

Units	Year To Date Production			Year To Date Charge backs		
	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle
Units Delivered	581	454	1035	TOTAL CHARGEBACKS	(\$152,573)	(\$59,528)
Finance or Lease Contracts	451	399	850	Service Contracts		
Service Contracts	288	263	551	Pre-paid Maintenance		
Pre-Paid Maintenance	226	148	374	GAP		
GAP	296	275	571	Theft Deterrent		
Theft Deterrent	484	330	814	Paint Sealant & Appearance		
Paint Sealant & Appearance			0	Tire/Wheel		
Tire/Wheel			0	Lease Care		
Lease Care			0	Other _____		
Other _____	298	181	479			

Incomes	Year To Date Income		
	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	\$514,129	\$405,690	\$ 919,819.00
Service Contracts	\$550,438	\$432,544	\$ 982,982.00
Pre-Paid maintenance	\$119,060	\$39,688	\$ 158,748.00
GAP	\$225,475	\$171,347	\$ 396,822.00
Theft Deterrent	\$225,266	\$125,550	\$ 350,816.00
Paint Sealant & Appearance			0
Tire/Wheel			0
Lease Care			0
Other _____	\$161,548	\$92,532	\$ 254,080.00

