

Hampton Chevrolet -

From: 01/2021 To: 05/2021

Date: 05/11/2021

Deal Type: ALL Deal Status: Booked,Finalized,Posted Sale Types: Conventional
FI Managers

| Name | New | Used | Unknown | Units Sold | Total | Total FI | Total Front | Total Gross | Avg FI Gross | Avg Front | Avg Total |
|--------------------|-----|------|---------|------------|----------------|--------------|----------------|-------------|--------------|------------|------------|
| | | | | | Gross | Gross | Gross | | Per Retail | Per Retail | Per Retail |
| HENSEL,ERNEST | 103 | 255 | 0 | 358 | \$668,317.49 | \$267,011.23 | \$935,328.72 | \$2,081.99 | \$745.84 | \$2,913.80 | |
| KENT,ABE | 105 | 298 | 0 | 403 | \$508,189.20 | \$240,007.18 | \$748,196.38 | \$1,411.64 | \$595.55 | \$2,078.32 | |
| LOPEZ,JOEY | 25 | 92 | 0 | 117 | \$127,334.44 | \$105,389.78 | \$232,724.22 | \$1,236.26 | \$900.77 | \$2,259.46 | |
| UNKNOWN on DMS | 0 | 1 | 0 | 1 | \$1,202.77 | \$867.21 | \$2,069.98 | \$1,202.77 | \$867.21 | \$2,069.98 | |
| Total F&I MANAGERS | 233 | 646 | 0 | 879 | \$1,305,043.90 | \$613,275.40 | \$1,918,319.30 | \$1,662.48 | \$697.70 | \$2,443.72 | |

Sales Managers

| Name | New | Used | Unknown | Units Sold | Total | Total FI | Total Front | Total Gross | Avg FI Gross | Avg Front | Avg Total |
|-----------------------------|-----|------|---------|------------|----------------|--------------|----------------|-------------|--------------|-------------|------------|
| | | | | | Gross | Gross | Gross | | Per Retail | Per Retail | Per Retail |
| RUCKMAN,ANDY | 79 | 98 | 0 | 177 | \$312,263.73 | \$109,560.42 | \$421,824.15 | \$1,847.71 | \$618.99 | \$2,496.00 | |
| HOCKADAY,ALEX | 104 | 67 | 0 | 171 | \$290,272.66 | \$182,937.03 | \$473,209.69 | \$1,791.81 | \$1,069.81 | \$2,921.05 | |
| TANSMORE,ERIC | 0 | 6 | 0 | 6 | \$1,712.94 | \$8,370.05 | \$10,082.99 | \$1,712.94 | \$1,395.01 | \$10,082.99 | |
| TANSMORE,ERIC | 1 | 170 | 0 | 171 | \$236,946.43 | \$101,965.91 | \$338,912.34 | \$1,611.88 | \$596.29 | \$2,305.53 | |
| LONDON,PAUL | 44 | 82 | 0 | 126 | \$176,519.42 | \$80,355.49 | \$256,874.91 | \$1,521.72 | \$637.74 | \$2,214.44 | |
| SPANGLER,JEFFREY L | 0 | 212 | 0 | 212 | \$261,640.87 | \$135,573.12 | \$397,213.99 | \$1,478.20 | \$639.50 | \$2,244.15 | |
| EDMONDS,DUSTIN C | 5 | 11 | 0 | 16 | \$18,914.85 | -\$5,486.62 | \$13,428.23 | \$1,454.99 | -\$342.91 | \$1,032.94 | |
| UNIDENTIFIED SALES MANAGERS | 0 | 0 | 0 | 0 | \$6,773.00 | \$0.00 | \$6,773.00 | \$0.00 | \$0.00 | \$0.00 | |
| Total SALES MANAGERS | 233 | 646 | 0 | 879 | \$1,305,043.90 | \$613,275.40 | \$1,918,319.30 | \$1,662.48 | \$697.70 | \$2,443.72 | |