

Description	CADILLAC-New	CADILLAC T-New	All Used	GRAND TOTALS
Retail Units	22	77	102	201
<i>New</i>	22	77	0	99
<i>Used</i>	0	0	102	102
Cash Units	0	14	14	28
Outside Financed Units	1	7	12	20
Financed				
<i>Units</i>	21	56	76	153
<i>Income</i>	\$ 24,011.89	\$ 104,118.71	\$ 98,584.84	\$ 226,715.44
<i>Average</i>	\$ 1,143.42	\$ 1,859.26	\$ 1,297.17	\$ 1,481.80
<i>Penetration</i>	95%	73%	75%	76%
<i>PVR</i>	\$ 1,091.45	\$ 1,352.19	\$ 966.52	\$ 1,127.94
Credit Life Policies				
<i>Units</i>	0	0	0	0
<i>Income</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Average</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Penetration</i>	0%	0%	0%	0%
<i>PVR</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Accident and Health				
<i>Units</i>	0	0	0	0
<i>Income</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Average</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Penetration</i>	0%	0%	0%	0%
<i>PVR</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
MECHANICAL REPA				
<i>Units</i>	14	40	62	116
<i>Income</i>	\$ 28,222.00	\$ 70,249.00	\$ 95,915.43	\$ 194,386.43
<i>Average</i>	\$ 2,015.86	\$ 1,756.23	\$ 1,547.02	\$ 1,675.75
<i>Penetration</i>	64%	52%	61%	58%
<i>PVR</i>	\$ 1,282.82	\$ 912.32	\$ 940.35	\$ 967.10
TERM CARE				
<i>Units</i>	0	0	0	0
<i>Income</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Average</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Penetration</i>	0%	0%	0%	0%
<i>PVR</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
OTHER VSC				
<i>Units</i>	4	14	3	21
<i>Income</i>	\$ 863.00	\$ 2,982.00	\$ 400.00	\$ 4,245.00
<i>Average</i>	\$ 215.75	\$ 213.00	\$ 133.33	\$ 202.14
<i>Penetration</i>	18%	18%	3%	10%
<i>PVR</i>	\$ 39.23	\$ 38.73	\$ 3.92	\$ 21.12

GAP				
Units	11	16	28	55
Income	\$ 4,851.00	\$ 9,300.00	\$ 7,854.00	\$ 22,005.00
Average	\$ 441.00	\$ 581.25	\$ 280.50	\$ 400.09
Penetration	58%	35%	37%	39%
PVR	\$ 220.50	\$ 120.78	\$ 77.00	\$ 109.48
TIRE & WHEEL PR				
Units	12	29	25	66
Income	\$ 4,190.00	\$ 8,584.00	\$ 7,395.00	\$ 20,169.00
Average	\$ 349.17	\$ 296.00	\$ 295.80	\$ 305.59
Penetration	55%	38%	25%	33%
PVR	\$ 190.45	\$ 111.48	\$ 72.50	\$ 100.34
FLEXIBLE MAINTN				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
PVR	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
CAR CARE SYSTEM				
Units	13	30	26	69
Income	\$ 6,610.00	\$ 9,846.00	\$ 8,429.00	\$ 24,885.00
Average	\$ 508.46	\$ 328.20	\$ 324.19	\$ 360.65
Penetration	59%	39%	25%	34%
PVR	\$ 300.45	\$ 127.87	\$ 82.64	\$ 123.81
EWT				
Units	0	0	0	0
Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Average	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Penetration	0%	0%	0%	0%
PVR	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
LOJACK				
Units	5	9	4	18
Income	\$ 1,770.00	\$ 3,255.00	\$ 1,370.00	\$ 6,395.00
Average	\$ 354.00	\$ 361.67	\$ 342.50	\$ 355.28
Penetration	23%	12%	4%	9%
PVR	\$ 80.45	\$ 42.27	\$ 13.43	\$ 31.82
PDR				
Units	6	14	12	32
Income	\$ 1,760.00	\$ 2,579.00	\$ 2,668.00	\$ 7,007.00
Average	\$ 293.33	\$ 184.21	\$ 222.33	\$ 218.97
Penetration	27%	18%	12%	16%
PVR	\$ 80.00	\$ 33.49	\$ 26.16	\$ 34.86
SMART LEASE PRO				

<i>Units</i>	0	0	0	0
<i>Income</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Average</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<i>Penetration</i>	0%	0%	0%	0%
<i>PVR</i>	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
OIL CHANGE PROG				
<i>Units</i>	18	47	71	136
<i>Income</i>	\$ 1,711.64	\$ 4,617.40	\$ 6,910.20	\$ 13,239.24
<i>Average</i>	\$ 95.09	\$ 98.24	\$ 97.33	\$ 97.35
<i>Penetration</i>	82%	61%	70%	68%
<i>PVR</i>	\$ 77.80	\$ 59.97	\$ 67.75	\$ 65.87
Front Gross	\$ 37,262.02	\$ 179,146.57	\$ 193,829.95	\$ 410,238.54
<i>Front Gross PVR</i>	\$ 1,693.73	\$ 2,326.58	\$ 1,900.29	\$ 2,040.99
F & I Gross	\$ 73,989.53	\$ 215,531.11	\$ 229,526.47	\$ 519,047.11
<i>Cash PVR</i>	\$ 100.00	\$ 510.05	\$ 739.49	\$ 625.79
<i>Finance PVR</i>	\$ 3,518.55	\$ 3,657.50	\$ 2,767.10	\$ 3,196.14
<i>F & I PVR</i>	\$ 3,363.16	\$ 2,799.11	\$ 2,250.26	\$ 2,582.32
<i>Product Income Avg.</i>	\$ 2,271.71	\$ 1,446.91	\$ 1,283.74	\$ 1,454.39
<i>Products per Deal</i>	3.77	2.58	2.26	2.55
Total Gross	\$ 111,251.55	\$ 394,677.68	\$ 423,356.42	\$ 929,285.65
<i>Total Gross PVR</i>	\$ 5,056.89	\$ 5,125.68	\$ 4,150.55	\$ 4,623.31
PRODUCT PENETRATION	386%	273%	237%	267%