

# F&I Summary

03-Stan McNabb Chevrolet Cadillac LLC

Date: Thu Aug 17, 2023

Report Period: 07/2023



Contract Type: All | Inventory Type: New;Used | Sale Type: Conventional;Virtual | Finance Type: All | Deal Status: Booked - In F&I;Finalized - In Acct;Posted - Complete  
Split Deals: Yes

## F&I Managers

<b>F&amp;I Manager</b>	<b>Retail Units</b>								
<b>Name</b>	<b>New</b>	<b>Used</b>	<b>Total</b>	<b>F&amp;I Gross</b>	<b>Front Gross</b>	<b>Total Gross</b>	<b>Avg F&amp;I PVR</b>	<b>Avg Front PVR</b>	<b>Avg Total PVR</b>
BROOK KING	29	27	56	\$47,966.96	\$113,200.03	\$161,166.99	\$856.55	\$2,021.43	\$2,877.98
MATT GRISHAM	9	10	19	\$14,601.00	\$43,650.43	\$58,251.43	\$768.47	\$2,297.39	\$3,065.86
T NORTHCUT	1	0	1	\$458.06	\$2,360.87	\$2,818.93	\$458.06	\$2,360.87	\$2,818.93
<b>Total F&amp;I MANAGERS</b>	<b>39</b>	<b>37</b>	<b>76</b>	<b>\$63,026.02</b>	<b>\$159,211.33</b>	<b>\$222,237.35</b>	<b>\$829.29</b>	<b>\$2,094.89</b>	<b>\$2,924.18</b>

# F&I Summary

03-Stan McNabb Chevrolet Cadillac LLC

Sales Managers

Date: Thu Aug 17, 2023

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Sales Manager	Retail Units								
Name	New	Used	Total	F&I Gross	Front Gross	Total Gross	Avg F&I PVR	Avg Front PVR	Avg Total PVR
BRIAN J GREZENSKI	4	2	6	\$1,912.41	\$17,310.49	\$19,222.90	\$318.74	\$2,885.08	\$3,203.82
MATT GRISHAM	25	22	47	\$36,869.12	\$106,184.94	\$143,054.06	\$784.45	\$2,259.25	\$3,043.70
RYAN GREATREX	9	13	22	\$22,985.49	\$35,096.47	\$58,081.96	\$1,044.80	\$1,595.29	\$2,640.09
UNKNOWN	1	0	1	\$1,259.00	\$619.43	\$1,878.43	\$1,259.00	\$619.43	\$1,878.43
<b>Total SALES MANAGERS</b>	<b>39</b>	<b>37</b>	<b>76</b>	<b>\$63,026.02</b>	<b>\$159,211.33</b>	<b>\$222,237.35</b>	<b>\$829.29</b>	<b>\$2,094.89</b>	<b>\$2,924.18</b>

# F&I Summary

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Salespeople

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Salesperson	Retail Units			F&I Gross	Front Gross	Total Gross	Avg F&I PVR	Avg Front PVR	Avg Total PVR
	New	Used	Total						
ARINSON CRUZ	3.0	6.0	9.0	\$2,241.50	\$20,587.41	\$22,828.90	\$249.06	\$2,287.49	\$2,536.54
BRANDON MOSS	3.5	7.0	10.5	\$16,601.27	\$26,125.72	\$42,726.99	\$1,581.07	\$2,488.16	\$4,069.24
CHRISTOPHER CATHEY	7.5	4.5	12.0	\$12,243.62	\$29,978.27	\$42,221.89	\$1,020.30	\$2,498.19	\$3,518.49
DWAYNE SALTS	0.5	0.0	0.5	\$0.00	\$2,499.03	\$2,499.03	\$0.00	\$4,998.06	\$4,998.06
GREG WALLER	1.5	0.0	1.5	\$458.06	\$4,859.90	\$5,317.96	\$305.37	\$3,239.93	\$3,545.31
HOUSE SALES REP	1.0	1.0	2.0	\$300.00	\$184.40	\$484.40	\$150.00	\$92.20	\$242.20
JONATHAN MARIN	4.0	10.0	14.0	\$10,862.24	\$27,601.87	\$38,464.11	\$775.87	\$1,971.56	\$2,747.44
LAURA TRUELOVE	11.0	3.0	14.0	\$6,442.31	\$20,018.18	\$26,460.49	\$460.17	\$1,429.87	\$1,890.04
TALMADGE SPARKS	7.0	5.5	12.5	\$13,877.03	\$27,356.56	\$41,233.58	\$1,110.16	\$2,188.52	\$3,298.69
<b>Total SALES PERSONS</b>	<b>39.0</b>	<b>37.0</b>	<b>76.0</b>	<b>\$63,026.02</b>	<b>\$159,211.33</b>	<b>\$222,237.35</b>	<b>\$829.29</b>	<b>\$2,094.89</b>	<b>\$2,924.18</b>

