

MARINE UPDATE - DECEMBER 2025

F&I Highlights



\$68,037

Average
Selling Price

\$14,883

Average
Down Payment

\$56,409

Average
Amount Financed

9.09

Average
A.P.R.

\$548

Average
Monthly Payment

170

Average Term
In Months

4 out of 5

Boats Sold Were New Units



0.8 out of 5

Boats Sold Included Ancillary Products



F&I Profitability Index

54

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.



38%

Financed

Percent of units sold that were financed at the dealership.



3%

G.A.P.

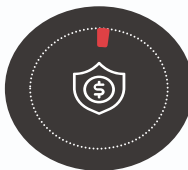
Percent of finance contracts with GAP coverage included.



9%

Service Contract

Percent of units sold that included a service contract.



2%

Paint & Fabric

Percent of units sold that included paint & fabric protection.



2%

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.



3,234 work orders reviewed in December

45

Days

All Work Orders¹
Average RECT

68

Days

Warranty Coverage²
Average RECT

61

Days

Out-Of Stock Parts³
Average RECT

42

Work Order Count
Average per Location

17%

Warranty Coverage
Percentage

15%

Out-Of Stock Parts
Percentage

RECT by Region



Midwest

69 Days



Northeast

47 Days



South

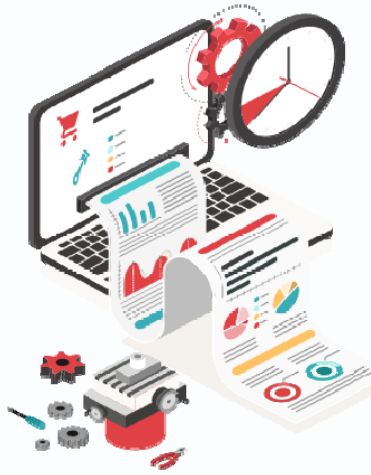
29 Days



West

27 Days

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



RECT Bottlenecks by Region

Warranty Coverage



Midwest

95 Days



Northeast

101 Days



South

39 Days



West

40 Days

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

Out-Of-Stock Parts



Midwest

68 Days



Northeast

89 Days



South

48 Days



West

48 Days

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