

# Monthly Review Summary

McLarty Daniel Ford Bentonville

Date: Mon May 17, 2021  
Report Period: 01/2021 to 05/2021



Deal Types: ALL | Sale Types: Conventional | Deal Status: Booked,Finalized,Posted | Finance Types: ALL

	January-21	February-21	March-21	April-21	May-21	Avg/Month	Total
<b>UNITS:</b>							
RETAIL UNITS	218	194	284	250	119	237	1065
<i>Revenue Only Units</i>	2	2	3	1	1	2	9
DELIVERED UNITS	216	192	281	249	118	235	1056
<i>Financed Contracts</i>	169	136	219	199	90	181	813
<i>Cash Deals</i>	46	56	62	49	28	53	241
<i>Outside Fin. Deals</i>	1	0	0	1	0	1	2
VSC - TOTAL	124	117	162	170	69	143	642
<i>Ford ESP</i>	7	1	1	2	2	3	13
<i>CNA</i>	97	95	124	129	55	111	500
<i>NWAN VSC</i>	20	21	35	38	10	29	124
<i>Other VSC</i>	0	0	2	1	2	1	5
AFTERMARKET - TOTAL	25	35	45	50	32	39	187
<i>Key Replacement</i>	0	1	0	1	0	1	2
<i>Multishield</i>	0	1	2	4	3	2	10
<i>Intire</i>	18	25	35	39	22	29	139
<i>Maintenance</i>	7	8	8	6	7	7	36
GAP	100	71	95	115	43	95	424
<b>PENETRATIONS:</b>							
FINANCED	78%	71%	78%	80%	76%	77%	77%
VSC - TOTAL	58%	61%	58%	68%	59%	61%	61%
<i>Ford ESP</i>	3%	1%	0%	1%	2%	1%	1%
<i>CNA</i>	45%	49%	44%	52%	47%	47%	47%
<i>NWAN VSC</i>	9%	11%	12%	15%	9%	12%	12%
<i>Other VSC</i>	0%	0%	1%	0%	2%	0%	0%
AFTERMARKET - TOTAL	12%	18%	16%	20%	27%	17%	18%
<i>Key Replacement</i>	0%	1%	0%	0%	0%	0%	0%
<i>Multishield</i>	0%	1%	1%	2%	3%	1%	1%
<i>Intire</i>	8%	13%	12%	16%	19%	12%	13%

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<i>Maintenance</i>	3%	4%	3%	2%	6%	3%	3%
GAP	60%	52%	43%	58%	49%	53%	52%
SUCCESS INDEX	207%	202%	195%	226%	212%	208%	208%
<b>INCOMES:</b>							
FINANCE RESERVE	\$185,277	\$150,814	\$222,828	\$221,397	\$116,370	\$195,079	\$896,686
VSC - TOTAL	\$178,039	\$169,237	\$198,225	\$223,948	\$92,309	\$192,362	\$861,757
<i>Ford ESP</i>	\$8,190	\$470	\$1,000	\$2,250	\$1,605	\$2,978	\$13,515
<i>CNA</i>	\$142,753	\$139,648	\$156,521	\$170,236	\$75,244	\$152,289	\$684,401
<i>NWAN VSC</i>	\$27,096	\$29,119	\$38,086	\$50,462	\$13,355	\$36,191	\$158,118
<i>Other VSC</i>	\$0	\$0	\$2,618	\$1,000	\$2,105	\$905	\$5,723
AFTERMARKET - TOTAL	\$11,784	\$20,173	\$25,311	\$23,266	\$12,494	\$20,134	\$93,028
<i>Key Replacement</i>	\$0	\$841	\$0	\$100	\$0	\$235	\$941
<i>Multishield</i>	\$0	\$1,000	\$2,000	\$2,300	\$950	\$1,325	\$6,250
<i>Intire</i>	\$7,887	\$13,155	\$18,846	\$18,150	\$9,419	\$14,510	\$67,457
<i>Maintenance</i>	\$3,897	\$5,177	\$4,465	\$2,716	\$2,125	\$4,064	\$18,380
GAP	\$50,707	\$33,717	\$44,560	\$52,354	\$21,326	\$45,335	\$202,664
F&I GROSS	\$425,806	\$373,941	\$490,924	\$520,965	\$242,499	\$452,909	\$2,054,136
FRONT GROSS	<b>-\$78,053</b>	<b>-\$27,023</b>	\$4,560	\$356,724	\$270,209	\$64,052	\$526,417
TOTAL GROSS	\$347,753	\$346,918	\$495,484	\$877,690	\$512,708	\$516,961	\$2,580,552
<b>AVERAGES:</b>							
FINANCE RESERVE AVG.	\$1,096	\$1,109	\$1,017	\$1,113	\$1,293	\$1,079	\$1,103
VSC AVG. - TOTAL	\$1,436	\$1,446	\$1,224	\$1,317	\$1,338	\$1,343	\$1,342
<i>Ford ESP</i>	\$1,170	\$470	\$1,000	\$1,125	\$803	\$1,083	\$1,040
<i>CNA</i>	\$1,472	\$1,470	\$1,262	\$1,320	\$1,368	\$1,369	\$1,369
<i>NWAN VSC</i>	\$1,355	\$1,387	\$1,088	\$1,328	\$1,336	\$1,270	\$1,275
<i>Other VSC</i>	\$0	\$0	\$1,309	\$1,000	\$1,053	\$1,206	\$1,145
AFTERMARKET AVG. - TOTAL	\$471	\$576	\$562	\$465	\$390	\$520	\$497
<i>Key Replacement</i>	\$0	\$841	\$0	\$100	\$0	\$471	\$471
<i>Multishield</i>	\$0	\$1,000	\$1,000	\$575	\$317	\$757	\$625
<i>Intire</i>	\$438	\$526	\$538	\$465	\$428	\$496	\$485
<i>Maintenance</i>	\$557	\$647	\$558	\$453	\$304	\$561	\$511

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GAP INCOME AVG.	\$507	\$475	\$469	\$455	\$496	\$476	\$478
FINANCE PVR	\$2,430	\$2,628	\$2,179	\$2,530	\$2,631	\$2,419	\$2,442
TOTAL F&I PVR	\$1,971	\$1,948	\$1,747	\$2,092	\$2,055	\$1,931	\$1,945
PPRU INCOME AVG.	\$1,114	\$1,162	\$954	\$1,203	\$1,069	\$1,099	\$1,096
PRODUCTS PER DEAL	1.15	1.16	1.07	1.35	1.22	1.18	1.19
FRONT GROSS PVR	-\$361	-\$141	\$16	\$1,433	\$2,290	\$273	\$499
TOTAL GROSS PVR	\$1,610	\$1,807	\$1,763	\$3,525	\$4,345	\$2,205	\$2,444