

# Finance Manager Comparison

Benson Nissan Spartanburg

Date: Sun Dec 31, 2023

Report Period: 12/2023



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

Description	JAMES L MARTIN	KENNETH ALLEN HUNT	MICHELE B ANTHONY-STEVENS	RODNEY V MCCAULEY	GRAND TOTALS
<b>Retail Units</b>	1	40	26	7	74
<i>New</i>	0	38	0	4	42
<i>Used</i>	1	2	26	3	32
<b>Cash Units</b>	0	2	6	1	9
<b>Outside Financed Units</b>	0	0	2	1	3
<b>Financed</b>					
<i>Units</i>	1	38	18	5	62
<i>Income</i>	\$ 0.00	\$ 39,221.70	\$ 17,392.48	\$ 4,058.75	\$ 60,672.93
<i>Average</i>	\$ 0.00	\$ 1,032.15	\$ 966.25	\$ 811.75	\$ 978.60
<i>Penetration</i>	100%	95%	69%	71%	84%
<i>PVR</i>	\$ 0.00	\$ 980.54	\$ 668.94	\$ 579.82	\$ 819.90
<b>EASYCARE</b>					
<i>Units</i>	0	18	2	2	22
<i>Income</i>	\$ 0.00	\$ 18,647.00	\$ 1,060.00	\$ 4,007.00	\$ 23,714.00
<i>Average</i>	\$ 0.00	\$ 1,035.94	\$ 530.00	\$ 2,003.50	\$ 1,077.91
<i>Penetration</i>	0%	45%	8%	29%	30%
<i>PVR</i>	\$ 0.00	\$ 466.18	\$ 40.77	\$ 572.43	\$ 320.46
<b>OTHER VSC</b>					
<i>Units</i>	1	0	10	0	11
<i>Income</i>	\$ 574.00	\$ 0.00	\$ 16,162.00	\$ 0.00	\$ 16,736.00
<i>Average</i>	\$ 574.00	\$ 0.00	\$ 1,616.20	\$ 0.00	\$ 1,521.45
<i>Penetration</i>	100%	0%	38%	0%	15%
<i>PVR</i>	\$ 574.00	\$ 0.00	\$ 621.62	\$ 0.00	\$ 226.16
<b>GAP</b>					
<i>Units</i>	0	22	13	4	39
<i>Income</i>	\$ 0.00	\$ 13,409.00	\$ 8,608.00	\$ 2,800.00	\$ 24,817.00
<i>Average</i>	\$ 0.00	\$ 609.50	\$ 662.15	\$ 700.00	\$ 636.33
<i>Penetration</i>	0%	63%	72%	80%	66%
<i>PVR</i>	\$ 0.00	\$ 335.23	\$ 331.08	\$ 400.00	\$ 335.36

# Finance Manager Comparison

Benson Nissan Spartanburg

Date: Sun Dec 31, 2023

Report Period: 12/2023



Description	JAMES L MARTIN	KENNETH ALLEN HUNT	MICHELE B ANTHONY-STEVENSON	RODNEY V MCCAULEY	GRAND TOTALS
<b>EASYCARE MAINT</b>					
<i>Units</i>	0	5	1	0	6
<i>Income</i>	\$ 0.00	\$ 846.00	\$ 123.00	\$ 0.00	\$ 969.00
<i>Average</i>	\$ 0.00	\$ 169.20	\$ 123.00	\$ 0.00	\$ 161.50
<i>Penetration</i>	0%	13%	4%	0%	8%
<i>PVR</i>	\$ 0.00	\$ 21.15	\$ 4.73	\$ 0.00	\$ 13.09
<b>SELECT PLUS</b>					
<i>Units</i>	0	10	5	0	15
<i>Income</i>	\$ 0.00	\$ 7,349.00	\$ 3,118.00	\$ 0.00	\$ 10,467.00
<i>Average</i>	\$ 0.00	\$ 734.90	\$ 623.60	\$ 0.00	\$ 697.80
<i>Penetration</i>	0%	25%	19%	0%	20%
<i>PVR</i>	\$ 0.00	\$ 183.73	\$ 119.92	\$ 0.00	\$ 141.45
<b>Front Gross</b>	\$ 789.31	\$ 20,151.32	\$ 32,813.21	\$ 1,529.32	\$ 55,283.16
<i>Front Gross PVR</i>	\$ 789.31	\$ 503.78	\$ 1,262.05	\$ 218.47	\$ 747.07
<b>F &amp; I Gross</b>	\$ 574.00	\$ 79,872.70	\$ 46,495.48	\$ 10,865.75	\$ 137,807.93
<i>Cash PVR</i>	\$ 0.00	\$ 0.00	\$ 73.75	\$ 0.00	\$ 49.17
<i>Finance PVR</i>	\$ 574.00	\$ 2,101.91	\$ 2,550.30	\$ 2,173.15	\$ 2,213.19
<i>F &amp; I PVR</i>	\$ 574.00	\$ 1,996.82	\$ 1,788.29	\$ 1,552.25	\$ 1,862.27
<i>Product Income Avg.</i>	\$ 574.00	\$ 1,016.28	\$ 1,119.35	\$ 972.43	\$ 1,042.36
<i>Products per Deal</i>	1.00	1.43	1.23	0.86	1.30
<b>Total Gross</b>	\$ 1,363.31	\$ 100,024.02	\$ 79,308.69	\$ 12,395.07	\$ 193,091.09
<i>Total Gross PVR</i>	\$ 1,363.31	\$ 2,500.60	\$ 3,050.33	\$ 1,770.72	\$ 2,609.34
<b>SUCCESS INDEX</b>	100%	151%	145%	109%	143%