

Finance Report

Golling Chrysler Dodge Jeep Ram of Chelsea - TOTAL DEPARTMENT

From: 01/2021 To: 09/2021

Date: 09/24/2021

100% Of month complete

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

Units	New	Used	Lease New	Lease Used	Unknown	Total	Objectives		Variances	
							day	month	units	perc.
DELIVERED	147	381	240	0	0	768	0	0	768	0%
FINANCED CONTRACTS	110	243	240	0	0	593	0	0	593	0%
OUTSIDE FINANCED CONTRACTS	11	47	0	0	0	58	0	0	58	0%
CASH DEALS	26	90	0	0	0	116	0	0	116	0%
UNIDENTIFIED	0	1	0	0	0	1	0	0	1	0%
CREDIT LIFE	2	3	0	0	0	5	0	0	5	0%
DISABILITY	0	0	0	0	0	0	0	0	0	0%
VSC	51	141	13	0	0	205	0	0	205	0%
EasyCare	31	80	1	0	0	112	0	0	112	0%
Chrysler	19	61	12	0	0	92	0	0	92	0%
Other VSC	1	0	0	0	0	1	0	0	1	0%
AFTERMARKET	0	0	26	0	0	26	0	0	26	0%
XS Wear	0	0	26	0	0	26	0	0	26	0%
GAP	20	80	0	0	0	100	0	0	100	0%
REVENUE ONLY	4	7	0	0	0	11	0	0	11	0%
CASH DOWN	79	169	222	0	0	470	0	0	470	0%
REBATE	102	0	218	0	0	320	0	0	320	0%
Penetrations	New	Used	Lease New	Lease Used	Unknown	Total	Objective	Variance %		
DELIVERED	19%	50%	31%	0%	0%	100%	0%	100%		
FINANCED	75%	64%	100%	0%	0%	77%	0%	77%		
FINANCE RESERVE % of INCOME	52%	47%	89%	0%	0%	56%	0%	56%		
OUTSIDE FINANCED CONTRACTS	7%	12%	0%	0%	0%	8%	0%	8%		
CASH DEALS	18%	24%	0%	0%	0%	15%	0%	15%		
UNIDENTIFIED	0%	0%	0%	0%	0%	0%	0%	0%		
CREDIT LIFE POLICIES	2%	1%	0%	0%	0%	1%	0%	1%		
DISABILITY POLICIES	0%	0%	0%	0%	0%	0%	0%	0%		
VSC	35%	37%	5%	0%	0%	27%	0%	27%		
EasyCare	21%	21%	0%	0%	0%	15%	0%	15%		
Chrysler	13%	16%	5%	0%	0%	12%	0%	12%		
Other VSC	1%	0%	0%	0%	0%	0%	0%	0%		
AFTERMARKET	0%	0%	11%	0%	0%	3%	0%	3%		
XS Wear	0%	0%	11%	0%	0%	11%	0%	11%		
GAP	18%	33%	0%	0%	0%	28%	0%	28%		
PRODUCT PENETRATION	55%	71%	16%	0%	0%	67%	0%	67%		

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Incomes	New	Used	Lease New	Lease Used	Unknown	Total	Objective	Variance %
FINANCE RESERVE	67,359.56	130,654.81	77,342.93	0.00	0.00	275,357.30	0.00	0%
CASH	11,639.75	14,693.00	0.00	0.00	0.00	26,332.75	0.00	0%
CREDIT LIFE RESERVE	1,178.54	1,108.97	0.00	0.00	0.00	2,287.51	0.00	0%
DISABILITY RESERVE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
LIFE/AH PREMIUM TOTAL	2,560.25	2,289.18	0.00	0.00	0.00	4,849.43	0.00	0%
VSC	52,989.86	112,881.75	3,238.00	0.00	0.00	169,109.61	0.00	0%
EasyCare	34,440.00	67,217.00	278.00	0.00	0.00	101,935.00	0.00	0%
Chrysler	17,549.86	45,664.75	2,960.00	0.00	0.00	66,174.61	0.00	0%
Other VSC	1,000.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0%
AFTERMARKET	0.00	0.00	6,080.00	0.00	0.00	6,080.00	0.00	0%
XS Wear	0.00	0.00	6,080.00	0.00	0.00	6,080.00	0.00	0%
GAP	7,895.00	31,342.00	0.00	0.00	0.00	39,237.00	0.00	0%
F&I GROSS	129,422.96	275,987.53	86,660.93	0.00	0.00	492,071.42	0.00	0%
FRONT GROSS	299,605.04	751,745.57	438,474.66	0.00	0.00	1,489,825.27	0.00	0%
TOTAL GROSS	429,028.00	1,027,733.10	525,135.59	0.00	0.00	1,981,896.69	0.00	0%
Averages	New	Used	Lease New	Lease Used	Unknown	Total	Objective	Variance %
AVG. SELL RATE	2.76	4.81	0.00	0.00	0.00	4.17	0.00	0%
RATE SPREAD AVG.	0.20	0.81	0.00	0.00	0.00	0.62	0.00	0%
FINANCE RESERVE AVG.	612.36	537.67	322.26	0.00	0.00	464.35	0.00	0%
FINANCE RESERVE PVR	458.23	342.93	322.26	0.00	0.00	358.54	0.00	0%
CREDIT LIFE AVG.	589.27	369.66	0.00	0.00	0.00	457.50	0.00	0%
DISABILITY AVG.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
VSC PVR	360.48	296.28	13.49	0.00	0.00	220.19	0.00	0%
VSC AVG.	1,039.02	800.58	249.08	0.00	0.00	824.92	0.00	0%
EasyCare	1,110.97	840.21	278.00	0.00	0.00	910.13	0.00	0%
Chrysler	923.68	748.60	246.67	0.00	0.00	719.29	0.00	0%
Other VSC	1,000.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0%
AFTERMARKET PVR	0.00	0.00	25.33	0.00	0.00	7.92	0.00	0%
AFTERMARKET AVG.	0.00	0.00	233.85	0.00	0.00	233.85	0.00	0%
XS Wear	0.00	0.00	233.85	0.00	0.00	233.85	0.00	0%
GAP AVG.	394.75	391.78	0.00	0.00	0.00	392.37	0.00	0%
LIFE/AH PREMIUM PVR	17.42	6.01	0.00	0.00	0.00	6.31	0.00	0%
CASH PVR	314.59	107.25	0.00	0.00	0.00	151.34	0.00	0%
FINANCE PVR	1,070.76	1,075.29	361.09	0.00	0.00	785.39	0.00	0%
F&I PVR	880.43	724.38	361.09	0.00	0.00	640.72	0.00	0%
PRODUCT INCOME AVG.	422.20	381.45	38.83	0.00	0.00	282.18	0.00	0%
PRODUCTS PER DEAL	0.50	0.59	0.16	0.00	0.00	0.44	0.00	0%
FRONT GROSS PVR	2,038.13	1,973.09	1,826.98	0.00	0.00	1,939.88	0.00	0%
TOTAL GROSS PVR	2,918.56	2,697.46	2,188.06	0.00	0.00	2,580.59	0.00	0%
CASH DOWN AVG.	6,220.50	3,361.30	2,351.20	0.00	0.00	3,482.86	0.00	0%
REBATE AVG.	2,698.04	0.00	4,478.51	0.00	0.00	3,910.98	0.00	0%