



Industry Analysis

Dealership Financial Profile

	YTD Aug 2011	YTD Aug 2010	Percent Change																																										
TOTAL SALES	23,062,472	20,082,069	14.8%																																										
TOTAL GROSS	3,375,263	2,975,280	13.4%																																										
As % of Total Sales	14.6%	14.8%																																											
TOTAL EXPENSE	2,789,729	2,490,817	12.0%																																										
As % of Total Sales	12.1%	12.4%																																											
NET PROFIT BEFORE TAX	585,534	484,462	20.9%																																										
As % of Total Sales	2.5%	2.4%																																											
NEW VEHICLE DEPT. SALES	12,384,359	10,459,798	18.4%																																										
As % of Total Sales	53.7%	52.1%																																											
USED VEHICLE DEPT. SALES	7,598,198	6,800,839	11.7%																																										
As % of Total Sales	32.9%	33.9%																																											
SERVICE AND PARTS DEPTS. SALES	3,079,915	2,821,432	9.2%																																										
As % of Total Sales	13.4%	14.0%																																											
ADVERTISING EXPENSE	237,568	212,445	11.8%																																										
As % of Total Sales	1.03%	1.06%																																											
Per New Vehicle Retailed	\$619	\$648	-4.4%																																										
RENT & EQUIVALENT	269,216	248,338	8.4%																																										
As % of Total Sales	1.17%	1.24%																																											
Per New Vehicle Retailed	\$702	\$758	-7.4%																																										
FLOOR PLAN INTEREST	(12,503)	(11,254)	11.1%																																										
As % of Total Sales	-0.05%	-0.06%																																											
Per New Vehicle Retailed	(\$33)	(\$34)	-5.1%																																										
NEW VEHICLE SELLING PRICE (Retail)	\$30,218	\$29,365	2.9%																																										
Gross as % of Selling Price	4.62%	4.62%																																											
Retail Gross Profit	\$1,397	\$1,357	2.9%																																										
USED VEHICLE SELLING PRICE (Retail)	\$17,095	\$16,284	5.0%																																										
Gross as % of Selling Price	12.97%	14.00%																																											
Retail Gross Profit	\$2,217	\$2,280	-2.8%																																										
<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>YTD Sep 2011</th> <th>% Change</th> <th>Full Year 2010</th> <th>YTD Aug 2011</th> <th>YTD Aug 2010</th> </tr> </thead> <tbody> <tr> <td>Domestic Cars</td> <td>3.2</td> <td>10.4%</td> <td>3.8</td> <td>0.97</td> <td>0.99</td> </tr> <tr> <td>Import Cars</td> <td>1.4</td> <td>2.0%</td> <td>1.8</td> <td>1.38</td> <td>1.40</td> </tr> <tr> <td>Total Cars</td> <td>4.6</td> <td>7.7%</td> <td>5.6</td> <td>58.7%</td> <td>60.4%</td> </tr> <tr> <td>Light-Duty Trucks</td> <td>4.9</td> <td>12.9%</td> <td>5.9</td> <td>31.9%</td> <td>29.5%</td> </tr> <tr> <td>Total L-D Vehicles</td> <td>9.5</td> <td>10.3%</td> <td>11.6</td> <td></td> <td></td> </tr> </tbody> </table>				LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS			YTD Sep 2011	% Change	Full Year 2010	YTD Aug 2011	YTD Aug 2010	Domestic Cars	3.2	10.4%	3.8	0.97	0.99	Import Cars	1.4	2.0%	1.8	1.38	1.40	Total Cars	4.6	7.7%	5.6	58.7%	60.4%	Light-Duty Trucks	4.9	12.9%	5.9	31.9%	29.5%	Total L-D Vehicles	9.5	10.3%	11.6		
LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS																																									
	YTD Sep 2011	% Change	Full Year 2010	YTD Aug 2011	YTD Aug 2010																																								
Domestic Cars	3.2	10.4%	3.8	0.97	0.99																																								
Import Cars	1.4	2.0%	1.8	1.38	1.40																																								
Total Cars	4.6	7.7%	5.6	58.7%	60.4%																																								
Light-Duty Trucks	4.9	12.9%	5.9	31.9%	29.5%																																								
Total L-D Vehicles	9.5	10.3%	11.6																																										

Please visit: www.NADAFrontPage.com