

Finance Manager Comparison

Burien Toyota

Date: Thu Aug 03, 2023
Report Period: 01/2023 to 08/2023



Deal Types: ALL | Sale Types: Conventional | Deal Status: Booked,Finalized,Posted | Finance Types: ALL
Sort By: Name by Dealer

Description	AIMEE CASE	HOUSE DEAL	KIMBERLY MONRO	RYAN PAULSON	TONY VAZQUEZ	GRAND TOTALS
Retail Units	177	49	244	196	238	904
<i>New</i>	121	25	171	123	159	599
<i>Used</i>	56	24	73	73	79	305
Cash Units	56	40	62	51	71	280
Outside Financed Units	0	0	0	0	0	0
Financed						
<i>Units</i>	121	9	182	145	167	624
<i>Income</i>	\$ 107,997.31	\$ 2,341.26	\$ 210,491.36	\$ 163,675.51	\$ 233,748.17	\$ 718,253.61
<i>Average</i>	\$ 892.54	\$ 260.14	\$ 1,156.55	\$ 1,128.80	\$ 1,399.69	\$ 1,151.05
<i>Penetration</i>	68%	18%	75%	74%	70%	69%
<i>PVR</i>	\$ 610.15	\$ 47.78	\$ 862.67	\$ 835.08	\$ 982.14	\$ 794.53
UNITED CAR CARE						
<i>Units</i>	69	0	91	80	73	313
<i>Income</i>	\$ 104,896.00	\$ 0.00	\$ 190,314.25	\$ 152,113.00	\$ 123,762.00	\$ 571,085.25
<i>Average</i>	\$ 1,520.23	\$ 0.00	\$ 2,091.37	\$ 1,901.41	\$ 1,695.37	\$ 1,824.55
<i>Penetration</i>	39%	0%	37%	41%	31%	35%
<i>PVR</i>	\$ 592.63	\$ 0.00	\$ 779.98	\$ 776.09	\$ 520.01	\$ 631.73
TFS VSA						
<i>Units</i>	19	0	37	26	39	121
<i>Income</i>	\$ 32,148.00	\$ 0.00	\$ 65,787.00	\$ 46,693.79	\$ 61,295.00	\$ 205,923.79
<i>Average</i>	\$ 1,692.00	\$ 0.00	\$ 1,778.03	\$ 1,795.92	\$ 1,571.67	\$ 1,701.85
<i>Penetration</i>	11%	0%	15%	13%	16%	13%
<i>PVR</i>	\$ 181.63	\$ 0.00	\$ 269.62	\$ 238.23	\$ 257.54	\$ 227.79
GAP						
<i>Units</i>	36	0	77	62	77	252
<i>Income</i>	\$ 22,222.00	\$ 0.00	\$ 47,078.00	\$ 37,554.00	\$ 45,892.00	\$ 152,746.00
<i>Average</i>	\$ 617.28	\$ 0.00	\$ 611.40	\$ 605.71	\$ 596.00	\$ 606.13
<i>Penetration</i>	30%	0%	42%	43%	46%	40%
<i>PVR</i>	\$ 125.55	\$ 0.00	\$ 192.94	\$ 191.60	\$ 192.82	\$ 168.97

