

# Monthly Production Summary

12/1/2023 to 12/31/2023  
 HORNOR HYUNDAI-SUBARU



I. PRODUCTION	NEW	USED	TOTAL
Total Units	25	20	45
Fleet / Wholesale	0	0	0
True Retail	25	20	45
Lease	4	0	4
Financed Deals	20	16	36
Credit Life	0	0	0
Disability	0	0	0
Resource Service	7	5	12
Other Service Contracts	13	7	20
Gap	3	3	6
Prepaid Maintenance	4	0	4
Tire & Wheel	5	2	7
Roadside	0	0	0
Dent & Ding	5	2	7
Windshield	5	2	7
Key Replace	5	2	7
Theft Deterrent	25	19	44
Environmental	1	0	1
Other	0	0	0
<b>II. INCOME FACTORS</b>			
Finance Reserve	8,078	8,974	17,052
Credit Life	0	0	0
Disability	0	0	0
Resource Service	2,856	5,172	8,028
Other Service Contracts	7,220	8,177	15,397
Gap	967	1,300	2,267
Prepaid Maintenance	749	0	749
Tire & Wheel	301	175	476
Roadside	0	0	0
Dent & Ding	301	175	476
Windshield	301	185	486
Key Replace	301	175	476
Theft Deterrent	3,625	2,755	6,380
Environmental	45	0	45
Other	0	0	0
Department Total	24,744	27,088	51,832
<b>III. TRANSACTION AVERAGES</b>			
Finance Reserve	404	561	474
Income Per Finance	1,237	1,693	1,440
Credit Life	0	0	0
Disability	0	0	0
Resource Service	408	1,034	669
Other Service Contracts	555	1,168	770
Gap	322	433	378
Prepaid Maintenance	187	0	187
Tire & Wheel	60	88	68
Roadside	0	0	0
Dent & Ding	60	88	68
Windshield	60	93	69
Key Replace	60	88	68
Theft Deterrent	145	145	145
Environmental	45	0	45
Other	0	0	0
Income Per Retail	990	1,354	1,152
<b>IV PENETRATION STATISTICS</b>			
Financed Deals	80%	80%	80%
Credit Life	0%	0%	0%
Disability	0%	0%	0%
Resource Service	28%	25%	27%
Other Service Contracts	52%	35%	44%
Gap	15%	19%	17%
Prepaid Maintenance	16%	0%	9%
Tire & Wheel	20%	10%	16%
Roadside	0%	0%	0%
Dent & Ding	20%	10%	16%
Windshield	20%	10%	16%
Key Replace	20%	10%	16%
Theft Deterrent	100%	95%	98%
Environmental	4%	0%	2%
Other	0%	0%	0%
Total Product Penetration	292%	210%	256%