

F&I Focus

Ramsey Chrysler Jeep

Date: Sun Oct 01, 2023
Report Period: 09/2023



Deal Types: ALL | Sale Types: Conventional | Deal Status: Booked,Finalized,Posted | Finance Types: ALL
Accounting: Adjustments

F&I Data

Description	New	Used	Lease	Total
Total Units	35	90	102	227
<i>Financed</i>	22	69	102	193
<i>Outside Financed</i>	1	4	0	5
<i>Cash</i>	12	17	0	29
<i>Unidentified</i>	0	0	0	0
F&I Income	\$63,906.53	\$185,569.73	\$107,720.79	\$357,197.05
<i>PCU</i>	\$580.23	\$362.29	\$0.00	\$445.62
<i>PFU</i>	\$2,561.98	\$2,579.15	\$1,056.09	\$1,772.26
<i>PVR</i>	\$1,825.90	\$2,061.89	\$1,056.09	\$1,573.56
PPRU Income	\$893.69	\$1,163.12	\$791.14	\$954.43
PPRU Count	0.86	0.94	1.35	1.11
Front Gross	\$131,822.14	\$110,349.07	\$157,306.07	\$399,477.28

Products

Product	Penetration	Units	Income	Avg. Income
FINANCED	85%	193	\$140,540.41	\$728.19
CASH DEALS	15%	34	\$15,151.14	\$445.62
GAP	7%	14	\$10,399.00	\$742.79
VSC	26%	59	\$109,827.00	\$1,861.47
<i>Allstate</i>	26%	59	\$109,827.00	\$1,861.47
AFTERMARKET	79%	180	\$96,430.64	\$535.73
<i>Etch</i>	15%	33	\$1,506.50	\$45.65
<i>Lease Wear and Tear</i>	3%	3	\$2,433.00	\$811.00
<i>Maintenance</i>	4%	10	\$6,415.00	\$641.50
<i>Tire&Wheel</i>	6%	13	\$7,324.00	\$563.38
<i>Platinum Protection</i>	19%	43	\$31,096.00	\$723.16
<i>Etch Upgrade</i>	25%	56	\$24,732.50	\$441.65
<i>Other Aftermarket</i>	10%	22	\$24,430.14	\$1,110.46
SUCCESS INDEX	108%			