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TFS MAINTENANCE						
<i>Units</i>	95	3	154	116	154	522
<i>Income</i>	\$ 30,220.00	\$ 990.00	\$ 46,335.00	\$ 35,775.00	\$ 47,900.00	\$ 161,220.00
<i>Average</i>	\$ 318.11	\$ 330.00	\$ 300.88	\$ 308.41	\$ 311.04	\$ 308.85
<i>Penetration</i>	54%	6%	63%	59%	65%	58%
<i>PVR</i>	\$ 170.73	\$ 20.20	\$ 189.90	\$ 182.53	\$ 201.26	\$ 178.34
XPEL CHIP PROTE						
<i>Units</i>	6	0	9	3	1	19
<i>Income</i>	\$ 3,482.00	\$ 0.00	\$ 5,034.00	\$ 2,238.00	\$ 446.00	\$ 11,200.00
<i>Average</i>	\$ 580.33	\$ 0.00	\$ 559.33	\$ 746.00	\$ 446.00	\$ 589.47
<i>Penetration</i>	3%	0%	4%	2%	0%	2%
<i>PVR</i>	\$ 19.67	\$ 0.00	\$ 20.63	\$ 11.42	\$ 1.87	\$ 12.39
RV TIRE/WHEEL						
<i>Units</i>	10	0	24	11	7	52
<i>Income</i>	\$ 8,530.00	\$ 0.00	\$ 18,031.75	\$ 11,033.41	\$ 6,041.00	\$ 43,636.16
<i>Average</i>	\$ 853.00	\$ 0.00	\$ 751.32	\$ 1,003.04	\$ 863.00	\$ 839.16
<i>Penetration</i>	6%	0%	10%	6%	3%	6%
<i>PVR</i>	\$ 48.19	\$ 0.00	\$ 73.90	\$ 56.29	\$ 25.38	\$ 48.27
RV WINDSHIELD						
<i>Units</i>	41	0	66	90	83	280
<i>Income</i>	\$ 30,294.00	\$ 0.00	\$ 49,029.25	\$ 55,237.21	\$ 50,917.00	\$ 185,477.46
<i>Average</i>	\$ 738.88	\$ 0.00	\$ 742.87	\$ 613.75	\$ 613.46	\$ 662.42
<i>Penetration</i>	23%	0%	27%	46%	35%	31%
<i>PVR</i>	\$ 171.15	\$ 0.00	\$ 200.94	\$ 281.82	\$ 213.94	\$ 205.17
KARR SECURITY						
<i>Units</i>	72	3	118	100	120	413
<i>Income</i>	\$ 30,805.00	\$ 965.00	\$ 45,245.00	\$ 37,875.00	\$ 49,520.00	\$ 164,410.00
<i>Average</i>	\$ 427.85	\$ 321.67	\$ 383.43	\$ 378.75	\$ 412.67	\$ 398.09
<i>Penetration</i>	41%	6%	48%	51%	50%	46%
<i>PVR</i>	\$ 174.04	\$ 19.69	\$ 185.43	\$ 193.24	\$ 208.07	\$ 181.87
Front Gross	\$ 413,949.87	\$ 101,086.15	\$ 613,767.51	\$ 473,512.76	\$ 663,262.29	\$ 2,265,578.58

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<i>Front Gross PVR</i>	\$ 2,338.70	\$ 2,062.98	\$ 2,515.44	\$ 2,415.88	\$ 2,786.82	\$ 2,506.17
F & I Gross	\$ 373,669.31	\$ 4,296.26	\$ 678,075.61	\$ 542,894.92	\$ 621,101.17	\$ 2220037.27
<i>Cash PVR</i>	\$ 1,099.18	\$ 48.88	\$ 1,075.28	\$ 1,309.91	\$ 1,014.27	\$ 960.70
<i>Finance PVR</i>	\$ 2,579.47	\$ 260.14	\$ 3,359.39	\$ 3,283.38	\$ 3,287.95	\$ 3,126.67
<i>F & I PVR</i>	\$ 2,111.13	\$ 87.68	\$ 2,779.00	\$ 2,769.87	\$ 2,609.67	\$ 2,455.79
<i>Product Income Avg.</i>	\$ 1,500.97	\$ 39.90	\$ 1,916.33	\$ 1,934.79	\$ 1,627.53	\$ 1,661.27
<i>Products per Deal</i>	1.99	0.12	2.36	2.49	2.34	2.19
Total Gross	\$ 787,619.18	\$ 105,382.41	\$ 1291843.12	\$ 1016407.68	\$ 1284363.46	\$ 4485615.85
<i>Total Gross PVR</i>	\$ 4,449.83	\$ 2,150.66	\$ 5,294.44	\$ 5,185.75	\$ 5,396.49	\$ 4,961.96
SUCCESS INDEX	209%	12%	246%	262%	246%	232%