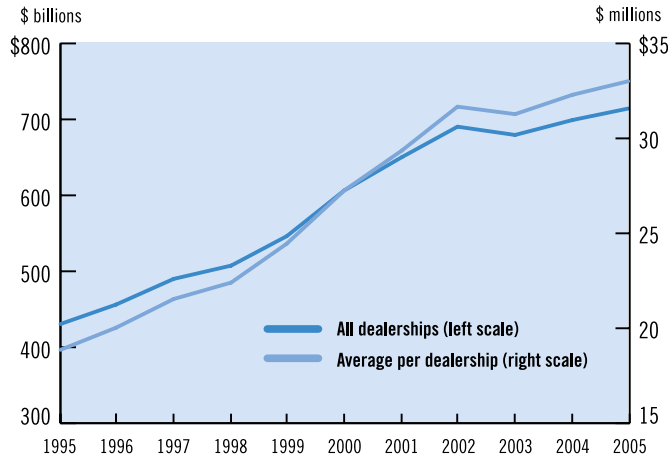
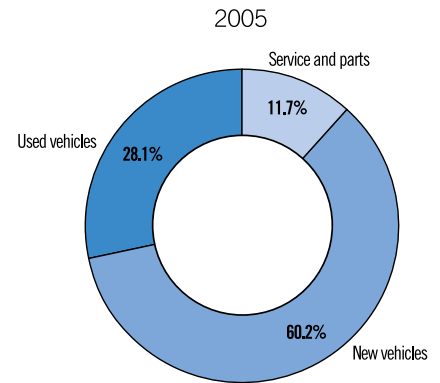


Total sales of new-car dealerships



Share of total dealership sales dollars

By department



Source: NADA Industry Analysis Division

Average dealership profile

Light-duty vehicle sales

In millions

	Full year 2006	% chg.	Full year 2005
Domestic cars	5.4	-0.8%	5.5
Import cars	2.3	7.2%	2.2
Total cars	7.8	1.5%	7.7
Light-duty trucks	8.7	-6.0%	9.3
Total light-duty vehicles	16.5	-2.6%	16.9

Balance sheet ratios (Nov. 2006)

Net debt to equity (Total liabilities less floor plan to total equity)	1.43
Current ratio (Current assets to current liabilities)	1.90
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	52.4%
Return on equity	25.0%

Source: NADA Industry Analysis Division

	November YTD 2006	November YTD 2005	Percent change
Total sales	\$29,177,912	\$29,460,501	-1.0%
Total gross	\$4,000,656	\$3,974,953	0.6%
As % of total sales	13.7%	13.5%	
Total expense	\$3,502,9633	\$3,431,626	2.1%
As % of total sales	12.0%	11.6%	
Net profit before taxes	\$497,6924	\$543,327	-8.4%
As % of total sales	1.7%	1.8%	
New-vehicle sales	\$17,159,3844	\$17,624,503	-2.6%
As % of total sales	58.8%	59.8%	
Used-vehicle sales	\$8,530,745	\$8,375,066	1.9%
As % of total sales	29.2%	28.4%	
Service and parts	\$3,487,783	\$3,460,931	0.8%
As % of total sales	12.0%	11.7%	
Advertising expense	\$332,022	\$329,734	0.7%
As % of total sales	1.14%	1.12%	
Per new vehicle retailed	\$585	\$570	2.7%
Rent and equivalent	\$302,427	\$289,376	4.5%
As % of total sales	1.04%	0.98%	
Per new vehicle retailed	\$533	\$500	6.6%
New-vehicle floor-plan interest	\$96,152	\$47,168	103.9%
As % of total sales	0.33%	0.16%	
Per new vehicle retailed	\$169	\$82	107.9%
Average new-vehicle selling price (retail)	\$28,350	\$28,254	0.3%
Gross as % of selling price	5.22%	5.12%	
Average gross profit	\$1,481	\$1,447	2.3%
Average used-vehicle selling price (retail)	\$15,506	\$14,880	4.2%
Gross as % of selling price	11.50%	11.63%	
Average gross profit	\$1,783	\$1,730	3.1%