

Summary by Finance Manager
Sames Ford-Total Department

Date: 11/11/2020 Deal Type: ALL Deal Status: Booked.Finalized.Posted From: 01/2020 To: 11/2020 Sorted By: Name Sale Types: ALL

Name	AGUIRRE JACOB	AGUIRRE JACOB	BENAVIDES DAVID	BENAVIDES DAVID	GUZMAN RAULPI	GUZMAN RAULPI	HOUSE	PALACIOS BRANDON	RODRIGUEZ JOSHUA	TEMPLE BARRY
Retail Units	37	523	48	513	25	180	307	270	49	42
New Retail	1	292	1	230	0	98	129	126	4	42
Used Retail	36	231	47	283	25	82	178	144	45	0
Cash Units	0	49	0	53	0	10	130	23	7	23
Unidentified Deals	0	0	0	0	0	0	0	0	0	0
Financed Deals	0	0	0	0	0	0	0	0	0	0
Units	37	423	47	409	24	150	14	219	19	11
Income	\$ 92.96	\$ 241,034.57	\$ 250.00	\$ 210,608.35	\$ 962.07	\$ 80,627.02	\$ 5,314.27	\$ 109,951.14	\$ 1,749.97	\$ 1,787.01
Average Income	\$ 2.51	\$ 569.82	\$ 5.32	\$ 514.93	\$ 40.21	\$ 537.51	\$ 379.59	\$ 502.06	\$ 92.10	\$ 162.46
Penetration	100%	81%	98%	80%	96%	83%	3%	81%	39%	26%
Credit Life Follicles										
Units	30	57	45	50	23	29	1	49	11	0
Income	\$ 4,028.44	\$ 18,951.77	\$ 6,358.06	\$ 12,934.12	\$ 3,046.42	\$ 8,730.71	\$ 119.81	\$ 12,457.43	\$ 1,604.06	\$ 0.00
Average Income	\$ 134.28	\$ 332.49	\$ 141.29	\$ 258.68	\$ 132.45	\$ 301.06	\$ 119.81	\$ 254.23	\$ 145.82	\$ 0.00
Penetration	81%	13%	96%	12%	96%	19%	7%	22%	58%	0%
Accident and Health										
Units	0	14	0	17	0	1	0	5	0	0
Income	\$ 0.00	\$ 8,441.41	\$ 0.00	\$ 8,575.66	\$ 0.00	\$ 378.71	\$ 0.00	\$ 3,718.27	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 602.96	\$ 0.00	\$ 504.27	\$ 0.00	\$ 378.71	\$ 0.00	\$ 743.65	\$ 0.00	\$ 0.00
Penetration	0%	3%	0%	4%	0%	1%	0%	2%	0%	0%
FORD ESP										
Units	0	2	0	7	0	8	0	3	2	0
Income	\$ 0.00	\$ 3,090.00	\$ 0.00	\$ 8,065.00	\$ 0.00	\$ 8,490.00	\$ 0.00	\$ 3,133.00	\$ 2,685.00	\$ 0.00
Average Income	\$ 0.00	\$ 1,545.00	\$ 0.00	\$ 1,152.14	\$ 0.00	\$ 1,061.25	\$ 0.00	\$ 1,044.33	\$ 1,342.50	\$ 0.00
Penetration	0%	0%	0%	1%	0%	4%	0%	1%	4%	0%
PREFERRED										
Units	5	329	0	292	1	113	6	167	1	1
Income	\$ 4,514.00	\$ 558,321.63	\$ 0.00	\$ 462,593.00	\$ 797.00	\$ 191,463.00	\$ 10,814.00	\$ 289,929.38	\$ 2,001.00	\$ 1,250.00
Average Income	\$ 902.80	\$ 1,697.03	\$ 0.00	\$ 1,584.22	\$ 797.00	\$ 1,694.36	\$ 1,801.33	\$ 1,736.10	\$ 2,001.00	\$ 1,250.00
Penetration	14%	63%	0%	37%	48%	63%	2%	62%	2%	2%
OTIHER VSC										
Units	0	3	1	5	0	0	0	4	0	0
Income	\$ 0.00	\$ 6,954.00	\$ 424.00	\$ 6,688.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,947.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 2,318.00	\$ 424.00	\$ 1,337.60	\$ 0.00	\$ 0.00	\$ 0.00	\$ 986.75	\$ 0.00	\$ 0.00
Penetration	0%	1%	2%	1%	0%	0%	0%	1%	0%	0%
GAP										
Units	1	310	2	279	0	114	36	140	3	0
Income	\$ 461.00	\$ 1,445,010.00	\$ 469.00	\$ 1,177,991.00	\$ 0.00	\$ 49,801.00	\$ 29,691.00	\$ 63,097.00	\$ 1,233.00	\$ 0.00
Average Income	\$ 461.00	\$ 467.77	\$ 234.50	\$ 422.91	\$ 0.00	\$ 436.85	\$ 824.75	\$ 450.69	\$ 411.00	\$ 0.00
Penetration	3%	73%	4%	68%	0%	76%	237%	64%	16%	0%
MAINTENANCE										
Units	25	168	39	171	22	69	37	99	14	0
Income	\$ 0.00	\$ 1,420.00	\$ 0.00	\$ 1,374.00	\$ 0.00	\$ 816.00	\$ 0.00	\$ 2,053.65	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 8.45	\$ 0.00	\$ 8.04	\$ 0.00	\$ 11.83	\$ 0.00	\$ 20.54	\$ 0.00	\$ 0.00
Penetration	68%	32%	81%	33%	88%	38%	12%	37%	29%	0%
PREF PLAT PLUS										
Units	0	6	0	5	0	3	1	1	0	0
Income	\$ 0.00	\$ 2,103.00	\$ 0.00	\$ 2,190.00	\$ 0.00	\$ 1,354.00	\$ 608.00	\$ 397.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 350.50	\$ 0.00	\$ 438.00	\$ 0.00	\$ 451.33	\$ 608.00	\$ 397.00	\$ 0.00	\$ 0.00

