$4,603.50		(\$4,360.55)
Per Copy		\$694.53		\$1,274.01		\$1,281.70		\$802.97		(\$380.73)		\$44.19		\$725.04		\$871.33		\$1,002.26		\$920.70		(\$4,360.55)
Back Gross		\$12,708.69		\$4,115.00		\$1,457.04		\$6,750.15		\$5,661.44		\$1,040.24		\$31,732.56		\$9,000.19		\$7,374.02		\$11,506.13		\$1,135.01
Per Copy		\$1,155.34		\$2,057.50		\$1,457.04		\$1,125.03		\$5,661.44		\$1,040.24		\$1,442.39		\$1,000.02		\$1,053.43		\$2,301.23		\$1,135.01
Back PVF		\$1,412.08		\$4,115.00		\$1,457.04		\$1,125.03		\$5,661.44		\$1,040.24		\$1,670.13		\$1,285.74		\$1,474.80		\$2,301.23		\$1,135.01
Total		\$20,348.51		\$6,663.02		\$2,738.74		\$11,567.97		\$5,280.71		\$1,084.43		\$47,683.38		\$16,842.14		\$14,389.84		\$16,109.63		(\$3,225.54)
Per Copy		\$1,849.86		\$3,331.51		\$2,738.74		\$1,928.00		\$5,280.71		\$1,084.43		\$2,167.43		\$1,871.35		\$2,055.69		\$3,221.93		(\$3,225.54)

Michael Conahan		Peter Ferenz		Total Used		Strd	Michael Conahan		Total		Strd
1		1		24			46		46		
1	100.00%	1	100.00%	20	83.33%	0.00%	39	84.78%	39	84.78%	
0	0.00%	0	0.00%	1	4.17%	0.00%	2	4.35%	2	4.35%	0.00%
1	100.00%	0	0.00%	13	65.00%	0.00%	15	38.46%	15	38.46%	0.00%
0	0.00%	0	0.00%	0	0.00%	0.00%	4	8.70%	4	8.70%	0.00%
0	0.00%	0	0.00%	0	0.00%	0.00%	0	0.00%	0	0.00%	0.00%
0	0.00%	0	0.00%	2	8.33%	0.00%	3	6.52%	3	6.52%	0.00%
0	0.00%	0	0.00%	0	0.00%	0.00%	0	0.00%	0	0.00%	0.00%
0	0.00%	0	0.00%	0	0.00%	0.00%	1	2.17%	1	2.17%	0.00%
0	0.00%	0	0.00%	0	0.00%	0.00%	0	0.00%	0	0.00%	0.00%
0	0.00%	1	100.00%	16	66.67%	0.00%	22	47.83%	22	47.83%	0.00%
0	0.00%	0	0.00%	0	0.00%	0.00%	4	8.70%	4	8.70%	0.00%
	100.00%		100.00%		144.17%	0.00%		116.73%		116.73%	0.00%
	\$3,167.56		\$616.83		\$18,885.11			\$34,835.93		\$34,835.93	
	\$3,167.56		\$616.83		\$786.88			\$757.30		\$757.30	
	\$455.91		\$1,220.00		\$30,691.26			\$62,423.82		\$62,423.82	
	\$455.91		\$1,220.00		\$1,278.80			\$1,357.04		\$1,357.04	
	\$455.91		\$1,220.00		\$1,534.56			\$1,600.61		\$1,600.61	
	\$3,623.47		\$1,836.83		\$49,576.37			\$97,259.75		\$97,259.75	
	\$3,623.47		\$1,836.83		\$2,065.68			\$2,114.34		\$2,114.34	

Totals	Total		New Total		Used Total	
Units	46		22		24	
Finance %	39	84.78%	19	86.36%	20	83.33%
Vehicle Service Contracts	2	4.35%	1	4.55%	1	4.17%
GAP Insurance	15	38.46%	2	10.53%	13	65.00%
Road Hazard Protection	4	8.70%	4	18.18%	0	0.00%
Auto Replacement Plan	0	0.00%	0	0.00%	0	0.00%
Vehicle ID System	3	6.52%	1	4.55%	2	8.33%
Environmental Protection	0	0.00%	0	0.00%	0	0.00%
Scheduled Maintenance	1	2.17%	1	4.55%	0	0.00%
Life - Disability	0	0.00%	0	0.00%	0	0.00%
Other	22	47.83%	6	27.27%	16	66.67%
WareCae (inclues lease 5 in 1)	4	8.70%	4	18.18%	0	0.00%
Combined Index		116.73%		87.81%		144.17%
Total F&I Income		\$62,423.82		\$31,732.56		\$30,691.26
Per Retail		\$1,357.04		\$1,442.39		\$1,278.80

Product Totals	Total		New Total		Used Total	
Vehicle Service Contracts Income		\$2,509.00		\$521.00		\$1,988.00
Vehicle Service Contracts Profit		\$1,254.50		\$521.00		\$1,988.00
GAP Insurance Profit		\$406.53		\$700.50		\$361.31
GAP Insurance Income		\$6,098.00		\$1,401.00		\$4,697.00
Road Hazard Protection Income		\$3,115.00		\$3,115.00		\$0.00
Road Hazard Protection Profit		\$778.75		\$778.75		\$0.00
Auto Replacement Plan Profit		\$0.00		\$0.00		\$0.00
Auto Replacement Plan Income		\$0.00		\$0.00		\$0.00
Vehicle ID System Income		\$663.00		\$221.00		\$442.00
Vehicle ID System Profit		\$221.00		\$221.00		\$221.00
Environmental Protection Profit		\$0.00		\$0.00		\$0.00
Environmental Protection Income		\$0.00		\$0.00		\$0.00
Scheduled Maintenance Income		\$30.00		\$30.00		\$0.00
Scheduled Maintenance Profit		\$30.00		\$30.00		\$0.00
Life - Disability Profit		\$0.00		\$0.00		\$0.00
Life - Disability Income		\$0.00		\$0.00		\$0.00
Other Income		\$19,631.00		\$8,418.00		\$11,213.00
Other Profit		\$892.32		\$1,403.00		\$700.81
WareCae (inclues lease 5 in 1) Profit		\$646.25		\$646.25		\$0.00
WareCae (inclues lease 5 in 1) Income		\$2,585.00		\$2,585.00		\$0.00

# Yield Report

Michael Conahan / QA Auto Dash Rep Chap Nissan

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