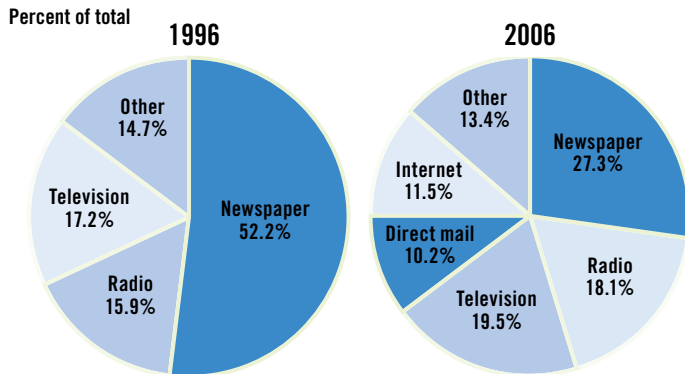
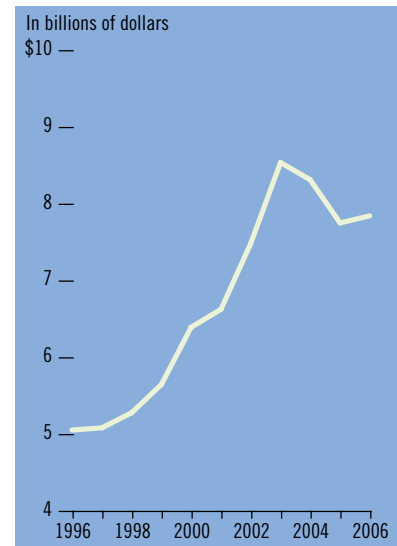


Advertising expenditures, by medium



Source: NADA Industry Analysis Division

Total dealership advertising expenditures



Source: NADA Industry Analysis Division

Average dealership profile

Light-duty vehicle sales

In millions

	April YTD 2007	% chg.	Full year 2006
Domestic cars	1.7	-10.1%	5.4
Import cars	0.8	10.0%	2.3
Total cars	2.4	-4.6%	7.8
Light-duty trucks	2.8	-1.6%	8.7
Total light-duty vehicles	5.2	-3.0%	16.5

Balance sheet ratios (March 2007)

Net debt to equity (Total liabilities less floor plan to total equity)	1.45
Current ratio (Current assets to current liabilities)	1.86
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	52.5%
Return on equity	24.0%

Source: NADA Industry Analysis Division

	March YTD 2007	March YTD 2006	Percent change
Total sales	\$7,969,129	\$7,551,107	5.5%
Total gross	\$1,121,942	\$1,052,417	6.6%
As % of total sales	14.1%	13.9%	
Total expense	\$982,568	\$921,638	6.6%
As % of total sales	12.3%	12.2%	
Net profit before taxes	\$139,374	\$130,778	6.6%
As % of total sales	1.7%	1.7%	
New-vehicle sales	\$4,584,324	\$4,354,292	5.3%
As % of total sales	57.5%	57.7%	
Used-vehicle sales	\$2,392,824	\$2,256,197	6.1%
As % of total sales	30.0%	29.9%	
Service and parts	\$991,981	\$940,618	5.5%
As % of total sales	12.4%	12.5%	
Advertising expense	\$86,649	\$82,964	4.4%
As % of total sales	1.09%	1.10%	
Per new vehicle retailed	\$593	\$606	-2.2%
Rent and equivalent	\$84,484	\$79,213	6.7%
As % of total sales	1.06%	1.05%	
Per new vehicle retailed	\$578	\$579	-0.1%
New-vehicle floor-plan interest	\$26,535	\$21,525	23.3%
As % of total sales	0.33%	0.29%	
Per new vehicle retailed	\$182	\$157	15.5%
Average new-vehicle selling price (retail)	\$28,618	\$28,795	-0.6%
Gross as % of selling price	5.27%	5.24%	
Average gross profit	\$1,507	\$1,510	-0.2%
Average used-vehicle selling price (retail)	\$15,079	\$15,618	-3.5%
Gross as % of selling price	11.89%	11.53%	
Average gross profit	\$1,792	\$1,800	-0.4%