

| Units | Year To Date Production | | | Year To Date Charge backs | | | |
|----------------------------|-------------------------|--------------|--------|----------------------------|-------------|--------------|--------|
| | New Vehicle | Used Vehicle | Totals | Chargebacks | New Vehicle | Used Vehicle | Totals |
| Units Delivered | 78 | 98 | 176 | | | | |
| Finance or Lease Contracts | 67 | 80 | 147 | Finance or Lease Reserve | 10065 | 21000 | 31065 |
| Service Contracts | 52 | 63 | 115 | Service Contracts | 6020 | 6266 | 12286 |
| Pre-Paid Maintenance | 6 | 7 | 13 | Pre-paid Maintenance | 896 | 388 | 1284 |
| GAP | 38 | 48 | 86 | GAP | 5530 | 6756 | 12286 |
| Theft Deterrent | 77 | 97 | 174 | Theft Deterrent | 1406 | 1880 | 3286 |
| Paint Sealant & Appearance | n/a | n/a | 0 | Paint Sealant & Appearance | | | 0 |
| Tire/Wheel | 11 | 13 | 24 | Tire/Wheel | 576 | 650 | 1226 |
| Lease Care | | | 0 | Lease Care | | | 0 |
| Other _____ | | | 0 | Other _____ | | | |

| Incomes | Year To Date Income | | |
|----------------------------|---------------------|--------------|--------|
| | New Vehicle | Used Vehicle | Totals |
| Finance or Lease Reserve | 84829 | 93915 | 178744 |
| Service Contracts | 85460 | 88681 | 174141 |
| Pre-Paid maintenance | 762 | 819 | 1581 |
| GAP | 19433 | 23884 | 43317 |
| Theft Deterrent | 77 | 97 | 174 |
| Paint Sealant & Appearance | | | 0 |
| Tire/Wheel | 5836 | 6670 | 12506 |
| Lease Care | | | 0 |
| Other _____ | | | 0 |