# F&I Summary

03-Stan McNabb Chevrolet Cadillac LLC

Vehicle Make

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Make	Retail Units			F&I Gross	Front Gross	Total Gross	Avg F&I PVR	Avg Front PVR	Avg Total PVR
	New	Used	Total						
CADILLAC	8	5	13	\$11,900.13	\$43,908.51	\$55,808.64	\$915.39	\$3,377.58	\$4,292.97
CHEVROLET	31	17	48	\$42,999.82	\$93,576.13	\$136,575.95	\$895.83	\$1,949.50	\$2,845.33
CHRYSLER	0	1	1	\$200.00	-\$80.00	\$120.00	\$200.00	-\$80.00	\$120.00
FORD	0	3	3	\$1,333.06	\$3,979.06	\$5,312.12	\$444.35	\$1,326.35	\$1,770.71
GMC	0	5	5	\$3,399.93	\$4,748.07	\$8,148.00	\$679.99	\$949.61	\$1,629.60
HONDA	0	1	1	\$320.48	\$1,203.48	\$1,523.96	\$320.48	\$1,203.48	\$1,523.96
INFINITI	0	1	1	\$1,333.75	\$3,065.75	\$4,399.50	\$1,333.75	\$3,065.75	\$4,399.50
LEXUS	0	1	1	\$0.00	\$3,441.14	\$3,441.14	\$0.00	\$3,441.14	\$3,441.14
NISSAN	0	1	1	\$1,136.16	\$671.69	\$1,807.85	\$1,136.16	\$671.69	\$1,807.85
RAM	0	1	1	\$402.69	\$2,868.36	\$3,271.05	\$402.69	\$2,868.36	\$3,271.05
TOYOTA	0	1	1	\$0.00	\$1,829.14	\$1,829.14	\$0.00	\$1,829.14	\$1,829.14
<b>Total VEHICLE MAKES</b>	<b>39</b>	<b>37</b>	<b>76</b>	<b>\$63,026.02</b>	<b>\$159,211.33</b>	<b>\$222,237.35</b>	<b>\$829.29</b>	<b>\$2,094.89</b>	<b>\$2,924.18</b>

# F&I Summary

03-Stan McNabb Chevrolet Cadillac LLC

Dealership

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Dealership		Retail Units					
Name	Total	F&I Gross	Front Gross	Total Gross	Avg F&I PVR	Avg Front PVR	Avg Total PVR
03-Stan McNabb Chevrolet Cadillac LLC	76	\$63,026.02	\$159,211.33	\$222,237.35	\$829.29	\$2,094.89	\$2,924.18
<i>New Vehicles</i>	39	\$31,746.11	\$87,558.45	\$119,304.56	\$814.00	\$2,245.09	\$3,059.09
<i>Used Vehicles</i>	37	\$31,279.91	\$71,652.88	\$102,932.79	\$845.40	\$1,936.56	\$2,781.97
<b>Total DEALERSHIP</b>	<b>76</b>	<b>\$63,026.02</b>	<b>\$159,211.33</b>	<b>\$222,237.35</b>	<b>\$829.29</b>	<b>\$2,094.89</b>	<b>\$2,924.18</b>

# F&I Summary

03-Stan McNabb Chevrolet Cadillac LLC

Lender

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Lender		Retail Units								
Name	New	Used	Total	F&I Gross	Front Gross	Total Gross	Avg F&I PVR	Avg Front PVR	Avg Total PVR	
ALLY	1	1	2	\$4,974.32	\$2,489.28	\$7,463.60	\$2,487.16	\$1,244.64	\$3,731.80	
ASCEND FEDERAL CREDIT UNION	0	4	4	\$2,966.63	\$5,409.11	\$8,375.74	\$741.66	\$1,352.28	\$2,093.94	
BANK OF AMERICA N.A.	0	1	1	\$727.17	\$5,381.23	\$6,108.40	\$727.17	\$5,381.23	\$6,108.40	
CASH	19	6	25	\$3,755.00	\$62,534.08	\$66,289.08	\$150.20	\$2,501.36	\$2,651.56	
GM FINANCIAL	17	17	34	\$50,200.21	\$67,615.69	\$117,815.90	\$1,476.48	\$1,988.70	\$3,465.17	
OUTSIDE FINANCED	2	7	9	\$0.00	\$12,913.58	\$12,913.58	\$0.00	\$1,434.84	\$1,434.84	
REDSTONE FEDERAL CREDIT UNION	0	1	1	\$402.69	\$2,868.36	\$3,271.05	\$402.69	\$2,868.36	\$3,271.05	
<b>Total LENDERS</b>	<b>39</b>	<b>37</b>	<b>76</b>	<b>\$63,026.02</b>	<b>\$159,211.33</b>	<b>\$222,237.35</b>	<b>\$829.29</b>	<b>\$2,094.89</b>	<b>\$2,924.18</b>	