

MARINE UPDATE - MAY 2025

F&I Highlights



\$56,635

Average Selling Price

\$9,635

Average Down Payment

\$54,843

Average Amount Financed

9.05%

Average A.P.R.

\$542

Average Monthly Payment

161

Average Term In Months

3.5 out of 5

Boats Sold Were New Units



1.5 out of 10

Boats Sold Included Ancillary Products



F&I Profitability Index

48

The Marine F&I Profitability Index is simply a measurement representing the combined total of the penetration percentages for finance, GAP, service contracts, paint & fabric protection and all other ancillary products.



23%

Financed

Percent of units sold that were financed at the dealership.



10%

G.A.P.

Percent of finance contracts with GAP coverage included.



7%

Service Contract

Percent of units sold that included a service contract.



2%

Paint & Fabric

Percent of units sold that included paint & fabric protection.



6%

All Other Products

Percent of units sold that included any other ancillary product.

Repair Event Cycle Times (RECT)

Each Work Order has a start date and a completion date. We define RECT as the amount of time that passes between those two dates. Or in more basic terms - it's the amount of time it takes to repair a unit at your shop.

8,834 work orders reviewed in May

41

Days

All Work Orders¹
Average RECT

65

Days

Warranty Coverage²
Average RECT

68

Days

Out-Of Stock Parts³
Average RECT

124

Work Order Count
Average per Location

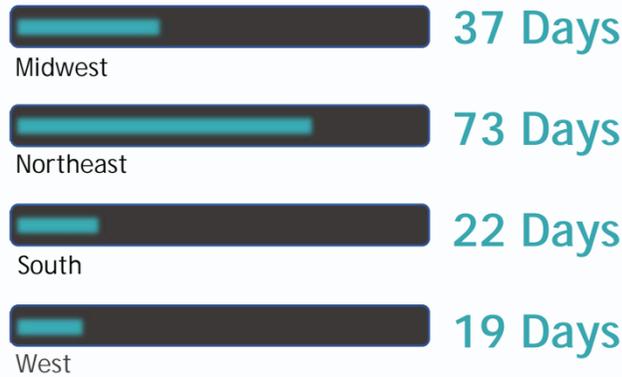
15%

Warranty Coverage
Percentage

10%

Out-Of Stock Parts
Percentage

RECT by Region



1) Excludes Work Orders with omitted or inaccurate dates, RECT exceeding 2 years and all internals.



RECT Bottlenecks by Region

Warranty Coverage



2) Work Orders with at least 1 job or part covered by warranty.

Out-Of-Stock Parts



3) Work Orders with at least 1 part out-of-stock.