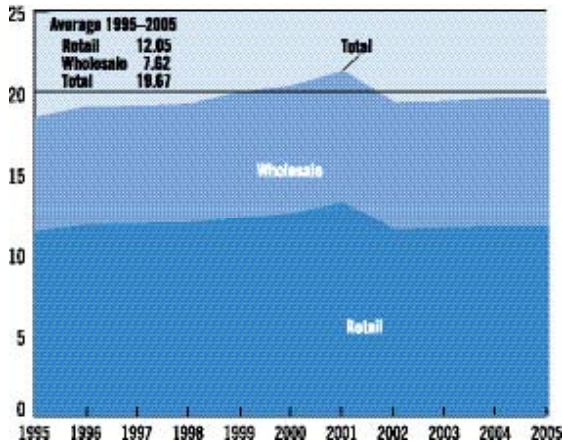


## Used-vehicle sales by new-car dealerships

In millions

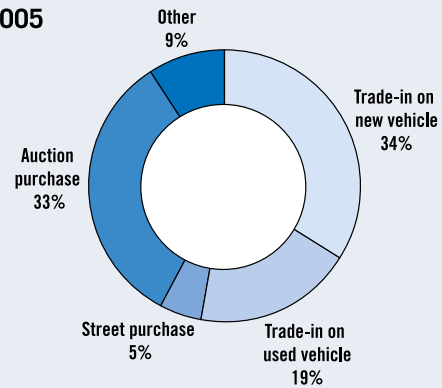


Source: NADA Industry Analysis Division

## Sources of used vehicles retailed by dealerships

By department

2005



## Average dealership profile

### Light-duty vehicle sales

In millions

	Oct. YTD 2006	% chg.	Full year 2005
Domestic cars	5.0	-0.8%	5.5
Import cars	2.1	6.4%	2.2
Total cars	7.1	1.4%	7.7
Light-duty trucks	7.9	-6.6%	9.3
Total light-duty vehicles	15.1	-3.0%	16.9

### Balance sheet ratios (Oct. 2006)

**Net debt to equity** 1.44  
(Total liabilities less floor plan to total equity)

**Current ratio** 1.90  
(Current assets to current liabilities)

**Service and parts absorption** 52.4%  
(Service and parts gross profits divided by total fixed overhead expense)

**Return on equity** 25.9%

Source: NADA Industry Analysis Division

	October YTD 2006	October YTD 2005	Percent change
<b>Total sales</b>	\$26,772,058	\$26,991,198	-0.8%
<b>Total gross</b>	\$3,658,027	\$3,632,800	0.7%
As % of total sales	13.7%	13.5%	
<b>Total expense</b>	\$3,190,153	\$3,117,915	2.3%
As % of total sales	11.9%	11.6%	
<b>Net profit before taxes</b>	\$467,874	\$514,884	-9.1%
As % of total sales	1.7%	1.9%	
<b>New-vehicle sales</b>	\$15,774,154	\$16,201,423	-2.6%
As % of total sales	58.9%	60.0%	
<b>Used-vehicle sales</b>	\$7,823,970	\$7,657,738	2.2%
As % of total sales	29.2%	28.4%	
<b>Service and parts</b>	\$3,173,934	\$3,132,037	1.3%
As % of total sales	11.9%	11.6%	
<b>Advertising expense</b>	\$301,721	\$298,850	1.0%
As % of total sales	1.13%	1.11%	
Per new vehicle retailed	\$589	\$560	5.3%
<b>Rent and equivalent</b>	\$273,420	\$260,852	4.8%
As % of total sales	1.02%	0.97%	
Per new vehicle retailed	\$534	\$488	9.3%
<b>New-vehicle floor-plan interest</b>	\$87,599	\$41,133	113.0%
As % of total sales	0.33%	0.15%	
Per new vehicle retailed	\$171	\$77	122.1%
<b>Average new-vehicle selling price (retail)</b>	\$28,223	\$28,134	0.3%
Gross as % of selling price	5.23%	5.13%	
Average gross profit	\$1,476	\$1,444	2.2%
<b>Average used-vehicle selling price (retail)</b>	\$15,508	\$14,851	4.4%
Gross as % of selling price	11.52%	11.67%	
Average gross profit	\$1,787	\$1,733	3.1%