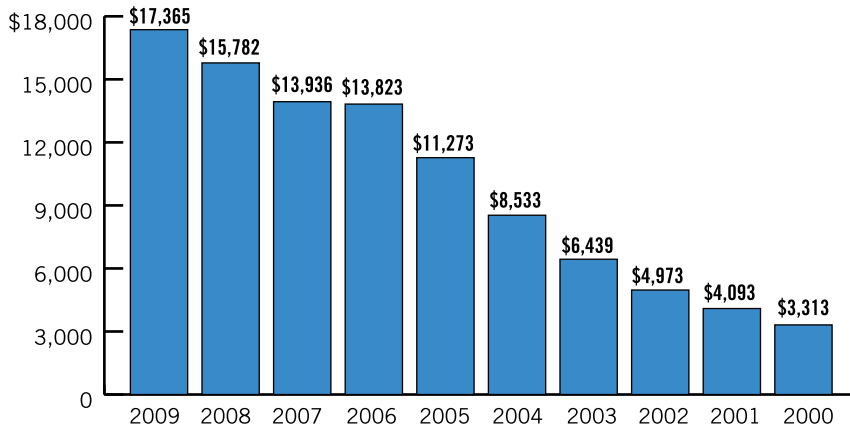


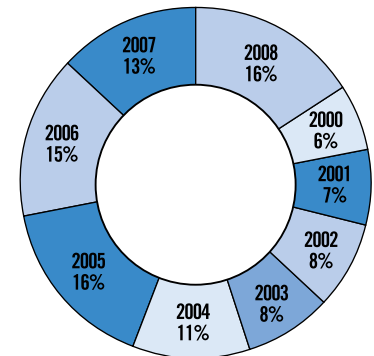
Average AuctionNet price

By model year, for the period 09/21/08 to 10/04/08



AuctionNet sales percentage

By model year, for the period 09/21/08 to 10/04/08



Average dealership profile

Light-duty vehicle sales

In millions

	Sept. YTD 2008	% chg.	Full year 2007
Domestic cars	3.7	-5.4%	5.3
Import cars	1.9	2.1%	2.4
Total cars	5.6	-4.3%	7.6
Light-duty trucks	5.1	-20.6%	8.5
Total light-duty vehicles	10.7	-12.8%	16.1

Balance sheet ratios (Aug. 2008)

Net debt to equity (Total liabilities less floor plan to total equity)	1.53
Current ratio (Current assets to current liabilities)	1.98
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	55.2%
Return on equity	19.7%

Source: NADA Industry Analysis Division

	August YTD 2008	August YTD 2007	Percent change
Total sales	\$20,544,133	\$22,568,641	-9.0%
Total gross	\$2,925,380	\$3,098,147	-5.6%
As % of total sales	14.2%	13.7%	
Total expense	\$2,625,673	\$2,677,556	-1.9%
As % of total sales	12.8%	11.9%	
Net profit before taxes	\$299,707	\$420,591	-28.7%
As % of total sales	1.5%	1.9%	
New-vehicle sales	\$11,784,156	\$13,213,031	-10.8%
As % of total sales	57.4%	58.5%	
Used-vehicle sales	\$5,967,979	\$6,675,749	-10.6%
As % of total sales	29.0%	29.6%	
Service and parts	\$2,791,997	\$2,679,860	4.2%
As % of total sales	13.6%	11.9%	
Advertising expense	\$234,166	\$248,229	-5.7%
As % of total sales	1.14%	1.10%	
Per new vehicle retained	\$626	\$583	7.2%
Rent and equivalent	\$246,172	\$234,586	4.9%
As % of total sales	1.20%	1.04%	
Per new vehicle retained	\$658	\$551	19.3%
New-vehicle floor-plan interest	\$33,188	\$71,603	-53.6%
As % of total sales	0.16%	0.32%	
Per new vehicle retained	\$89	\$168	-47.3%
Average new-vehicle selling price (retail)	\$25,308	\$28,513	-11.2%
Gross as % of selling price	4.51%	5.05%	
Average gross profit	\$1,141	\$1,440	-20.8%
Average used-vehicle selling price (retail)	\$15,380	\$15,580	-1.3%
Gross as % of selling price	11.04%	11.51%	
Average gross profit	\$1,697	\$1,793	-5.4%

Correction: The "Average Dealership Profile" chart that ran in the October 2008 issue should have been for July YTD 2008 and July YTD 2007.