



Industry Analysis

Dealership Financial Profile

	YTD Aug 2010	YTD Aug 2009	Percent Change																																										
TOTAL SALES	20,231,635	17,611,624	14.9%																																										
TOTAL GROSS	2,997,439	2,697,936	11.1%																																										
As % of Total Sales	14.8%	15.3%																																											
TOTAL EXPENSE	2,509,368	2,401,585	4.5%																																										
As % of Total Sales	12.4%	13.6%																																											
NET PROFIT BEFORE TAX	488,071	296,351	64.7%																																										
As % of Total Sales	2.4%	1.7%																																											
NEW VEHICLE SALES	10,537,700	9,207,840	14.4%																																										
As % of Total Sales	52.1%	52.3%																																											
USED VEHICLE SALES	6,851,490	5,663,013	21.0%																																										
As % of Total Sales	33.9%	32.2%																																											
SERVICE AND PARTS	2,842,446	2,740,771	3.7%																																										
As % of Total Sales	14.0%	15.6%																																											
ADVERTISING EXPENSE	214,027	190,775	12.2%																																										
As % of Total Sales	1.06%	1.08%																																											
Per New Vehicle Retailed	\$648	\$635	2.0%																																										
RENT & EQUIVALENT	250,187	268,322	-6.8%																																										
As % of Total Sales	1.24%	1.52%																																											
Per New Vehicle Retailed	\$758	\$894	-15.2%																																										
FLOOR PLAN INTEREST	(11,338)	24,848	-145.6%																																										
As % of Total Sales	-0.06%	0.14%																																											
Per New Vehicle Retailed	(\$34)	\$83	-141.5%																																										
NEW VEHICLE SELLING PRICE (Retail)	\$29,365	\$28,380	3.5%																																										
Gross as % of Selling Price	4.62%	4.37%																																											
Retail Gross Profit	\$1,357	\$1,240	9.4%																																										
USED VEHICLE SELLING PRICE (Retail)	\$16,284	\$14,690	10.8%																																										
Gross as % of Selling Price	14.00%	11.05%																																											
Retail Gross Profit	\$2,280	\$1,623	40.5%																																										
<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 2010</th> <th>% Change</th> <th>Full Year 2009</th> <th>YTD Aug 10</th> <th>YTD Jul 09</th> </tr> </thead> <tbody> <tr> <td>Domestic Cars</td> <td>2.9</td> <td>8.7%</td> <td>3.6</td> <td>0.99</td> <td>1.38</td> </tr> <tr> <td>Import Cars</td> <td>1.4</td> <td>-3.4%</td> <td>1.8</td> <td>1.40</td> <td>2.01</td> </tr> <tr> <td>Total Cars</td> <td>4.3</td> <td>4.5%</td> <td>5.5</td> <td>60.4%</td> <td>59.2%</td> </tr> <tr> <td>Light-Duty Trucks</td> <td>4.3</td> <td>16.7%</td> <td>4.9</td> <td>29.5%</td> <td>20.7%</td> </tr> <tr> <td>Total L-D Vehicles</td> <td>8.6</td> <td>10.3%</td> <td>10.4</td> <td></td> <td></td> </tr> </tbody> </table>				LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS			YTD Sep 2010	% Change	Full Year 2009	YTD Aug 10	YTD Jul 09	Domestic Cars	2.9	8.7%	3.6	0.99	1.38	Import Cars	1.4	-3.4%	1.8	1.40	2.01	Total Cars	4.3	4.5%	5.5	60.4%	59.2%	Light-Duty Trucks	4.3	16.7%	4.9	29.5%	20.7%	Total L-D Vehicles	8.6	10.3%	10.4		
LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS																																									
	YTD Sep 2010	% Change	Full Year 2009	YTD Aug 10	YTD Jul 09																																								
Domestic Cars	2.9	8.7%	3.6	0.99	1.38																																								
Import Cars	1.4	-3.4%	1.8	1.40	2.01																																								
Total Cars	4.3	4.5%	5.5	60.4%	59.2%																																								
Light-Duty Trucks	4.3	16.7%	4.9	29.5%	20.7%																																								
Total L-D Vehicles	8.6	10.3%	10.4																																										

Please visit: www.NADAFrontPage.com