

## AVERAGE DEALERSHIP PROFILE

	November 2009	November 2008	Percent Change
TOTAL SALES	23,884,923	26,323,190	-9.3%
TOTAL GROSS	3,670,329	3,777,944	-2.8%
As % of Total Sales	15.4%	14.4%	
TOTAL EXPENSE	3,273,475	3,474,577	-5.8%
As % of Total Sales	13.7%	13.2%	
NET PROFIT BEFORE TAX	396,854	303,367	30.8%
As % of Total Sales	1.7%	1.2%	
NEW VEHICLE SALES	12,426,678	15,059,134	-17.5%
As % of Total Sales	52.0%	57.2%	
USED VEHICLE SALES	7,706,378	7,567,116	1.8%
As % of Total Sales	32.3%	28.7%	
SERVICE AND PARTS	3,751,868	3,696,940	1.5%
As % of Total Sales	15.7%	14.0%	
ADVERTISING EXPENSE	264,288	312,028	-15.3%
As % of Total Sales	1.11%	1.19%	
Per New Vehicle Retailed	\$661	\$650	1.7%
RENT & EQUIVALENT	362,934	339,622	6.9%
As % of Total Sales	1.52%	1.29%	
Per New Vehicle Retailed	\$908	\$707	28.3%
FLOOR PLAN INTEREST	16,651	40,210	-58.6%
As % of Total Sales	0.07%	0.15%	
Per New Vehicle Retailed	\$42	\$84	-50.3%
NEW VEHICLE SELLING PRICE (Retail)	\$28,839	\$28,280	2.0%
Gross as % of Selling Price	4.46%	4.45%	
Retail Gross Profit	\$1,288	\$1,258	2.3%
USED VEHICLE SELLING PRICE (Retail)	\$14,895	\$15,203	-2.0%
Gross as % of Selling Price	11.38%	10.86%	
Retail Gross Profit	\$1,695	\$1,651	2.7%
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>			
	<b>Full Year</b>	<b>%</b>	<b>Full Year</b>
	<b>2009</b>	<b>Change</b>	<b>2008</b>
Domestic Cars	3.6	-20.2%	4.6
Import Cars	1.8	-19.4%	2.3
Total Cars	5.5	-19.9%	6.8
Light-Duty Trucks	4.9	-22.5%	6.4
<b>Total L-D Vehicles</b>	<b>10.4</b>	<b>-21.2%</b>	<b>13.2</b>
<b>BALANCE SHEET RATIOS</b>			
		<b>Nov 09</b>	<b>Nov 08</b>
Net debt to equity (Total liabilities less floorplan to net worth + lifo)		1.28	1.47
Current ratio (Current assets to current liabilities)		1.89	1.96
Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)		59.4%	55.1%
Return on equity (Annualized net pretax profit as % of net worth + lifo)		19.9%	14.9%