

Doxon Toyota of Auburn - Finance Summary 01/01/2024 - 03/31/2024

01/01/2024 03/31/2024 Incl Cash Status Rtl & Lse 31

BE Gross			PVR			Product Penetration			Chargebacks		
Actual		1,215,601	Product		1,058	117%			142,365		
Not Final Final	5,539	1,210,063	Not Final Final	2,769	1,567	Excludes finance reserve			From GL chargeback acct.		
Gross Pace 1,215,601			Actual 1,571								

All*	New	Used	Other	Fleet													
Gross	PVR	Penetration %		\$ Per Product			Counts		IMPACT I		Set Product Groups			Finance Managers		Employees	
Name	Deal Count	Reserve	Warranty	Maint	GAP	Paint	Insur	Wear & Tear	Windshield	Tire & Whl	Security	Key	Undefined	Product	Product & Reserve		
Christina Jones	137	688	1,070	351	171	48	17		0	49	5	106	0	0	1,817	2,505	
Franklin Cody	160	435	547	76	113	47	21		7	37	48	73	30	0	1,000	1,435	
Aboubacar Toure	106	602	603	43	155	18	0		0	57	0	100	0	3	979	1,580	
Francisco Moreno	153	542	565	30	160	9	8		5	26	33	61	2	0	899	1,440	
Carlos Bermudez	181	458	545	10	209	14	13		0	5	24	60	8	0	889	1,356	
House Deal	36	51	74	28	90	0	0		0	0	0	21	0	0	212	263	
David Streater	1	0	0	0	0	0	0		0	0	0	0	0	0	0	0	
Dept Total	774	513	628	93	159	26	12		3	30	23	75	9	0	1,058	1,571	

*All excludes Fleet and Wholesale

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Name	Deal Count	Reserve	Warranty	Maint	GAP	Paint	Insur	Wear & Tear	Windshield	Tire & Whl	Security	Key	Undefined	Product	Product & Reserve		
Christina Jones	137	67.2%	43.1%	39.4%	27%	5.1%	2.2%		0%	5.1%	0.7%	29.2%	0%	0%	151.8%	219%	
Franklin Cody	160	63.1%	42.5%	21.9%	25.6%	7.5%	3.8%		1.3%	5.6%	8.1%	23.8%	5%	0%	145%	208.1%	
Carlos Bermudez	181	69.1%	34.8%	2.2%	36.5%	2.2%	2.2%		0%	1.1%	9.4%	18.8%	4.4%	0%	111.6%	180.7%	
Francisco Moreno	153	64.7%	30.1%	11.1%	27.5%	1.3%	0.7%		0.7%	3.9%	6.5%	19%	0.7%	0%	101.3%	166%	
Aboubacar Toure	106	74.5%	30.2%	3.8%	22.6%	2.8%	0%		0%	5.7%	0%	28.3%	0%	0.9%	94.3%	168.9%	
House Deal	36	22.2%	5.6%	2.8%	13.9%	0%	0%		0%	0%	0%	5.6%	0%	0%	27.8%	50%	
David Streater	1	0%	0%	0%	0%	0%	0%		0%	0%	0%	0%	0%	0%	0%	0%	
Dept Total	774	65.1%	34.9%	14.9%	27.8%	3.6%	1.8%		0.4%	3.9%	5.3%	22.4%	2.2%	0.1%	117%	182.3%	

*All excludes Fleet and Wholesale

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