Summary by Finance Manager
Sames Ford-Total Department

Date: 11/11/2020
Deal Type: ALL

From: 01/2020 To: 11/2020
Deal Status: Booked,Finalized,Posted

Sorted By: Name
Sale Types: ALL

Name	ACURRE JACOB	ACURRE JACOB	BENAVIDES DAVID	BENAVIDES DAVID	GUZMAN RALPHI	GUZMAN RALPHI	HOUSE	PALACIOS BRANDON	RODRIGUEZ JOSHUA	TEMPLE BARRY
Penetration	0%	1%	0%	1%	0%	0%	0%	0%	0%	0%
CRISTAL FUSION										
Units	0	3	0	9	0	14	0	5	2	0
Income	\$ 0.00	\$ 1,044.00	\$ 0.00	\$ 4,345.00	\$ 0.00	\$ 8,893.00	\$ 0.00	\$ 865.00	\$ 319.00	\$ 0.00
Average Income	\$ 0.00	\$ 348.00	\$ 0.00	\$ 482.78	\$ 0.00	\$ 631.79	\$ 0.00	\$ 173.00	\$ 259.50	\$ 0.00
Penetration	0%	1%	0%	2%	0%	8%	0%	2%	4%	0%
Front Gross	\$ 24,330.54	\$ 581,738.74	\$ 30,443.38	\$ 589,777.42	\$ 9,022.68	\$ 129,448.57	\$ 118,572.28	\$ 390,797.85	\$ 7,462.58	\$ 79,034.73
Front Gross PRU	\$ 657.58	\$ 1,112.31	\$ 654.24	\$ 1,140.66	\$ 719.16	\$ 719.16	\$ 386.23	\$ 1,447.40	\$ 152.30	\$ 1,881.78
F & J Income	\$ 9,096.40	\$ 986,370.38	\$ 7,301.06	\$ 835,361.13	\$ 2,878.35	\$ 330,250.44	\$ 46,547.08	\$ 489,529.07	\$ 9,792.03	\$ 3,037.01
F & J Income PRU	\$ 245.85	\$ 2,264.07	\$ 159.60	\$ 2,007.17	\$ 119.93	\$ 2,906.09	\$ 1,337.65	\$ 2,170.92	\$ 515.37	\$ 276.09
F & J Income PRU	\$ 245.85	\$ 1,885.99	\$ 156.27	\$ 1,628.38	\$ 115.13	\$ 1,945.84	\$ 151.62	\$ 1,813.07	\$ 199.84	\$ 73.31
PPRU Income	\$ 243.34	\$ 1,425.12	\$ 151.06	\$ 1,217.84	\$ 153.74	\$ 1,497.91	\$ 134.31	\$ 1,405.84	\$ 164.12	\$ 28.76
PPRU Count	1.65	1.71	1.81	1.63	1.84	1.95	0.26	1.75	0.67	0.02
Total Income	\$ 33,426.94	\$ 1,568,109.12	\$ 37,944.34	\$ 1,423,138.53	\$ 11,901.03	\$ 479,700.01	\$ 165,119.36	\$ 880,326.92	\$ 2,329.45	\$ 82,071.74
Total Income PRU	\$ 903.43	\$ 2,998.30	\$ 790.51	\$ 2,778.06	\$ 476.04	\$ 2,665.00	\$ 537.85	\$ 3,268.47	\$ 47.54	\$ 1,854.09
Success Index	166%	157%	183%	179%	188%	211%	278%	191%	113%	2%