

SmartInsight – F&I Analysis Year over Year

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:49:59 PDT	Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL
		Deal Date:	Between 01/01/2004 and 12/31/2004

Deal: Count (2004)

Finance Location	Jan/04	Feb/04	Mar/04	Apr/04	May/04	Jun/04	Jul/04	Aug/04	Sep/04	Oct/04	Nov/04	Dec/04	Total
CASH	81	66	95	53	172	78	73	76	70	89	81	132	1,066
FINANCED	283	312	371	314	350	284	366	269	336	242	270	355	3,752
OUTSIDE	6	9	5	9	9	11	6	8	27	11	22	14	137
Total	370	387	471	376	531	373	445	353	433	342	373	501	4,955

Deal: Count (2005)

Finance Location	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05				Total
CASH	77	68	83	73	71	102	125	115	66				780
FINANCED	283	277	354	360	356	393	421	270	156				2,870
OUTSIDE	7	5	3	8	11	7	13	12	2				68
Total	367	350	440	441	438	502	559	397	224				3,718

Product Profit: Sum (2004)

Product Name	Jan/04	Feb/04	Mar/04	Apr/04	May/04	Jun/04	Jul/04	Aug/04	Sep/04	Oct/04	Nov/04	Dec/04	Total
A - Auto Financing	142,551	171,076	189,421	162,127	154,504	158,955	221,774	151,531	159,517	149,163	143,185	219,267	2,023,071
C - VSC	246,094	296,110	333,450	288,593	314,840	270,436	320,587	218,024	232,421	209,229	223,520	338,973	3,292,277
F - Gap	39,989	50,013	55,002	46,877	52,013	44,929	56,635	41,780	46,385	36,227	39,241	52,773	561,864
I - Life	10,656	7,390	10,749	8,261	10,310	8,017	8,224	4,794	4,365	6,401	4,218	5,132	88,517
O - IT		360	16,800	13,094	10,434	8,246	8,654	5,119	5,520	2,435	1,631	5,763	78,055
O - Theft	36,710	46,504	58,510	46,190	45,752	39,700	54,567	39,834	45,637	39,474	46,284	68,083	567,242
O - WT	16,450	18,224	21,786	18,276	22,366	18,029	22,788	15,465	21,674	15,946	18,135	26,473	235,610
Total	492,449	589,678	685,718	583,417	610,217	548,311	693,228	476,547	515,652	458,876	476,214	716,464	6,846,770

Product Profit: Sum (2005)

Product Name	Jan/05	Feb/05	Mar/05	Apr/05	May/05	Jun/05	Jul/05	Aug/05	Sep/05				Total
A - Auto Financing	138,254	134,903	169,266	179,843	153,186	184,896	243,884	173,297	93,364				1,470,892
C - VSC	254,250	237,896	286,885	296,335	261,274	246,902	345,336	257,625	138,719				2,325,222
F - Gap	38,832	38,864	51,001	49,950	43,392	49,019	66,367	41,588	26,378				405,391
I - Life	5,845	4,742	2,645	5,611	4,950	5,081	6,868	9,379	4,383				49,505
O - IT	4,336	2,825	3,524	3,051	2,507	2,373	5,558	7,219	2,819				34,212
O - Theft	46,181	46,816	54,320	52,897	42,277	36,917	62,486	44,944	20,140				406,976
O - WT	18,186	19,721	24,350	24,298	16,536	16,238	28,333	22,019	8,642				178,321
Total	505,884	485,765	591,991	611,985	524,122	541,425	758,833	556,070	294,444				4,870,518