

## AVERAGE DEALERSHIP PROFILE

	July 2009	July 2008	Percent Change
TOTAL SALES	14,773,655	17,770,825	-16.9%
TOTAL GROSS	2,288,008	2,528,735	-9.5%
As % of Total Sales	15.5%	14.2%	
TOTAL EXPENSE	2,067,073	2,271,714	-9.0%
As % of Total Sales	14.0%	12.8%	
NET PROFIT BEFORE TAX	220,936	257,021	-14.0%
As % of Total Sales	1.5%	1.4%	
NEW VEHICLE SALES	7,550,581	10,184,551	-25.9%
As % of Total Sales	51.1%	57.3%	
USED VEHICLE SALES	4,839,637	5,174,795	-6.5%
As % of Total Sales	32.8%	29.1%	
SERVICE AND PARTS	2,383,437	2,411,480	-1.2%
As % of Total Sales	16.1%	13.6%	
ADVERTISING EXPENSE	163,739	201,556	-18.8%
As % of Total Sales	1.11%	1.13%	
Per New Vehicle Retailed	\$676	\$623	8.5%
RENT & EQUIVALENT	232,533	213,207	9.1%
As % of Total Sales	1.57%	1.20%	
Per New Vehicle Retailed	\$961	\$659	45.7%
FLOOR PLAN INTEREST	25,111	29,426	-14.7%
As % of Total Sales	0.17%	0.17%	
Per New Vehicle Retailed	\$104	\$91	14.0%
NEW VEHICLE SELLING PRICE (Retail)	\$28,735	\$28,080	2.3%
Gross as % of Selling Price	4.17%	4.51%	
Retail Gross Profit	\$1,198	\$1,266	-5.4%
USED VEHICLE SELLING PRICE (Retail)	\$14,628	\$15,377	-4.9%
Gross as % of Selling Price	11.00%	11.05%	
Retail Gross Profit	\$1,610	\$1,699	-5.3%
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>			
	<b>YTD Aug</b>	<b>%</b>	<b>Full Year</b>
	<b>2009</b>	<b>Change</b>	<b>2008</b>
Domestic Cars	2.4	-27.6%	4.6
Import Cars	1.3	-25.5%	2.3
Total Cars	3.7	-26.9%	6.8
Light-Duty Trucks	3.3	-28.8%	6.4
<b>Total L-D Vehicles</b>	<b>7.1</b>	<b>-27.8%</b>	<b>13.2</b>
<b>BALANCE SHEET RATIOS</b>			
		<b>July 09</b>	<b>July 08</b>
Net debt to equity (Total liabilities less floorplan to net worth + lifo)		1.40	1.53
Current ratio (Current assets to current liabilities)		1.98	1.98
Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)		59.5%	55.0%
Return on equity (Annualized net pretax profit as % of net worth + lifo)		17.6%	19.4%