

Finance Manager Comparison

Kia Country of Charleston

Deal Types: ALL | Sale Types: Conventional | Deal Status: Brokered/Finanzied/Posted | Finance Types: ALL
 Sort By: Name by Dealer

Date: Mon Feb 12, 2024
 Report Period: 01/2023 to 12/2023



Description	COREY SULLIVAN	DEALS HOUSE	Gary back up	ISAAC ROELFSEMA	THOMAS RICHEY	UNKNOWN	WILLIAM HUTCHINSON	ZOLA GEARDING	GRAND TOTALS
Retail Units	705	112	33	317	1	72	2	37	1,279
New	460	64	20	221	0	44	1	24	834
Used	245	48	13	96	1	28	1	13	445
Non-Qualified Units	0	14	1	0	0	8	0	0	23
Eligible Units	705	98	32	317	1	64	2	37	1,256
Cash Units	133	38	10	60	0	26	0	0	267
Outside Financed Units	62	13	3	20	0	13	0	3	114
Financed									
Units	510	61	20	237	1	33	2	34	898
Income	\$520,885.92	\$30,352.45	\$15,083.22	\$250,551.15	\$441.49	\$22,877.46	\$536.26	\$17,003.98	\$857,731.93
Average	\$1,021.34	\$497.58	\$754.16	\$1,057.18	\$441.49	\$693.26	\$268.13	\$500.12	\$955.16
Penetration	72%	62%	63%	75%	100%	52%	100%	92%	71%
PVR	\$738.85	\$309.72	\$471.35	\$790.38	\$441.49	\$357.46	\$268.13	\$459.57	\$682.91
JM&A VSC									
Units	440	19	18	200	1	13	2	22	715
Income	\$484,149.96	\$23,905.00	\$23,596.00	\$220,012.88	\$556.00	\$16,044.00	\$1,454.00	\$26,318.00	\$796,035.84
Average	\$1,100.34	\$1,258.16	\$1,310.89	\$1,100.06	\$556.00	\$1,234.15	\$727.00	\$1,196.27	\$1,143.34
Penetration	62%	19%	56%	63%	100%	20%	100%	59%	57%
PVR	\$686.74	\$243.93	\$737.38	\$694.05	\$556.00	\$250.69	\$727.00	\$711.30	\$633.79
JM&A TERM CARE									
Units	42	2	0	15	0	3	0	1	63
Income	\$18,702.00	\$1,016.00	\$0.00	\$7,403.00	\$0.00	\$955.00	\$0.00	\$751.00	\$28,827.00
Average	\$445.29	\$508.00	\$0.00	\$493.53	\$0.00	\$318.33	\$0.00	\$751.00	\$457.57
Penetration	6%	2%	0%	5%	0%	5%	0%	3%	5%
PVR	\$26.53	\$10.37	\$0.00	\$23.35	\$0.00	\$14.92	\$0.00	\$20.30	\$22.95
OTHER VSC									
Units	2	1	0	0	0	0	0	1	4
Income	\$2,307.00	\$740.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$376.00	\$3,423.00
Average	\$1,153.50	\$740.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$376.00	\$855.75
Penetration	0%	1%	0%	0%	0%	0%	0%	3%	0%
PVR	\$3.27	\$7.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10.16	\$2.73
GAP									
Units	238	8	3	92	0	5	0	2	348
Income	\$79,379.00	\$1,931.00	\$1,352.00	\$35,006.85	\$0.00	\$837.00	\$0.00	\$675.00	\$119,180.85
Average	\$333.53	\$241.38	\$450.67	\$380.51	\$0.00	\$167.40	\$0.00	\$337.50	\$342.47
Penetration	47%	13%	15%	39%	0%	15%	0%	6%	39%
PVR	\$112.59	\$19.70	\$42.25	\$110.43	\$0.00	\$13.08	\$0.00	\$18.24	\$94.89
JM&A ROAD HAZAR									

