

# Finance Report

Mercedes Benz of San Juan

Date: Mon May 17, 2021  
Report Period: 01/2021 to 04/2021



Deal Types: All | Sale Types: Conventional | Deal Status: Booked, Analyzed, Posted | Finance Types: All

## Units

	New	Used	Leases	Total	Objectives		MTD Variances		Standard Variances	
					MTD	Month	Units	Percent	Objective	Units
DELIVERED	192	124	66	382	90	90	292	324%	382	0
FINANCED CONTRACTS	168	101	66	335	83	83	252	304%	351	-16
OUTSIDE FINANCED CONTRACTS	5	7	0	12	0	0	12	0%	0	0
CASH DEALS	19	16	0	35	0	0	35	0%	0	0
VSC	18	37	0	55	18	18	37	206%	76	-21
Mercedes Benz VSC	18	37	0	55	0	0	55	0%	0	0
AFTERMARKET	299	44	108	451	113	113	338	299%	480	-29
Tire/Wheels	62	5	20	87	18	18	69	383%	76	11
MT Key	7	0	4	11	18	18	-7	-39%	76	-65
Windshield	94	19	34	147	18	18	129	717%	76	71
Lease Protection	0	0	1	1	0	0	1	0%	0	0
MT DPP	12	3	0	15	0	0	15	0%	0	0
PrePaid Maintenance	100	14	41	155	41	41	114	278%	172	-17
Dupont Interior	24	3	8	35	18	18	17	94%	76	-41
GAP	94	62	0	156	37	37	119	322%	151	5
REVENUE ONLY	8	1	0	9	0	0	9	0%	0	0
CASH DOWN	146	86	66	298	0	0	298	0%	0	0

## Penetrations

	New	Used	Leases	Total	Objective	Variance
DELIVERED	50%	32%	17%	100%	0%	100%
FINANCED	88%	81%	100%	88%	92%	-4%
FINANCE RESERVE % of INCOME	42%	47%	69%	48%	0%	48%
OUTSIDE FINANCED CONTRACTS	3%	6%	0%	3%	0%	3%
CASH DEALS	10%	13%	0%	9%	0%	9%
VSC	9%	30%	0%	14%	20%	-6%
Mercedes Benz VSC	9%	30%	0%	14%	0%	14%
AFTERMARKET	156%	35%	164%	118%	125%	-7%
Tire/Wheels	32%	4%	30%	23%	20%	3%
MT Key	4%	0%	6%	3%	20%	-17%
Windshield	49%	15%	52%	38%	20%	18%
Lease Protection	0%	0%	2%	0%	0%	0%
MT DPP	6%	2%	0%	4%	0%	4%
PrePaid Maintenance	52%	11%	62%	41%	45%	-4%
Dupont Interior	13%	2%	12%	9%	20%	-11%
GAP	56%	61%	0%	58%	45%	13%
SUCCESS INDEX	221%	125%	164%	190%	170%	20%

## Incomes

	New	Used	Leases	Total	Objective	Variance
FINANCE RESERVE	\$286,277.35	\$104,895.23	\$167,491.57	\$558,664.15	\$124,500.00	349%

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	New	Used	Leases	Total	Objective	Variance
CASH	\$23,314.00	\$3,450.00	\$0.00	\$26,764.00	\$0.00	0%
VSC	\$20,209.00	\$33,551.00	\$0.00	\$53,760.00	\$21,600.00	149%
<i>Mercedes Benz VSC</i>	\$20,209.00	\$33,551.00	\$0.00	\$53,760.00	\$0.00	0%
AFTERMARKET	\$254,256.00	\$33,215.00	\$74,697.00	\$362,168.00	\$71,675.00	405%
<i>Tire/Wheels</i>	\$76,192.00	\$4,995.00	\$19,397.00	\$100,584.00	\$23,400.00	330%
<i>MT Key</i>	\$1,900.00	\$0.00	\$854.00	\$2,754.00	\$1,800.00	53%
<i>Windshield</i>	\$102,652.00	\$17,322.00	\$28,941.00	\$148,915.00	\$17,100.00	771%
<i>Lease Protection</i>	\$0.00	\$0.00	\$1,674.00	\$1,674.00	\$0.00	0%
<i>MT DPP</i>	\$4,450.00	\$350.00	\$0.00	\$4,800.00	\$0.00	0%
<i>PrePaid Maintenance</i>	\$45,780.00	\$6,627.00	\$17,290.00	\$69,697.00	\$19,475.00	258%
<i>Dupont Interior</i>	\$23,282.00	\$3,921.00	\$6,541.00	\$33,744.00	\$9,900.00	241%
GAP	\$125,033.00	\$52,682.00	\$0.00	\$177,715.00	\$44,400.00	300%
F&I GROSS	\$685,775.35	\$224,343.23	\$242,188.57	\$1,152,307.15	\$240,575.00	379%
FRONT GROSS	\$634,391.51	\$324,803.91	\$174,054.17	\$1,133,249.59	\$135,000.00	739%
TOTAL GROSS	\$1,320,166.86	\$549,147.14	\$416,242.74	\$2,285,556.74	\$375,575.00	509%

