

Scott Burkart N327-11

	A	B	C	D	E
<b>2017 Year To Date Production</b>					
Units	Non Lease New Vehicle	New Vehicle Lease	CPO	Non CPO Used	
1 Units Delivered	394	171	833	398	
2 Finance or Lease Contracts	274	171	509	205	
3 Service Contracts	137	15	353	119	
4 Pre-Paid Maintenance	21	5	8	0	
5 GAP	19	0	79	32	
6 Theft Deterrent	0	0	0	0	
7 Paint Sealant & Appearance	14	3	10	2	
8 Tire/Wheel	73	16	71	20	
9 Lease Care	0	0	0	0	
10 RCL WearCare	0	9	0	0	
<b>2017 Year To Date Income</b>					
Incomes	Non Lease New Vehicle	New Vehicle Lease	CPO	Non CPO Used	
11 Finance or Lease Reserve	\$219,864.40	\$92,300.25	\$299,262.02	\$130,798.16	
12 Service Contracts	\$87,821.39	\$2,910.00	\$251,491.35	\$76,096.00	
13 Pre-Paid maintenance	\$7,705.00	\$1,270.00	\$2,490.00	\$180.00	
14 GAP	\$4,152.00	\$0.00	\$18,514.00	\$9,772.96	
15 Theft Deterrent	\$0.00	\$0.00	\$0.00	\$0.00	
16 Paint Sealant & Appearance	\$5,168.00	\$644.75	\$3,085.60	\$101.00	
17 Tire/Wheel	\$26,884.00	\$3,615.00	\$23,699.18	\$5,426.82	
18 Lease Care	\$0.00	\$0.00	\$0.00	\$0.00	
19 RCL WearCare	\$0.00	\$1,269.00	\$0.00	\$0.00	
<b>2017 Year To Date Charge backs</b>					
Charge backs	Non Lease New Vehicle	New Vehicle Lease	CPO-OEM	Non CPO Used	
20 Finance or Lease Reserve	\$10,453.58	\$0.00	\$4,297.00	\$3,109.23	
21 Service Contracts	\$0.00	\$0.00	\$537.69	\$0.00	
22 Pre-paid Maintenance	\$0.00	\$0.00	\$0.00	\$0.00	
23 GAP	\$0.00	\$0.00	\$0.00	\$0.00	
24 Theft Deterrent	\$0.00	\$0.00	\$0.00	\$0.00	
25 Paint Sealant & Appearance	\$0.00	\$0.00	\$0.00	\$0.00	
26 Tire/Wheel	\$0.00	\$0.00	\$0.00	\$0.00	
27 Lease Care	\$0.00	\$0.00	\$0.00	\$0.00	
28 Other_____	\$0.00	\$0.00	\$0.00	\$0.00	

E

Product Only	Totals
N/A	1796
N/A	1159
108	732
3	37
3	133
0	0
0	29
28	208
0	0
0	9

Product Only	Income Totals
N/A	\$742,224.83
\$52,407.77	\$470,726.51
\$750.00	\$12,395.00
\$655.00	\$33,093.96
\$0.00	\$0.00
\$734.00	\$9,733.35
\$9,198.50	\$68,823.50
\$0.00	\$0.00
\$0.00	\$1,269.00

Income Grand Total
\$1,338,266.15

Total YTD Chargebacks
\$17,859.81
\$537.69
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00
\$0.00

Charge Back Total
\$18,397.50