

Finance Manager Comparison

Hanson Motors Inc

Date: Mon Jun 14, 2021
Report Period: 06/2021



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

Description	CHRISTOPHER MILLER	DAVID M HERN	ORION K PATENAUDE	PENNY K. PALMER	GRAND TOTALS
Retail Units	21	21	15	21	78
<i>New</i>	14	13	7	12	46
<i>Used</i>	7	8	8	9	32
Cash Units	1	6	0	3	10
Outside Financed Units	0	0	0	0	0
Financed					
<i>Units</i>	20	15	15	18	68
<i>Income</i>	\$ 8,966.49	\$ 6,959.50	\$ 9,767.08	\$ 11,300.37	\$ 36,993.44
<i>Average</i>	\$ 448.32	\$ 463.97	\$ 651.14	\$ 627.80	\$ 544.02
<i>Penetration</i>	95%	71%	100%	86%	87%
<i>PVR</i>	\$ 426.98	\$ 331.40	\$ 651.14	\$ 538.11	\$ 474.27
PLATINUM COVERA					
<i>Units</i>	1	4	9	5	19
<i>Income</i>	\$ 1,753.00	\$ 7,440.00	\$ 13,943.00	\$ 12,212.00	\$ 35,348.00
<i>Average</i>	\$ 1,753.00	\$ 1,860.00	\$ 1,549.22	\$ 2,442.40	\$ 1,860.42
<i>Penetration</i>	5%	19%	60%	24%	24%
<i>PVR</i>	\$ 83.48	\$ 354.29	\$ 929.53	\$ 581.52	\$ 453.18
SUBARU ADDEDSEC					
<i>Units</i>	8	4	3	4	19
<i>Income</i>	\$ 10,887.00	\$ 5,408.15	\$ 5,840.00	\$ 7,207.00	\$ 29,342.15
<i>Average</i>	\$ 1,360.88	\$ 1,352.04	\$ 1,946.67	\$ 1,801.75	\$ 1,544.32
<i>Penetration</i>	38%	19%	20%	19%	24%
<i>PVR</i>	\$ 518.43	\$ 257.53	\$ 389.33	\$ 343.19	\$ 376.18
GAP					
<i>Units</i>	9	5	7	8	29
<i>Income</i>	\$ 5,607.00	\$ 2,429.00	\$ 4,031.00	\$ 4,150.81	\$ 16,217.81
<i>Average</i>	\$ 623.00	\$ 485.80	\$ 575.86	\$ 518.85	\$ 559.23
<i>Penetration</i>	47%	33%	54%	57%	48%
<i>PVR</i>	\$ 267.00	\$ 115.67	\$ 268.73	\$ 197.66	\$ 207.92

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RESISTALL					
<i>Units</i>	3	1	7	5	16
<i>Income</i>	\$ 3,275.00	\$ 1,125.00	\$ 3,603.00	\$ 6,637.00	\$ 14,640.00
<i>Average</i>	\$ 1,091.67	\$ 1,125.00	\$ 514.71	\$ 1,327.40	\$ 915.00
<i>Penetration</i>	14%	5%	47%	24%	21%
<i>PVR</i>	\$ 155.95	\$ 53.57	\$ 240.20	\$ 316.05	\$ 187.69
VENTURESHIELD					
<i>Units</i>	0	0	0	1	1
<i>Income</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 895.00	\$ 895.00
<i>Average</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 895.00	\$ 895.00
<i>Penetration</i>	0%	0%	0%	5%	1%
<i>PVR</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 42.62	\$ 11.47
SUBARU MAINTENA					
<i>Units</i>	0	4	2	0	6
<i>Income</i>	\$ 0.00	\$ 1,236.00	\$ 618.00	\$ 0.00	\$ 1,854.00
<i>Average</i>	\$ 0.00	\$ 309.00	\$ 309.00	\$ 0.00	\$ 309.00
<i>Penetration</i>	0%	19%	13%	0%	8%
<i>PVR</i>	\$ 0.00	\$ 58.86	\$ 41.20	\$ 0.00	\$ 23.77
ROADVANTAGE					
<i>Units</i>	3	2	6	0	11
<i>Income</i>	\$ 1,361.00	\$ 679.00	\$ 2,736.00	\$ 0.00	\$ 4,776.00
<i>Average</i>	\$ 453.67	\$ 339.50	\$ 456.00	\$ 0.00	\$ 434.18
<i>Penetration</i>	14%	10%	40%	0%	14%
<i>PVR</i>	\$ 64.81	\$ 32.33	\$ 182.40	\$ 0.00	\$ 61.23
Front Gross	\$ 99,956.47	\$ 91,940.68	\$ 83,513.69	\$ 118,453.13	\$ 393,863.97
<i>Front Gross PVR</i>	\$ 4,759.83	\$ 4,378.13	\$ 5,567.58	\$ 5,640.63	\$ 5,049.54
F & I Gross	\$ 31,849.49	\$ 25,276.65	\$ 40,538.08	\$ 42,402.18	\$ 140,066.40
<i>Cash PVR</i>	\$ 0.00	\$ 223.03	\$ 0.00	\$ 1,206.67	\$ 495.82
<i>Finance PVR</i>	\$ 1,592.47	\$ 1,595.90	\$ 2,702.54	\$ 2,154.57	\$ 1,986.89
<i>F & I PVR</i>	\$ 1,516.64	\$ 1,203.65	\$ 2,702.54	\$ 2,019.15	\$ 1,795.72
<i>Product Income Avg.</i>	\$ 1,089.67	\$ 872.25	\$ 2,051.40	\$ 1,481.04	\$ 1,321.45

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<i>Products per Deal</i>	1.14	0.95	2.27	1.10	1.29
Total Gross	\$ 131,805.96	\$ 117,217.33	\$ 124,051.77	\$ 160,855.31	\$ 533,930.37
<i>Total Gross PVR</i>	\$ 6,276.47	\$ 5,581.78	\$ 8,270.12	\$ 7,659.78	\$ 6,845.26
SUCCESS INDEX	118%	105%	234%	129%	140%