## Averages

	New	Used	Leases	Total	Objective	Variance
AVG. SELL RATE	4.75%	6.95%	0.00%	5.58%	0.00%	0%
RATE SPREAD AVG.	1.18	1.41	0.00	1.26	0.00	0%
FINANCE RESERVE AVG.	\$1,704.03	\$1,038.57	\$2,537.75	\$1,667.65	\$1,500.00	11%
FINANCE RESERVE PVR	\$1,491.03	\$845.93	\$2,537.75	\$1,462.47	\$1,383.33	6%
VSC PVR	\$105.26	\$270.57	\$0.00	\$140.73	\$0.00	0%
VSC AVG.	\$1,122.72	\$906.78	\$0.00	\$977.45	\$1,200.00	-19%
<i>Mercedes Benz VSC</i>	\$1,122.72	\$906.78	\$0.00	\$977.45	\$0.00	0%
AFTERMARKET PVR	\$1,324.25	\$267.86	\$1,131.77	\$948.08	\$0.00	0%
AFTERMARKET AVG.	\$850.35	\$754.89	\$691.64	\$803.03	\$634.29	27%
<i>Tire/Wheels</i>	\$1,228.90	\$999.00	\$969.85	\$1,156.14	\$1,300.00	-11%
<i>MT Key</i>	\$271.43	\$0.00	\$213.50	\$250.36	\$100.00	150%
<i>Windshield</i>	\$1,092.04	\$911.68	\$851.21	\$1,013.03	\$950.00	7%
<i>Lease Protection</i>	\$0.00	\$0.00	\$1,674.00	\$1,674.00	\$0.00	0%
<i>MT DPP</i>	\$370.83	\$116.67	\$0.00	\$320.00	\$0.00	0%
<i>PrePaid Maintenance</i>	\$457.80	\$473.36	\$421.71	\$449.66	\$475.00	-5%
<i>Dupont Interior</i>	\$970.08	\$1,307.00	\$817.63	\$964.11	\$550.00	75%
GAP AVG.	\$1,330.14	\$849.71	\$0.00	\$1,139.20	\$1,200.00	-5%
CASH PVR	\$971.42	\$150.00	\$0.00	\$569.45	\$0.00	0%
FINANCE PVR	\$3,943.22	\$2,187.06	\$3,669.52	\$3,359.83	\$3,158.73	6%
F&I PVR	\$3,571.75	\$1,809.22	\$3,669.52	\$3,016.51	\$2,913.06	4%
PRODUCT INCOME AVG.	\$2,080.72	\$963.29	\$1,131.77	\$1,554.04	\$0.00	0%
PRODUCTS PER DEAL	2.14	1.15	1.64	1.73	0	0%
FRONT GROSS PVR	\$3,304.12	\$2,619.39	\$2,637.18	\$2,966.62	\$1,500.00	98%
TOTAL GROSS PVR	\$6,875.87	\$4,428.61	\$6,306.71	\$5,983.13	\$4,413.06	36%

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	New	Used	Leases	Total	Objective	Variance
CASH DOWN AVG.	\$9,585.87	\$4,672.00	\$3,018.64	\$6,810.53	\$0.00	0%