

| Year To Date Production | | | | Year To Date Charge backs | | | |
|----------------------------|-------------|--------------|--------|----------------------------|-------------|--------------|--------|
| Units | New Vehicle | Used Vehicle | Totals | Chargebacks | New Vehicle | Used Vehicle | Totals |
| Units Delivered | 497 | 282 | 779 | Finance or Lease Reserve | 9646 | 25759 | 35405 |
| Finance or Lease Contracts | 457 | 150 | 607 | Service Contracts | 3630 | 11183 | 14813 |
| Service Contracts | 100 | 150 | 250 | Pre-paid Maintenance | 0 | 0 | 0 |
| Pre-Paid Maintenance | 213 | 101 | 314 | GAP | 10 | 10 | 20 |
| GAP | 6 | 36 | 42 | Theft Deterrent | 0 | 0 | 0 |
| Theft Deterrent | 0 | 0 | 0 | Paint Sealant & Appearance | 0 | 0 | 0 |
| Paint Sealant & Appearance | 183 | 52 | 235 | Tire/Wheel | 1750 | 2453 | 4203 |
| Tire/Wheel | 136 | 88 | 224 | Lease Care | 664 | 0 | 664 |
| Lease Care | 44 | | 44 | Other _____ | | | 0 |
| Other _____ | | | 0 | | | | 0 |

| Year To Date Income | | | |
|----------------------------|-------------|--------------|--------|
| Incomes | New Vehicle | Used Vehicle | Totals |
| Finance or Lease Reserve | 326312 | 140587 | 466899 |
| Service Contracts | 94300 | 131838 | 226138 |
| Pre-Paid maintenance | 213 | 101 | 314 |
| GAP | 4024 | 22973 | 26997 |
| Theft Deterrent | 0 | 0 | 0 |
| Paint Sealant & Appearance | 97451 | 21014 | 118465 |
| Tire/Wheel | 37025 | 16111 | 53136 |
| Lease Care | 17600 | 0 | 17600 |
| Other _____ | | | 0 |