



Industry Analysis

Dealership Financial Profile

	YTD Jul 2010	YTD Jul 2009	Percent Change																																										
TOTAL SALES	17,480,020	14,891,801	17.4%																																										
TOTAL GROSS	2,598,078	2,306,306	12.7%																																										
As % of Total Sales	14.9%	15.5%																																											
TOTAL EXPENSE	2,180,711	2,083,603	4.7%																																										
As % of Total Sales	12.5%	14.0%																																											
NET PROFIT BEFORE TAX	417,367	222,703	87.4%																																										
As % of Total Sales	2.4%	1.5%																																											
NEW VEHICLE SALES	9,070,486	7,610,963	19.2%																																										
As % of Total Sales	51.9%	51.1%																																											
USED VEHICLE SALES	5,945,302	4,878,340	21.9%																																										
As % of Total Sales	34.0%	32.8%																																											
SERVICE AND PARTS	2,464,232	2,402,498	2.6%																																										
As % of Total Sales	14.1%	16.1%																																											
ADVERTISING EXPENSE	184,253	165,048	11.6%																																										
As % of Total Sales	1.05%	1.11%																																											
Per New Vehicle Retailed	\$650	\$676	-3.8%																																										
RENT & EQUIVALENT	217,802	234,392	-7.1%																																										
As % of Total Sales	1.25%	1.57%																																											
Per New Vehicle Retailed	\$769	\$961	-20.0%																																										
FLOOR PLAN INTEREST	(8,720)	25,312	-134.5%																																										
As % of Total Sales	-0.05%	0.17%																																											
Per New Vehicle Retailed	(\$31)	\$104	-129.7%																																										
NEW VEHICLE SELLING PRICE (Retail)	\$29,354	\$28,735	2.2%																																										
Gross as % of Selling Price	4.67%	4.17%																																											
Retail Gross Profit	\$1,369	\$1,198	14.3%																																										
USED VEHICLE SELLING PRICE (Retail)	\$16,239	\$14,628	11.0%																																										
Gross as % of Selling Price	14.03%	11.00%																																											
Retail Gross Profit	\$2,278	\$1,610	41.5%																																										
<table border="1"> <thead> <tr> <th colspan="4">LIGHT-DUTY VEHICLE SALES (Millions of units)</th> <th colspan="2">BALANCE SHEET RATIOS</th> </tr> <tr> <th></th> <th>YTD Aug 2010</th> <th>% Change</th> <th>Full Year 2009</th> <th>YTD Jul 10</th> <th>YTD Jul 09</th> </tr> </thead> <tbody> <tr> <td>Domestic Cars</td> <td>2.6</td> <td>8.0%</td> <td>3.6</td> <td>0.99</td> <td>1.40</td> </tr> <tr> <td>Import Cars</td> <td>1.2</td> <td>-5.8%</td> <td>1.8</td> <td>1.40</td> <td>1.98</td> </tr> <tr> <td>Total Cars</td> <td>3.8</td> <td>3.1%</td> <td>5.5</td> <td>60.3%</td> <td>59.5%</td> </tr> <tr> <td>Light-Duty Trucks</td> <td>3.8</td> <td>14.2%</td> <td>4.9</td> <td>29.1%</td> <td>17.6%</td> </tr> <tr> <td>Total L-D Vehicles</td> <td>7.6</td> <td>8.4%</td> <td>10.4</td> <td></td> <td></td> </tr> </tbody> </table>				LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS			YTD Aug 2010	% Change	Full Year 2009	YTD Jul 10	YTD Jul 09	Domestic Cars	2.6	8.0%	3.6	0.99	1.40	Import Cars	1.2	-5.8%	1.8	1.40	1.98	Total Cars	3.8	3.1%	5.5	60.3%	59.5%	Light-Duty Trucks	3.8	14.2%	4.9	29.1%	17.6%	Total L-D Vehicles	7.6	8.4%	10.4		
LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS																																									
	YTD Aug 2010	% Change	Full Year 2009	YTD Jul 10	YTD Jul 09																																								
Domestic Cars	2.6	8.0%	3.6	0.99	1.40																																								
Import Cars	1.2	-5.8%	1.8	1.40	1.98																																								
Total Cars	3.8	3.1%	5.5	60.3%	59.5%																																								
Light-Duty Trucks	3.8	14.2%	4.9	29.1%	17.6%																																								
Total L-D Vehicles	7.6	8.4%	10.4																																										

Please visit: www.NADAFrontPage.com