

Dealership	Walker CDJR	Date Sold From	12/1/2023 12:00:00 AM
Date Sold Thru	12/31/2023 12:00:00 AM	Vehicles	New, Used
Sales Types	Retail, Special Finance	Deal Types	Finance, Lease, Cash, WalkIn
Retail Class	Qualified, DNQ	Group by Product Type?	No
Employee Type	Finance Manager	Report Type	Report
Include Lease on GAP Penetration	<input type="radio"/> True <input checked="" type="radio"/> False	Report View	Exclude DNQ Counts Only
Include Lease on \$PRU	<input checked="" type="radio"/> True <input type="radio"/> False	Include Lease on VSC Penetration	<input checked="" type="radio"/> True <input type="radio"/> False

View Report

1 of 1 Select a format Export

**Employee Column Report
for Walker CDJR
Deal Types: Finance,Lease,Cash,WalkIn
from 12/1/2023 thru 12/31/2023**

Units	Jamie Raynes	Jason Witt	Missing Finance Manager	Totals
Total Qualified Units	47	49	6	102
Disqualified Units	0	0	0	0
Cash	20	21	6	47
Finance	27	27	0	54
Lease	0	1	0	1
Reserve	27	28		55
GAP	12	7	0	19
GAP	12	7	0	19
Service Contract	12	18	0	30
VSC	12	18	0	30
Tire & Wheel	3	0	0	3
T&W	3	0	0	3

Product Penetrations	Jamie Raynes	Jason Witt	Missing Finance Manager	Totals
Finance	57%	55%	0%	53%
Lease	0%	2%	0%	1%
Reserve	57%	57%	0%	54%
GAP	44%	26%	0%	35%
GAP	44%	26%	0%	35%
Service Contract	26%	37%	0%	29%
VSC	26%	37%	0%	29%
Tire & Wheel	6%	0%	0%	3%
T&W	6%	0%	0%	3%

Income	Jamie Raynes	Jason Witt	Missing Finance Manager	Totals
Reserve	\$30,686	\$42,347	\$0	\$73,033
GAP	\$9,253	\$4,180	\$0	\$13,433
GAP	\$9,253	\$4,180	\$0	\$13,433
Service Contract	\$16,089	\$19,092	\$0	\$35,181
VSC	\$16,089	\$19,092	\$0	\$35,181
Tire & Wheel	\$1,230	\$0	\$0	\$1,230
T&W	\$1,230	\$0	\$0	\$1,230
Finance Income	\$57,258	\$65,619	\$0	\$122,877
Front End Income	\$62,755	\$33,111	\$9,583	\$105,449
Total Gross	\$120,013	\$98,730	\$9,583	\$228,326