

F&I Analyzer Column Report
for Hyundai of Dothan
from 4/1/2021 thru 4/30/2021

Counts	New Retail	Used Retail	Lease	Product Only	Totals
Total Qualified Units	72	43	3	0	118
Reserve	62	35	3	0	100
Service Contract	26	16	0	1	43
CNA VSC	26	16	0	1	43
GAP	38	22	0	0	60
GAPWise	38	22	0	0	60
Aftermarket Product	6	0	0	0	6
Key	6	0	0	0	6
Appearance	2	0	0	0	2
Paint & Fabric	2	0	0	0	2
Maintenance	12	5	0	0	17
Pre-paid Maintenance	12	5	0	0	17
Tire & Wheel	13	3	0	1	17
T&W	13	3	0	1	17

Penetrations	New Retail	Used Retail	Lease	Product Only	Totals
Reserve	86%	81%	100%	0%	85%
Service Contract	36%	37%	0%	0%	36%
CNA VSC	36%	37%	0%	0%	36%
GAP	61%	63%	0%	0%	62%
GAPWise	61%	63%	0%	0%	62%
Aftermarket Product	8%	0%	0%	0%	5%
Key	8%	0%	0%	0%	5%
Appearance	3%	0%	0%	0%	2%
Paint & Fabric	3%	0%	0%	0%	2%
Maintenance	17%	12%	0%	0%	14%
Pre-paid Maintenance	17%	12%	0%	0%	14%
Tire & Wheel	18%	7%	0%	0%	14%
T&W	18%	7%	0%	0%	14%

Income	New Retail	Used Retail	Lease	Product Only	Totals
Reserve	\$43,551	\$19,303	\$450	\$0	\$63,304
Service Contract	\$28,335	\$15,586	\$0	\$297	\$44,218
CNA VSC	\$28,335	\$15,586	\$0	\$297	\$44,218
GAP	\$18,769	\$11,371	\$0	\$0	\$30,140
GAPWise	\$18,769	\$11,371	\$0	\$0	\$30,140

Core Income	New Retail	Used Retail	Lease	Product Only	Totals
Core Income	\$90,655	\$46,260	\$450	\$297	\$137,662
Aftermarket Product	\$1,605	\$0	\$0	\$0	\$1,605
Key	\$1,605	\$0	\$0	\$0	\$1,605
Appearance	\$774	\$0	\$0	\$0	\$774
Paint & Fabric	\$774	\$0	\$0	\$0	\$774
Maintenance	\$0	\$0	\$0	\$0	\$0
Pre-paid Maintenance	\$0	\$0	\$0	\$0	\$0
Tire & Wheel	\$3,352	\$1,475	\$0	\$200	\$5,027
T&W	\$3,352	\$1,475	\$0	\$200	\$5,027
Aftermarket Income	\$5,731	\$1,475	\$0	\$200	\$7,406
Finance Income	\$96,386	\$47,735	\$450	\$497	\$145,068
Front Gross	\$165,968	\$127,986	\$4,681	\$0	\$298,635
Super Gross	\$262,354	\$175,721	\$5,131	\$497	\$443,703

Averages	New Retail	Used Retail	Lease	Product Only	Totals
Reserve	\$702	\$552	\$150	\$0	\$633
Core Income	\$1,259	\$1,076	\$150	\$297	\$1,167
Aftermarket Income	\$80	\$34	\$0	\$200	\$63
Finance Income	\$1,339	\$1,110	\$150	\$497	\$1,229
Front Gross	\$2,305	\$2,976	\$1,560	\$0	\$2,531
Super Gross	\$3,644	\$4,087	\$1,710	\$497	\$0
Product/Retail	1.35	1.07	0.00	1.00	1.23