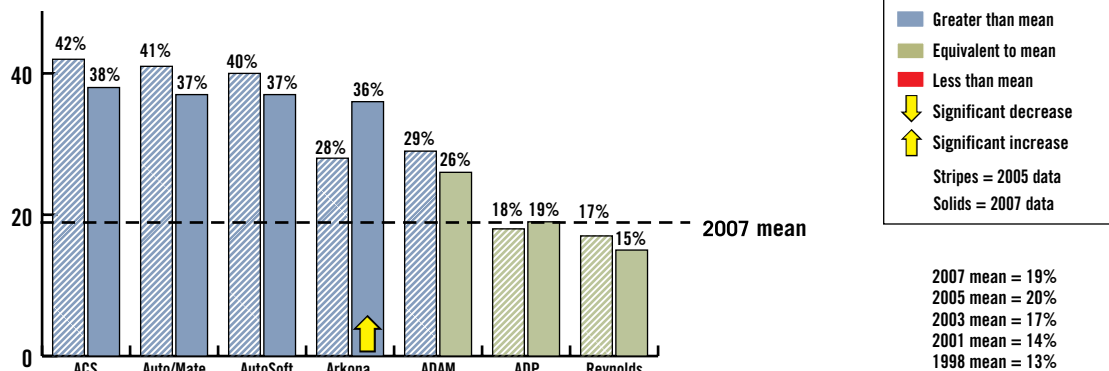


**NADA DEALER SYSTEM PROVIDER (DSP) VENDOR SURVEY**  
**How cost-effective is the computer system training you get from your DSP vendor?**



Note: Percentages represent very cost-effective ratings. All dealership positions surveyed. Source: NADA Information Technology

## Average dealership profile

### Light-duty vehicle sales

In millions of units

	Feb. YTD 2009	% chg.	Full year 2008
Domestic cars	0.4	-43.0%	4.6
Import cars	0.2	-26.3%	2.3
Total cars	0.7	-38.0%	6.8
Light-duty trucks	0.7	-40.5%	6.4
Total light-duty vehicles	1.3	-39.3%	13.2

### Balance sheet ratios (Jan. 2009)

<b>Net debt to equity</b> (Total liabilities less floor plan to total equity)	1.38
<b>Current ratio</b> (Current assets to current liabilities)	1.88
<b>Service and parts absorption</b> (Service and parts gross profits divided by total fixed overhead expense)	59.8%
<b>Return on equity</b>	8.5%

Source: NADA Industry Analysis Division

	January YTD 2009	January YTD 2008	Percent change
<b>Total sales</b>	\$1,820,341	\$2,382,566	-23.6%
<b>Total gross</b>	\$304,803	\$360,494	-15.4%
As % of total sales	16.7%	15.1%	
<b>Total expense</b>	\$286,361	\$332,418	-13.9%
As % of total sales	15.7%	14.0%	
<b>Net profit before taxes</b>	\$18,442	\$28,076	-34.3%
As % of total sales	1.0%	1.2%	
<b>New-vehicle sales</b>	\$841,141	\$1,266,507	-33.6%
As % of total sales	46.2%	53.2%	
<b>Used-vehicle sales</b>	\$640,296	\$744,227	-14.0%
As % of total sales	35.2%	31.2%	
<b>Service and parts</b>	\$338,904	\$371,832	-8.9%
As % of total sales	18.6%	15.6%	
<b>Advertising expense</b>	\$18,343	\$23,288	-21.2%
As % of total sales	1.01%	0.98%	
Per new vehicle retained	\$698	\$604	15.7%
<b>Rent and equivalent</b>	\$31,828	\$30,839	3.2%
As % of total sales	1.75%	1.29%	
Per new vehicle retained	\$1,212	\$799	51.5%
<b>New-vehicle floor-plan interest</b>	\$6,181	\$10,579	-41.6%
As % of total sales	0.34%	0.44%	
Per new vehicle retained	\$235	\$274	-14.2%
<b>Average new-vehicle selling price (retail)</b>	\$29,821	\$29,508	1.1%
Gross as % of selling price	3.99%	4.43%	
Average gross profit	\$1,191	\$1,306	-8.8%
<b>Average used-vehicle selling price (retail)</b>	\$14,202	\$15,526	-8.5%
Gross as % of selling price	11.09%	11.23%	
Average gross profit	\$1,576	\$1,744	-9.7%