

AVERAGE DEALERSHIP PROFILE

	YTD December 2009	YTD December 2008	Percent Change
TOTAL SALES	26,378,752	28,517,867	-7.5%
TOTAL GROSS	4,020,028	4,077,497	-1.4%
As % of Total Sales	15.2%	14.3%	
TOTAL EXPENSE	3,621,961	3,800,451	-4.7%
As % of Total Sales	13.7%	13.3%	
NET PROFIT BEFORE TAX	398,067	277,045	43.7%
As % of Total Sales	1.5%	1.0%	
NEW VEHICLE SALES	13,798,152	16,302,280	-15.4%
As % of Total Sales	52.3%	57.2%	
USED VEHICLE SALES	8,452,020	8,164,415	3.5%
As % of Total Sales	32.0%	28.6%	
SERVICE AND PARTS	4,128,580	4,051,172	1.9%
As % of Total Sales	15.7%	14.2%	
ADVERTISING EXPENSE	292,010	338,063	-13.6%
As % of Total Sales	1.11%	1.19%	
Per New Vehicle Retailed	\$661	\$653	1.1%
RENT & EQUIVALENT	398,456	373,023	6.8%
As % of Total Sales	1.51%	1.31%	
Per New Vehicle Retailed	\$902	\$721	25.1%
FLOOR PLAN INTEREST	15,685	43,515	-64.0%
As % of Total Sales	0.06%	0.15%	
Per New Vehicle Retailed	\$35	\$84	-57.8%
NEW VEHICLE SELLING PRICE (Retail)	\$28,966	\$28,351	2.2%
Gross as % of Selling Price	4.49%	4.43%	
Retail Gross Profit	\$1,301	\$1,257	3.5%
USED VEHICLE SELLING PRICE (Retail)	\$14,976	\$15,201	-1.5%
Gross as % of Selling Price	11.49%	10.74%	
Retail Gross Profit	\$1,721	\$1,633	5.4%
LIGHT-DUTY VEHICLE SALES (Millions of units)			
	YTD Jan	%	Full Year
	2010	Change	2009
Domestic Cars	0.2	21.3%	3.6
Import Cars	0.1	3.0%	1.8
Total Cars	0.4	14.7%	5.5
Light-Duty Trucks	0.3	-1.6%	4.9
Total L-D Vehicles	0.7	6.2%	10.4
BALANCE SHEET RATIOS			
	YTD	YTD	
	Dec 09	Dec 08	
Net debt to equity (Total liabilities less floorplan to net worth + lifo)	1.25	1.48	
Current ratio (Current assets to current liabilities)	1.84	1.97	
Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	59.0%	55.0%	
Return on equity (Annualized net pretax profit as % of net worth + lifo)	18.0%	12.4%	