



Industry Analysis

Dealership Financial Profile

	YTD Dec 2010	YTD Dec 2009	Percent Change																																										
TOTAL SALES	31,240,140	26,645,303	17.2%																																										
TOTAL GROSS	4,542,327	4,060,649	11.9%																																										
As % of Total Sales	14.5%	15.2%																																											
TOTAL EXPENSE	3,900,270	3,658,560	6.6%																																										
As % of Total Sales	12.5%	13.7%																																											
NET PROFIT BEFORE TAX	642,057	402,090	59.7%																																										
As % of Total Sales	2.1%	1.5%																																											
NEW VEHICLE SALES	16,509,875	13,937,579	18.5%																																										
As % of Total Sales	52.8%	52.3%																																											
USED VEHICLE SALES	10,343,718	8,537,426	21.2%																																										
As % of Total Sales	33.1%	32.0%																																											
SERVICE AND PARTS	4,386,547	4,170,298	5.2%																																										
As % of Total Sales	14.0%	15.7%																																											
ADVERTISING EXPENSE	335,598	294,961	13.8%																																										
As % of Total Sales	1.07%	1.11%																																											
Per New Vehicle Retailed	\$654	\$661	-1.0%																																										
RENT & EQUIVALENT	389,365	402,482	-3.3%																																										
As % of Total Sales	1.25%	1.51%																																											
Per New Vehicle Retailed	\$759	\$902	-15.8%																																										
FLOOR PLAN INTEREST	(20,073)	15,843	-226.7%																																										
As % of Total Sales	-0.06%	0.06%																																											
Per New Vehicle Retailed	(\$39)	\$35	-210.2%																																										
NEW VEHICLE SELLING PRICE (Retail)	\$29,793	\$28,966	2.9%																																										
Gross as % of Selling Price	4.49%	4.49%																																											
Retail Gross Profit	\$1,338	\$1,301	2.8%																																										
USED VEHICLE SELLING PRICE (Retail)	\$16,474	\$14,976	10.0%																																										
Gross as % of Selling Price	13.44%	11.49%																																											
Retail Gross Profit	\$2,214	\$1,721	28.6%																																										
<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>Jan 2011</th> <th>% Change</th> <th>Full Year 2010</th> <th>YTD Dec 2010</th> <th>YTD Dec 2009</th> </tr> </thead> <tbody> <tr> <td>Domestic Cars</td> <td>0.3</td> <td>6.3%</td> <td>3.8</td> <td>0.97</td> <td>1.25</td> </tr> <tr> <td>Import Cars</td> <td>0.1</td> <td>8.0%</td> <td>1.8</td> <td>1.39</td> <td>1.84</td> </tr> <tr> <td>Total Cars</td> <td>0.4</td> <td>6.8%</td> <td>5.6</td> <td>59.6%</td> <td>59.0%</td> </tr> <tr> <td>Light-Duty Trucks</td> <td>0.4</td> <td>28.3%</td> <td>5.9</td> <td>24.8%</td> <td>18.0%</td> </tr> <tr> <td>Total L-D Vehicles</td> <td>0.8</td> <td>17.3%</td> <td>11.6</td> <td></td> <td></td> </tr> </tbody> </table>				LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS			Jan 2011	% Change	Full Year 2010	YTD Dec 2010	YTD Dec 2009	Domestic Cars	0.3	6.3%	3.8	0.97	1.25	Import Cars	0.1	8.0%	1.8	1.39	1.84	Total Cars	0.4	6.8%	5.6	59.6%	59.0%	Light-Duty Trucks	0.4	28.3%	5.9	24.8%	18.0%	Total L-D Vehicles	0.8	17.3%	11.6		
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