



Industry Analysis

Dealership Financial Profile

	YTD Feb 2011	YTD Feb 2010	Percent Change																																										
TOTAL SALES	5,151,714	4,062,772	26.8%																																										
TOTAL GROSS	765,093	646,081	18.4%																																										
As % of Total Sales	14.9%	15.9%																																											
TOTAL EXPENSE	664,166	588,004	13.0%																																										
As % of Total Sales	12.9%	14.5%																																											
NET PROFIT BEFORE TAX	100,926	58,077	73.8%																																										
As % of Total Sales	2.0%	1.4%																																											
NEW VEHICLE SALES	2,704,690	1,925,534	40.5%																																										
As % of Total Sales	52.5%	47.4%																																											
USED VEHICLE SALES	1,727,680	1,486,710	16.2%																																										
As % of Total Sales	33.5%	36.6%																																											
SERVICE AND PARTS	719,343	650,527	10.6%																																										
As % of Total Sales	14.0%	16.0%																																											
ADVERTISING EXPENSE	52,255	45,033	16.0%																																										
As % of Total Sales	1.01%	1.11%																																											
Per New Vehicle Retailed	\$613	\$763	-19.6%																																										
RENT & EQUIVALENT	67,897	61,712	10.0%																																										
As % of Total Sales	1.32%	1.52%																																											
Per New Vehicle Retailed	\$797	\$1,046	-23.8%																																										
FLOOR PLAN INTEREST	(1,124)	243	-561.8%																																										
As % of Total Sales	-0.02%	0.01%																																											
Per New Vehicle Retailed	(\$13)	\$4	-420.0%																																										
NEW VEHICLE SELLING PRICE (Retail)	\$29,862	\$29,679	0.6%																																										
Gross as % of Selling Price	4.28%	4.62%																																											
Retail Gross Profit	\$1,279	\$1,371	-6.7%																																										
USED VEHICLE SELLING PRICE (Retail)	\$16,491	\$15,201	8.5%																																										
Gross as % of Selling Price	12.82%	14.25%																																											
Retail Gross Profit	\$2,115	\$2,166	-2.3%																																										
<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>Mar 2011</th> <th>% Change</th> <th>Full Year 2010</th> <th>YTD Feb 2011</th> <th>YTD Feb 2010</th> </tr> </thead> <tbody> <tr> <td>Domestic Cars</td> <td>1.0</td> <td>17.0%</td> <td>3.8</td> <td>0.99</td> <td>1.00</td> </tr> <tr> <td>Import Cars</td> <td>0.5</td> <td>18.1%</td> <td>1.8</td> <td>1.35</td> <td>1.40</td> </tr> <tr> <td>Total Cars</td> <td>1.5</td> <td>17.4%</td> <td>5.6</td> <td>56.6%</td> <td>57.5%</td> </tr> <tr> <td>Light-Duty Trucks</td> <td>1.5</td> <td>22.9%</td> <td>5.9</td> <td>22.5%</td> <td>14.5%</td> </tr> <tr> <td>Total L-D Vehicles</td> <td>3.0</td> <td>20.1%</td> <td>11.6</td> <td></td> <td></td> </tr> </tbody> </table>				LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS			Mar 2011	% Change	Full Year 2010	YTD Feb 2011	YTD Feb 2010	Domestic Cars	1.0	17.0%	3.8	0.99	1.00	Import Cars	0.5	18.1%	1.8	1.35	1.40	Total Cars	1.5	17.4%	5.6	56.6%	57.5%	Light-Duty Trucks	1.5	22.9%	5.9	22.5%	14.5%	Total L-D Vehicles	3.0	20.1%	11.6		
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