

**WILL HAMPTONS REPORT**

Savannah Toyota  
 Deal Types: ALL | Sale Types: Conventional,DO NOT COUNT | Deal Status: Booked,Finalized,Posted | Finance Types: ALL  
 Sort By: Name

Name	Retail Units			Cash	OSF	Financed			JM&A VSC			JM&A TERM CARE		JM&A CAR CARE		S-GUARD		OTHER VSC		GAP		JM&A ROAD HAZAR		Credit Life		A & H		JM&A DING SHIEL		F&I Gross				Total Gross		PRODUCT PENETRATION	
	New	Used	Total	Units	Units	Units	Income	Penetration	PVR	Units	Average	Penetration	Units	Penetration	Units	Penetration	Units	Penetration	Units	Penetration	Units	Penetration	Units	Penetration	Units	Penetration	Units	Penetration	Total	Finance PVR	F&I PVR	Products per Deal	Total	PVR			
CHARLES KIRK PENNAMON	24	25	49	6	4	39	\$21,598.00	80%	\$440.78	19	\$1,076.00	39%	2	4%	11	22%	0	0%	2	4%	28	74%	12	24%	0	0%	0	0%	0	0%	\$66,897.13	\$1,712.08	\$1,365.25	1.51	\$78,782.62	\$1,607.81	167
JESSICA DANIELLE TAFT	27	18	45	5	1	39	\$23,922.00	87%	\$531.60	20	\$867.00	44%	5	11%	11	24%	0	0%	3	7%	31	79%	25	56%	0	0%	0	0%	0	0%	\$73,411.90	\$1,857.74	\$1,631.38	2.11	\$65,821.11	\$1,462.69	221
JOHNNY CARL FOSTER	24	19	43	1	2	40	\$25,105.00	93%	\$583.83	24	\$904.00	56%	5	12%	18	42%	0	0%	0	0%	28	74%	29	67%	0	0%	0	0%	0	0%	\$83,084.57	\$2,010.56	\$1,932.20	2.44	\$85,646.95	\$1,991.79	301
PABLO CUELLAR	30	23	53	2	4	47	\$39,165.00	89%	\$738.96	13	\$1,180.00	25%	1	2%	3	6%	0	0%	1	2%	31	72%	18	34%	0	0%	0	0%	0	0%	\$85,172.85	\$1,812.19	\$1,607.03	1.28	\$73,795.91	\$1,392.38	166
WILLIAM J HAMPTON	6	6	12	0	0	12	\$9,189.00	100%	\$765.71	6	\$1,097.00	50%	5	42%	1	8%	0	0%	0	0%	12	100%	7	58%	0	0%	0	0%	1	8%	\$34,618.51	\$2,884.88	\$2,884.88	2.67	\$22,596.38	\$1,883.03	266
<b>GRAND TOTALS</b>	<b>111</b>	<b>91</b>	<b>202</b>	<b>14</b>	<b>11</b>	<b>177</b>	<b>\$118,978.00</b>	<b>88%</b>	<b>\$589.00</b>	<b>82</b>	<b>\$993.00</b>	<b>41%</b>	<b>18</b>	<b>9%</b>	<b>44</b>	<b>22%</b>	<b>0</b>	<b>0%</b>	<b>6</b>	<b>3%</b>	<b>130</b>	<b>76%</b>	<b>91</b>	<b>45%</b>	<b>0</b>	<b>0%</b>	<b>0</b>	<b>0%</b>	<b>1</b>	<b>0%</b>	<b>\$343,184.96</b>	<b>\$1,917.72</b>	<b>\$1,698.94</b>	<b>1.85</b>	<b>\$326,642.97</b>	<b>\$1,617.04</b>	<b>225</b>