

Finance Report

Pape Subaru

Date: Fri Aug 20, 2021
Report Period: 01/2021 to 08/2021



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

Units

	New	Used	Leases	Total
DELIVERED	449	406	223	1078
<i>FINANCED CONTRACTS</i>	310	242	223	775
<i>OUTSIDE FINANCED CONTRACTS</i>	138	164	0	302
<i>CASH DEALS</i>	0	0	0	0
<i>UNIDENTIFIED</i>	1	0	0	1
VSC	141	101	0	242
<i>Portfolio</i>	141	101	0	242
AFTERMARKET	133	14	96	243
<i>Maintenance</i>	4	13	94	111
<i>Paint & Fab</i>	20	0	2	22
<i>SAS Maintenance</i>	109	1	0	110
EXPRESS	39	56	0	95
CASH DOWN	207	160	199	566
REBATE	41	1	54	96

Penetrations

	New	Used	Leases	Total
DELIVERED	42%	38%	21%	100%
FINANCED	69%	60%	100%	72%
FINANCE RESERVE % of INCOME	34%	56%	86%	52%
OUTSIDE FINANCED CONTRACTS	31%	40%	0%	28%
CASH DEALS	0%	0%	0%	0%
UNIDENTIFIED	0%	0%	0%	0%
VSC	31%	25%	0%	22%
<i>Portfolio</i>	31%	25%	0%	22%
AFTERMARKET	30%	3%	43%	23%
<i>Maintenance</i>	1%	3%	42%	10%
<i>Paint & Fab</i>	4%	0%	1%	2%
<i>SAS Maintenance</i>	24%	0%	0%	10%
EXPRESS	13%	23%	0%	17%
SUCCESS INDEX	142%	111%	143%	133%

Incomes

	New	Used	Leases	Total
FINANCE RESERVE	\$95,461.88	\$155,997.37	\$98,821.72	\$350,280.97
CASH	\$33,606.22	\$16,354.70	\$0.00	\$49,960.92
VSC	\$142,026.19	\$91,019.70	\$0.00	\$233,045.89
<i>Portfolio</i>	\$142,026.19	\$91,019.70	\$0.00	\$233,045.89
AFTERMARKET	\$29,900.99	\$11,697.00	\$16,510.00	\$58,107.99
<i>Maintenance</i>	\$3,355.00	\$11,522.00	\$16,035.00	\$30,912.00
<i>Paint & Fab</i>	\$7,789.00	\$0.00	\$475.00	\$8,264.00

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SAS Maintenance	\$18,756.99	\$175.00	\$0.00	\$18,931.99
EXPRESS	\$14,702.00	\$19,420.00	\$0.00	\$34,122.00
F&I GROSS	\$282,091.06	\$278,134.07	\$115,331.72	\$675,556.85
FRONT GROSS	\$869,303.88	\$976,151.36	\$373,982.40	\$2,219,437.64
TOTAL GROSS	\$1,151,394.94	\$1,254,285.43	\$489,314.12	\$2,894,994.49

Averages

	New	Used	Leases	Total
AVG. SELL RATE	1.22%	4.89%	0.00%	2.83%
RATE SPREAD AVG.	0.24	1.39	0.00	0.74
FINANCE RESERVE AVG.	\$307.94	\$644.62	\$443.15	\$451.98
FINANCE RESERVE PVR	\$212.61	\$384.23	\$443.15	\$324.94
VSC PVR	\$316.32	\$224.19	\$0.00	\$216.18
VSC AVG.	\$1,007.28	\$901.19	\$0.00	\$963.00
<i>Portfolio</i>	\$1,007.28	\$901.19	\$0.00	\$963.00
AFTERMARKET PVR	\$66.59	\$28.81	\$74.04	\$53.90
AFTERMARKET AVG.	\$224.82	\$835.50	\$171.98	\$239.13
<i>Maintenance</i>	\$838.75	\$886.31	\$170.59	\$278.49
<i>Paint & Fab</i>	\$389.45	\$0.00	\$237.50	\$375.64
<i>SAS Maintenance</i>	\$172.08	\$175.00	\$0.00	\$172.11
EXPRESS AVG.	\$376.97	\$346.79	\$0.00	\$359.18
CASH PVR	\$243.52	\$99.72	\$0.00	\$165.43
FINANCE PVR	\$801.56	\$1,081.73	\$517.18	\$807.22
F&I PVR	\$628.27	\$685.06	\$517.18	\$626.68
PRODUCT INCOME AVG.	\$415.66	\$300.83	\$74.04	\$301.74
PRODUCTS PER DEAL	0.7	0.42	0.43	0.54
FRONT GROSS PVR	\$1,936.09	\$2,404.31	\$1,677.05	\$2,058.85
TOTAL GROSS PVR	\$2,564.35	\$3,089.37	\$2,194.23	\$2,685.52
CASH DOWN AVG.	\$3,164.53	\$2,900.87	\$2,316.80	\$2,838.27
REBATE AVG.	\$603.66	\$500.00	\$667.63	\$638.56