

AVERAGE DEALERSHIP PROFILE

	September 2009	September 2008	Percent Change
TOTAL SALES	19,475,152	22,506,258	-13.5%
TOTAL GROSS	2,996,739	3,193,653	-6.2%
As % of Total Sales	15.4%	14.2%	
TOTAL EXPENSE	2,667,532	2,892,884	-7.8%
As % of Total Sales	13.7%	12.9%	
NET PROFIT BEFORE TAX	329,207	300,769	9.5%
As % of Total Sales	1.7%	1.3%	
NEW VEHICLE SALES	10,144,684	12,997,441	-21.9%
As % of Total Sales	52.1%	57.8%	
USED VEHICLE SALES	6,281,884	6,443,521	-2.5%
As % of Total Sales	32.3%	28.6%	
SERVICE AND PARTS	3,048,584	3,065,296	-0.5%
As % of Total Sales	15.7%	13.6%	
ADVERTISING EXPENSE	212,917	260,368	-18.2%
As % of Total Sales	1.09%	1.16%	
Per New Vehicle Retailed	\$645	\$629	2.5%
RENT & EQUIVALENT	298,230	276,700	7.8%
As % of Total Sales	1.53%	1.23%	
Per New Vehicle Retailed	\$904	\$669	35.2%
FLOOR PLAN INTEREST	21,394	31,877	-32.9%
As % of Total Sales	0.11%	0.14%	
Per New Vehicle Retailed	\$65	\$77	-15.8%
NEW VEHICLE SELLING PRICE (Retail)	\$28,587	\$28,171	1.5%
Gross as % of Selling Price	4.42%	4.47%	
Retail Gross Profit	\$1,263	\$1,261	0.2%
USED VEHICLE SELLING PRICE (Retail)	\$14,777	\$15,298	-3.4%
Gross as % of Selling Price	11.04%	10.98%	
Retail Gross Profit	\$1,632	\$1,679	-2.8%

LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS		
	YTD Oct 2009	% Change	Full Year 2008		Sep 09	Sep 08
Domestic Cars	3.0	-25.1%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)	1.37	1.50
Import Cars	1.6	-22.6%	2.3	Current ratio (Current assets to current liabilities)	2.03	1.98
Total Cars	4.6	-24.2%	6.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	59.2%	55.0%
Light-Duty Trucks	4.1	-26.5%	6.4	Return on equity (Annualized net pretax profit as % of net worth + lifo)	21.0%	17.8%
Total L-D Vehicles	8.6	-25.3%	13.2			