

Kunes Country Chrysler of Platteville

Finance Summary 1 Report

Report Criteria: Dates: 2/1/2023 to 2/28/2023

	New	Used	Total	Adjustments	Adj. Total
Counts (#)					
Total Units	44	45	89		
Qualified Units	27	45	72		
Cash	10	5	15		
Finance	16	40	56		
Lease	1	-	1		
Service Contract	16	26	42	-	42
Guaranteed Asset Protection	5	32	37	-	37
Pre-Paid Maintenance	4	17	21	-	21
Protection Package	4	4	8	-	8
Theft Deterrent & Recovery	18	31	49	-	49
Tire & Wheel Protection	9	19	28	-	28
Key Replacement Protection	5	19	24	-	24
Paintless Dent Repair	1	2	3	-	3
Payment Plan	1	13	14	-	14
Environmental	2	2	4	-	4
Other	14	18	32	-	32
Product Index (Total Units)	1.80	4.07	2.94		
Product Index (Qualified Units)	2.93	4.07	3.64		
Penetration (%)					
Cash	37.0	11.1	20.8		
Finance	59.3	88.9	77.8		
Lease	3.7	-	1.4		
Service Contract	59.3	57.8	58.3		
Guaranteed Asset Protection	31.3	80.0	66.1		
Pre-Paid Maintenance	14.8	37.8	29.2		
Protection Package	14.8	8.9	11.1		
Theft Deterrent & Recovery	66.7	68.9	68.1		
Tire & Wheel Protection	33.3	42.2	38.9		
Key Replacement Protection	18.5	42.2	33.3		
Paintless Dent Repair	3.7	4.4	4.2		
Payment Plan	3.7	28.9	19.4		
Environmental	7.4	4.4	5.6		
Other	51.9	40.0	44.4		
Product Penetration	305.3	415.6	378.6		
Income (Total \$)					
Finance Reserve	32,721.91	26,414.70	59,136.61	-	59,136.61
Lease Reserve	2,099.22	-	2,099.22	-	2,099.22
Service Contract	29,383.00	36,449.00	65,832.00	-	65,832.00
Guaranteed Asset Protection	1,990.00	12,758.13	14,748.13	-	14,748.13
Pre-Paid Maintenance	680.00	2,425.00	3,105.00	-	3,105.00
Protection Package	1,936.00	1,936.00	3,872.00	-	3,872.00
Theft Deterrent & Recovery	1,943.00	2,951.00	4,894.00	-	4,894.00
Tire & Wheel Protection	3,724.00	8,286.00	12,010.00	-	12,010.00
Key Replacement Protection	1,463.00	5,100.31	6,563.31	-	6,563.31
Paintless Dent Repair	141.00	482.00	623.00	-	623.00
Payment Plan	-	-	-	-	-
Environmental	1,248.00	1,124.00	2,372.00	-	2,372.00
Other	-	-	-	-	-
Product Income	42,508.00	71,511.44	114,019.44	-	114,019.44
Back Income	77,329.13	97,926.14	175,255.27	-	175,255.27
Product Share	54.97	73.03	65.06	-	65.06
Percent of Sale Price	5.00	8.26	6.42	-	6.42
Income (Average \$)					
Finance Reserve	2,045	660	1,056		1,056
Lease Reserve	2,099	-	2,099		2,099
Service Contract	1,836	1,402	1,567		1,567
Guaranteed Asset Protection	398	399	399		399
Pre-Paid Maintenance	170	143	148		148
Protection Package	484	484	484		484
Theft Deterrent & Recovery	108	95	100		100
Tire & Wheel Protection	414	436	429		429
Key Replacement Protection	293	268	273		273
Paintless Dent Repair	141	241	208		208
Payment Plan	-	-	-		-
Environmental	624	562	593		593
Other	-	-	-		-
PVR (Total Units)	1,757	2,176	1,969		1,969
PVR (Qualified Units)	2,864	2,176	2,434		2,434

The following product types are available, but were not sold:
Combination Package, Wear & Tear Protection, Limited Warranty, Depreciation/Trade Protection