

# Summary by Finance Manager

## Dirito Brothers Walnut Creek Volkswagen-Total Department

Date: **09/06/2023**

For Month of: 07/2023

Sorted By: **Name**

Deal Type: **ALL**

Deal Status: **Booked,Finalized,Posted**

Sale Types: **Conventional**

Name	EDDIE JAMES MILLER	ERIN SCORDELIS-SCRIPILLITI	UNKNOWN	GRAND TOTALS
<b>Retail Units</b>	53	81	12	146
New Retail	36	46	3	85
Used Retail	17	35	9	61
<b>Cash Units</b>	9	27	9	45
<b>Unidentified Deals</b>	4	4	1	9
<b>Financed Deals</b>				
Units	40	49	2	91
Income	\$ 33,864.18	\$ 36,986.17	\$ 0.00	\$ 70,850.35
Average Income	\$ 846.60	\$ 754.82	\$ 0.00	\$ 778.58
Penetration	75%	60%	17%	62%
<b>Credit Life Policies</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>Accident and Health</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>VW VSC</b>				
Units	18	21	0	39
Income	\$ 29,983.00	\$ 25,786.00	\$ 0.00	\$ 55,769.00
Average Income	\$ 1,665.72	\$ 1,227.90	\$ 0.00	\$ 1,429.97
Penetration	34%	26%	0%	27%
<b>VW TERM PROTECT</b>				
Units	9	6	0	15
Income	\$ 4,855.00	\$ 2,680.00	\$ 0.00	\$ 7,535.00
Average Income	\$ 539.44	\$ 446.67	\$ 0.00	\$ 502.33
Penetration	17%	7%	0%	10%
<b>GMPP</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>JM&amp;A VSC</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>CNA VSC</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>GAP</b>				
Units	12	4	0	16
Income	\$ 7,214.00	\$ 1,774.00	\$ 0.00	\$ 8,988.00
Average Income	\$ 601.17	\$ 443.50	\$ 0.00	\$ 561.75

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Name	EDDIE JAMES MILLER	ERIN SCORDELIS-SCRIPILLITI	UNKNOWN	GRAND TOTALS
Penetration	57%	16%	0%	35%
<b>VW LEASE PROTEC</b>				
Units	4	15	0	19
Income	\$ 2,700.00	\$ 7,249.00	\$ 0.00	\$ 9,949.00
Average Income	\$ 675.00	\$ 483.27	\$ 0.00	\$ 523.63
Penetration	8%	19%	0%	13%
<b>VW MULTICOVERAG</b>				
Units	1	0	0	1
Income	\$ 1,000.00	\$ 0.00	\$ 0.00	\$ 1,000.00
Average Income	\$ 1,000.00	\$ 0.00	\$ 0.00	\$ 1,000.00
Penetration	2%	0%	0%	1%
<b>VW CARCARE</b>				
Units	36	50	0	86
Income	\$ 25,178.00	\$ 28,644.00	\$ 0.00	\$ 53,822.00
Average Income	\$ 699.39	\$ 572.88	\$ 0.00	\$ 625.84
Penetration	68%	62%	0%	59%
<b>KEY REPLACEMENT</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>VW DING SHIELD</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>TOUCH OF CLASS</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>MULTISHIELD</b>				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
<b>Front Gross</b>	\$ 83,171.00	\$ 107,926.63	\$ 11,424.49	\$ 202,522.12
Front Gross PRU	\$ 1,569.26	\$ 1,332.43	\$ 952.04	\$ 1,387.14
<b>F &amp; I Income</b>	\$ 109,909.18	\$ 106,469.17	\$ 0.00	\$ 216,378.35
F & I Income PFU	\$ 2,583.10	\$ 1,785.11	\$ 0.00	\$ 2,096.64
F & I Income PRU	\$ 2,073.76	\$ 1,314.43	\$ 0.00	\$ 1,482.04
PPRU Income	\$ 1,434.81	\$ 857.81	\$ 0.00	\$ 996.77
PPRU Count	1.68	1.26	0.00	1.31
<b>Total Income</b>	\$ 193,080.18	\$ 214,395.80	\$ 11,424.49	\$ 418,900.47
Total Income PRU	\$ 3,643.02	\$ 2,646.86	\$ 952.04	\$ 2,869.18
<b>SUCCESS INDEX</b>	203%	137%	0%	155%