

Average dealership profile

Light-Duty Vehicle Sales

In millions

	Dec. YTD 2008	% chg.	Full year 2007
Domestic cars	4.6	-13.2%	5.3
Import cars	2.3	-4.8%	2.4
Total cars	6.8	-10.6%	7.6
Light-duty trucks	6.4	-24.7%	8.5
Total light-duty vehicles	13.2	-16.3%	16.1

Balance Sheet Ratios (Nov.)

Net debt to equity (Total liabilities less floor plan to total equity)	1.47
Current ratio (Current assets to current liabilities)	1.96
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	55.1%
Return on equity	14.9%

Source: NADA Industry Analysis Division

	November YTD 2008	November YTD 2007	Percent change
Total sales	\$26,624,264	\$30,501,962	-12.7%
Total gross	\$3,821,155	\$4,192,000	-8.8%
As % of total sales	14.4%	13.7%	
Total expense	\$3,514,318	\$3,662,992	-4.1%
As % of total sales	13.2%	12.0%	
Net profit before taxes	\$306,837	\$529,009	-42.0%
As % of total sales	1.2%	1.7%	
New-vehicle sales	\$15,231,374	\$17,797,537	-14.4%
As % of total sales	57.2%	58.3%	
Used-vehicle sales	\$7,653,665	\$9,030,185	-15.2%
As % of total sales	28.7%	29.6%	
Service and parts	\$3,739,225	\$3,674,240	1.8%
As % of total sales	14.0%	12.0%	
Advertising expense	\$315,597	\$343,824	-8.2%
As % of total sales	1.19%	1.13%	
Per new vehicle retailed	\$650	\$606	7.3%
Rent and equivalent	\$343,506	\$326,900	5.1%
As % of total sales	1.29%	1.07%	
Per new vehicle retailed	\$707	\$576	22.8%
New-vehicle floor-plan interest	\$40,670	\$92,870	-56.2%
As % of total sales	0.15%	0.30%	
Per new vehicle retailed	\$84	\$164	-48.8%
Average new-vehicle selling price (retail)	\$28,280	\$28,711	-1.5%
Gross as % of selling price	4.45%	5.02%	
Average gross profit	\$1,258	\$1,442	-12.8%
Average used-vehicle selling price (retail)	\$15,203	\$15,669	-3.0%
Gross as % of selling price	10.86%	11.39%	
Average gross profit	\$1,651	\$1,785	-7.5%

Average dealership profile

Light-Duty Vehicle Sales

In millions

	Jan. YTD 2009	% chg.	Full year 2008
Domestic cars	0.2	-42.2%	4.6
Import cars	0.1	-24.4%	2.3
Total cars	0.3	-36.9%	6.8
Light-duty trucks	0.3	-37.0%	6.4
Total light-duty vehicles	0.7	-36.9%	13.2

Balance Sheet Ratios (Dec.)

Net debt to equity (Total liabilities less floor plan to total equity)	1.48
Current ratio (Current assets to current liabilities)	1.97
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	55.0%
Return on equity	12.4%

Source: NADA Industry Analysis Division

	December YTD 2008	December YTD 2007	Percent change
Total sales	\$28,789,595	\$33,231,514	-13.4%
Total gross	\$4,116,348	\$4,526,056	-9.1%
As % of total sales	14.3%	13.6%	
Total expense	\$3,836,663	\$4,020,182	-4.6%
As % of total sales	13.3%	12.1%	
Net profit before taxes	\$279,685	\$505,874	-44.7%
As % of total sales	1.0%	1.5%	
New-vehicle sales	\$16,457,614	\$19,458,633	-15.4%
As % of total sales	57.2%	58.6%	
Used-vehicle sales	\$8,242,208	\$9,777,551	-15.7%
As % of total sales	28.6%	29.4%	
Service and parts	\$4,089,773	\$3,995,329	2.4%
As % of total sales	14.2%	12.0%	
Advertising expense	\$341,285	\$376,668	-9.4%
As % of total sales	1.19%	1.13%	
Per new vehicle retailed	\$653	\$610	7.2%
Rent and equivalent	\$376,578	\$360,128	4.6%
As % of total sales	1.31%	1.08%	
Per new vehicle retailed	\$721	\$583	23.7%
New-vehicle floor-plan interest	\$43,930	\$103,249	-57.5%
As % of total sales	0.15%	0.31%	
Per new vehicle retailed	\$84	\$167	-49.7%
Average new-vehicle selling price (retail)	\$28,351	\$28,797	-1.5%
Gross as % of selling price	4.43%	5.01%	
Average gross profit	\$1,257	\$1,442	-12.8%
Average used-vehicle selling price (retail)	\$15,201	\$15,714	-3.3%
Gross as % of selling price	10.74%	11.31%	
Average gross profit	\$1,633	\$1,778	-8.1%