

Units	Year To Date Production			Year To Date Charge backs		
	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle
Units Delivered	268	447	715			
Finance or Lease Contracts	176	300	476	Finance or Lease Reserve		
Service Contracts	74	134	208	Service Contracts		
Pre-Paid Maintenance			0	Pre-paid Maintenance		
GAP	55	131	186	GAP		
Theft Deterrent			0	Theft Deterrent		
Paint Sealant & Appearance	103	125	228	Paint Sealant & Appearance		
Tire/Wheel	27	38	65	Tire/Wheel		
Lease Care			0	Lease Care		
Other <u>BUNDLE</u>	50	77	127	Other		

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	\$144,975	\$224,239	\$371,726
Service Contracts	\$126,101	\$175,290	\$301,391
Pre-Paid maintenance			0
GAP	\$22,335	\$50,269	\$72,604
Theft Deterrent			0
Paint Sealant & Appearance	\$26,749	\$31,348	\$58,097
Tire/Wheel	\$8,418	\$11,533	\$19,951
Lease Care			0
Other <u>BUNDLE</u>	\$19,790	\$28,222	\$48,012