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Units	235	10	2	63	0	5	1	21	337
Income	\$ 97,556.00	\$ 3,478.00	\$ 501.00	\$ 28,699.00	\$ 0.00	\$ 1,719.00	\$ 226.00	\$ 7,247.00	\$ 139,426.00
Average	\$ 415.13	\$ 347.80	\$ 250.50	\$ 455.54	\$ 0.00	\$ 343.80	\$ 226.00	\$ 345.10	\$ 413.73
Penetration	33%	10%	6%	20%	0%	8%	50%	57%	27%
PVR	\$ 138.38	\$ 35.49	\$ 15.66	\$ 90.53	\$ 0.00	\$ 26.86	\$ 113.00	\$ 195.86	\$ 111.01
JM&A CAR CARE									
Units	405	22	7	200	0	7	1	17	659
Income	\$ 149,378.71	\$ 15,102.00	\$ 3,957.00	\$ 38,904.00	\$ 0.00	\$ 6,060.00	\$ 134.00	\$ 6,416.00	\$ 219,951.71
Average	\$ 368.84	\$ 686.45	\$ 565.29	\$ 194.52	\$ 0.00	\$ 865.71	\$ 134.00	\$ 377.41	\$ 333.77
Penetration	57%	22%	22%	63%	0%	11%	50%	46%	52%
PVR	\$ 211.88	\$ 154.10	\$ 123.66	\$ 122.73	\$ 0.00	\$ 94.69	\$ 67.00	\$ 173.41	\$ 175.12
XZILON									
Units	29	0	0	6	0	1	0	0	36
Income	\$ 2,163.00	\$ 0.00	\$ 0.00	\$ 2,384.00	\$ 0.00	\$ 1.00	\$ 0.00	\$ 0.00	\$ 4,548.00
Average	\$ 74.59	\$ 0.00	\$ 0.00	\$ 397.33	\$ 0.00	\$ 1.00	\$ 0.00	\$ 0.00	\$ 126.33
Penetration	4%	0%	0%	2%	0%	2%	0%	0%	3%
PVR	\$ 3.07	\$ 0.00	\$ 0.00	\$ 7.52	\$ 0.00	\$ 0.02	\$ 0.00	\$ 0.00	\$ 3.62
JM&A EWT									
Units	7	0	0	0	0	0	0	0	7
Income	\$ 2,230.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 2,230.00
Average	\$ 318.57	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 318.57
Penetration	1%	0%	0%	0%	0%	0%	0%	0%	1%
PVR	\$ 3.16	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1.78
JM&A DING SHIEL									
Units	34	2	1	6	0	0	0	1	44
Income	\$ 16,212.00	\$ 1,207.00	\$ 124.80	\$ 3,343.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 563.00	\$ 21,449.80
Average	\$ 476.82	\$ 603.50	\$ 124.80	\$ 557.17	\$ 0.00	\$ 0.00	\$ 0.00	\$ 563.00	\$ 487.50
Penetration	5%	2%	3%	2%	0%	0%	0%	3%	4%
PVR	\$ 23.00	\$ 12.32	\$ 3.90	\$ 10.55	\$ 0.00	\$ 0.00	\$ 0.00	\$ 15.22	\$ 17.08
Front Gross	\$ 214,224.76	\$ 211,039.02	\$ 93,132.86	\$ 931,504.90	\$ 2,015.00	\$ 195,444.47	\$ 5,633.72	\$ 78,122.56	\$ 3659,134.29
Front Gross PVR	\$ 3,038.64	\$ 1,884.28	\$ 2,822.21	\$ 2,938.50	\$ 2,015.00	\$ 2,714.51	\$ 2,816.86	\$ 2,111.42	\$ 2,860.93
F & I Gross	\$ 137,996.35	\$ 77,731.45	\$ 44,614.02	\$ 586,303.88	\$ 997.49	\$ 48,493.46	\$ 2,350.26	\$ 59,349.98	\$ 2,192,804.13
Cash PVR	\$ 233.45	\$ 63.20	\$ 409.85	\$ 432.67	\$ 0.00	\$ 66.21	\$ 0.00	\$ 257.00	\$ 241.58
Finance PVR	\$ 2,602.83	\$ 1,221.45	\$ 1,964.30	\$ 2,327.81	\$ 997.49	\$ 1,391.26	\$ 1,175.13	\$ 1,722.91	\$ 2,339.38
F & I PVR	\$ 1,947.47	\$ 793.18	\$ 1,394.19	\$ 1,849.54	\$ 997.49	\$ 757.71	\$ 1,175.13	\$ 1,604.05	\$ 1,745.86
Product Income Avg.	\$ 1,208.62	\$ 483.46	\$ 922.84	\$ 1,059.16	\$ 556.00	\$ 400.25	\$ 907.00	\$ 1,144.49	\$ 1,062.96
Products per Deal	2.03	0.65	0.97	1.84	1.00	0.53	2.00	1.76	1.76
Total Gross	\$ 351,520.55	\$ 288,770.47	\$ 137,746.88	\$ 1,517,808.78	\$ 3,012.49	\$ 243,937.93	\$ 7,983.98	\$ 137,472.54	\$ 5,851,938.42
Total Gross PVR	\$ 4,986.11	\$ 2,946.64	\$ 4,304.59	\$ 4,788.04	\$ 3,012.49	\$ 3,811.53	\$ 3,991.99	\$ 3,715.47	\$ 4,659.19
SUCCESS INDEX	215%	69%	102%	194%	100%	61%	200%	177%	188%