

# Finance manager Comparison

Priority Honda

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Date: Wed Aug 18, 2021  
Report Period: 08/2021



| Description                   | BENNIS STACEY | CHEN ANGEL   | GAINES SAMANTHA | HOBBS MELLENY | PHC-EMPLOYEE | ROBERTS LYNDIA | 9YR/125000  | GRAND TOTALS  |
|-------------------------------|---------------|--------------|-----------------|---------------|--------------|----------------|-------------|---------------|
| <b>Retail Units</b>           | 0             | 35           | 44              | 31            | 2            | 28             | 7           | 147           |
| <i>New</i>                    | 0             | 22           | 29              | 18            | 1            | 20             | 0           | 90            |
| <i>Used</i>                   | 0             | 13           | 15              | 13            | 1            | 8              | 7           | 57            |
| <b>Cash Units</b>             | 0             | 5            | 4               | 4             | 1            | 3              | 2           | 19            |
| <b>Outside Financed Units</b> | 0             | 2            | 5               | 5             | 0            | 4              | 0           | 16            |
| <b>Unidentified Units</b>     | 0             | 0            | 1               | 0             | 0            | 0              | 0           | 1             |
| <b>FINANCED</b>               |               |              |                 |               |              |                |             |               |
| <i>Units</i>                  | 0             | 28           | 34              | 22            | 1            | 21             | 5           | 111           |
| <i>Income</i>                 | \$ 0.00       | \$ 17,272.04 | \$ 17,146.53    | \$ 9,113.44   | \$ 435.51    | \$ 16,172.47   | \$ 692.39   | \$ 60,832.38  |
| <i>Average</i>                | \$ 0.00       | \$ 616.86    | \$ 504.31       | \$ 414.25     | \$ 435.51    | \$ 770.12      | \$ 138.48   | \$ 548.04     |
| <i>Penetration</i>            | 0%            | 80%          | 77%             | 71%           | 50%          | 75%            | 71%         | 76%           |
| <i>PVR</i>                    | \$ 0.00       | \$ 493.49    | \$ 389.69       | \$ 293.98     | \$ 217.76    | \$ 577.59      | \$ 98.91    | \$ 413.83     |
| <b>VSC</b>                    |               |              |                 |               |              |                |             |               |
| <i>Units</i>                  | 1             | 23           | 23              | 15            | 1            | 20             | 1           | 84            |
| <i>Income</i>                 | \$ 685.30     | \$ 34,936.55 | \$ 25,986.00    | \$ 22,836.81  | \$ 1.00      | \$ 29,761.55   | \$ 130.00   | \$ 114,337.21 |
| <i>Average</i>                | \$ 685.30     | \$ 1,518.98  | \$ 1,129.83     | \$ 1,522.45   | \$ 1.00      | \$ 1,488.08    | \$ 130.00   | \$ 1,361.16   |
| <i>Penetration</i>            | 0%            | 66%          | 52%             | 48%           | 50%          | 71%            | 14%         | 57%           |
| <i>PVR</i>                    | \$ 0.00       | \$ 998.19    | \$ 590.59       | \$ 736.67     | \$ 0.50      | \$ 1,062.91    | \$ 18.57    | \$ 777.80     |
| <b>GAP</b>                    |               |              |                 |               |              |                |             |               |
| <i>Units</i>                  | 0             | 15           | 12              | 9             | 0            | 11             | 0           | 47            |
| <i>Income</i>                 | \$ 0.00       | \$ 4,400.00  | \$ 2,590.00     | \$ 3,970.00   | \$ 0.00      | \$ 2,363.00    | \$ 0.00     | \$ 13,323.00  |
| <i>Average</i>                | \$ 0.00       | \$ 293.33    | \$ 215.83       | \$ 441.11     | \$ 0.00      | \$ 214.82      | \$ 0.00     | \$ 283.47     |
| <i>Penetration</i>            | 0%            | 58%          | 43%             | 43%           | 0%           | 61%            | 0%          | 47%           |
| <i>PVR</i>                    | \$ 0.00       | \$ 125.71    | \$ 58.86        | \$ 128.06     | \$ 0.00      | \$ 84.39       | \$ 0.00     | \$ 90.63      |
| <b>AFTERMARKET</b>            |               |              |                 |               |              |                |             |               |
| <i>Units</i>                  | 0             | 6            | 7               | 4             | 0            | 6              | 0           | 23            |
| <i>Income</i>                 | \$ 0.00       | \$ 8,147.81  | \$ 2,853.75     | \$ 3,150.00   | \$ 0.00      | \$ 3,149.00    | \$ 0.00     | \$ 17,300.56  |
| <i>Average</i>                | \$ 0.00       | \$ 1,357.97  | \$ 407.68       | \$ 787.50     | \$ 0.00      | \$ 524.83      | \$ 0.00     | \$ 752.20     |
| <i>Penetration</i>            | 0%            | 17%          | 16%             | 13%           | 0%           | 21%            | 0%          | 16%           |
| <i>PVR</i>                    | \$ 0.00       | \$ 232.79    | \$ 64.86        | \$ 101.61     | \$ 0.00      | \$ 112.46      | \$ 0.00     | \$ 117.69     |
| <b>Front Gross</b>            | -\$ 0.73      | \$ 92,252.66 | \$ 119,645.94   | \$ 81,351.68  | \$ 292.73    | \$ 121,683.40  | \$ 6,162.79 | \$ 421,388.47 |
| <i>Front Gross PVR</i>        | \$ 0.00       | \$ 2,635.79  | \$ 2,719.23     | \$ 2,624.25   | \$ 146.37    | \$ 4,345.84    | \$ 880.40   | \$ 2,866.59   |
| <b>F &amp; I Gross</b>        | \$ 685.30     | \$ 64,756.40 | \$ 48,576.28    | \$ 39,070.25  | \$ 436.51    | \$ 51,446.02   | \$ 822.39   | \$ 205,793.15 |

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|---------------------|---------------|---------------|-----------------|---------------|--------------|----------------|-------------|---------------|
| Cash PVR            | \$ 0.00       | \$ 385.69     | \$ 227.22       | \$ 312.67     | \$ 0.00      | \$ 556.52      | \$ 0.00     | \$ 346.85     |
| Finance PVR         | \$ 0.00       | \$ 2,216.31   | \$ 1,368.57     | \$ 1,648.01   | \$ 436.51    | \$ 2,264.30    | \$ 164.48   | \$ 1,744.62   |
| F & I PVR           | \$ 0.00       | \$ 1,850.18   | \$ 1,104.01     | \$ 1,260.33   | \$ 218.26    | \$ 1,837.36    | \$ 117.48   | \$ 1,399.95   |
| Product Income Avg. | \$ 0.00       | \$ 1,356.70   | \$ 714.31       | \$ 966.35     | \$ 0.50      | \$ 1,259.77    | \$ 18.57    | \$ 986.13     |
| Products per Deal   | 0.00          | 1.26          | 0.95            | 0.90          | 0.50         | 1.32           | 0.14        | 1.05          |
| <b>Total Gross</b>  | \$ 684.57     | \$ 157,009.06 | \$ 168,222.22   | \$ 120,421.93 | \$ 729.24    | \$ 173,129.42  | \$ 6,985.18 | \$ 627,181.62 |
| Total Gross PVR     | \$ 0.00       | \$ 4,485.97   | \$ 3,823.23     | \$ 3,884.58   | \$ 364.62    | \$ 6,183.19    | \$ 997.88   | \$ 4,266.54   |
| Success Index       | 0%            | 204%          | 172%            | 162%          | 100%         | 207%           | 85%         | 180%          |