

Units	Year To Date Production			Totals	Year To Date Charge backs		
	New Vehicle	Used Vehicle	Totals		Chargebacks	New Vehicle	Used Vehicle
Units Delivered	242	199	441	Chargebacks			
Finance or Lease Contracts			0	Finance or Lease Reserve			0
Service Contracts	105	118	223	Service Contracts			0
Pre-Paid Maintenance			0	Pre-paid Maintenance			0
GAP	57	47	104	GAP			0
Theft Deterrent	77	78	155	Theft Deterrent			0
Paint Sealant & Appearance	33	9	42	Paint Sealant & Appearance			0
Tire/Wheel			0	Tire/Wheel			0
Lease Care			0	Lease Care			0
Other			0	Other			0

Incomes	Year To Date Income		
	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	322531	342645	665176
Service Contracts	188612	219368	407980
Pre-Paid maintenance			0
GAP	32813	26918	59731
Theft Deterrent	53424	51364	104788
Paint Sealant & Appearance	30802	9642	40444
Tire/Wheel			0
Lease Care			0
Other			0

BE Gross		PVR		Product Penetration	Chargebacks
Actual	903,135	Product	1,412	128% Excludes finance reserve	26,660 From GL chargeback acct.
Not Final Final	853,612	Not Final Final	2,077		
Gross Pace	1,104,056	Actual	2,048		

All*	New	Used	Other	Fleet													
Gross	PVR	Penetration %	\$ Per Product	Counts	IMPACT I	Set Product Groups											
Show Breakdowns																	
Name	Deal Count	Deal #	Stk #	Cust Name	N/U/O	Ty	St	Front	Reserve	Warranty	GAP	Paint	Security	Undefined	Product	Product & Reserve	Total
Kendra Larsen	134							190,334	91,168	160,891	21,154	25,511	36,228	525	244,309	335,477	525,811
Jeffrey Rai	146							235,707	98,113	131,880	24,844	9,719	41,885	6,573	214,901	313,014	548,722
Billy Cooks	132							227,449	83,865	114,461	11,936	5,214	26,675	2,774	161,061	244,925	472,374
ID: 100	28							11,010	7,173	748	1,797	0	0	0	2,545	9,718	20,728
ID: null	1							675	0	0	0	0	0	0	0	0	675
Dept Total	441							665,176	280,319	407,980	59,731	40,444	104,788	9,872	622,816	903,135	1,568,310

*All excludes Fleet and Wholesale