



	New Finance				New Sub Prime				New Cash				New Lease				Total New				Target	Fleet				Status	#	Gross		
	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	%	Total\$	#	%	\$/per					
# of Deals		127				0				42				70				239							3			Pending	18	\$999.00
Contracts	\$47,539	127	100%	\$374	\$0	0			\$0	0			\$21,712	70	100%	\$310	\$69,251	197	82%	\$352	0%	\$0	3	100%	\$0	Approved	14	\$18,901.60		
Life	\$14,116	11	9%	\$1,283	\$0	0			\$0	0			\$7,845	10	14%	\$784	\$21,960	21	11%	\$1,046	0%	\$0	0	0%		Delivered	347	\$1,040,000.23		
CI	\$0	0	0%		\$0	0			\$0	0			\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Contracts		264		
A&H	\$10,850	9	7%	\$1,206	\$0	0			\$0	0			\$3,747	6	9%	\$624	\$14,596	15	8%	\$973	0%	\$0	0	0%		Life		24		
Warranty	\$159,804	84	66%	\$1,902	\$0	0			\$39,405	20	48%	\$1,970	\$16,024	10	14%	\$1,602	\$215,233	114	48%	\$1,888	0%	\$0	0	0%		CI		0		
Chemical	\$121,387	91	72%	\$1,334	\$0	0			\$33,892	28	67%	\$1,210	\$31,933	34	49%	\$939	\$187,212	153	64%	\$1,224	0%	\$0	0	0%		A&H		21		
Core \$\$	\$353,695			\$2,785	\$0				\$73,297			\$1,745	\$81,260			\$1,161	\$508,252			\$2,127	\$0	\$0			\$0	Warranty		170		
Etch	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Chemical		163		
Road Hazard	\$13,051	24	19%	\$544	\$0	0			\$1,500	2	5%	\$750	\$9,781	21	30%	\$466	\$24,332	47	20%	\$518	0%	\$0	0	0%		Etch		0		
Scratch & Dent	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Road Hazard		50		
Keys & Remote	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Scratch & Dent		0		
GAP	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Keys & Remote		0		
Accessories	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		GAP		0		
ACQUISITION FEE	\$3,498	10	8%	\$350	\$0	0			\$300	3	7%	\$100	\$6,900	21	30%	\$329	\$10,698	34	14%	\$315	0%	\$0	0	0%		Accessories		1		
XS WEAR	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		ACQUISITION FEE		57		
GAP	\$2,100	1	1%	\$2,100	\$0	0			\$0	0	0%		\$0	0	0%		\$2,100	1	0%	\$2,100	0%	\$0	0	0%		XS WEAR		0		
Other 4	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		GAP		1		
Other 5	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Other 4		0		
Other 6	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		Other 5		0		
Air/Doc	\$95,001	127	100%	\$748	\$0	0			\$33,564	42	100%	\$799	\$52,866	70	100%	\$755	\$181,431	239	100%	\$759	0%	\$2,697	3	100%	\$899	Other 6		0		
Total \$\$	\$467,345			\$3,680	\$0				\$108,661			\$2,587	\$150,807			\$2,154	\$726,813			\$3,041	\$0	\$2,697			\$899	Air/Doc		379		

	Used Finance				Used Sub Prime				Used Cash				Used Lease				Total Used				Target	Lease Buyout				Older Units					
	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	Total\$	#	%	\$/per	%	Total\$	#	%	\$/per	Total\$	#	%	\$/per		
# of Deals		56				0				51				1				108							5				27		
Contracts	\$96,875	56	100%	\$1,730	\$0	0			\$0	0			\$1,406	1	100%	\$1,406	\$98,281	57	53%	\$1,724	0%	\$9,392	5	100%	\$1,878	\$0	2	7%	\$0		
Life	\$740	2	4%	\$370	\$0	0			\$0	0			\$0	0	0%		\$740	2	4%	\$370	0%	\$792	1	20%	\$792	\$0	0	0%			
CI	\$0	0	0%		\$0	0			\$0	0			\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
A&H	\$3,293	5	9%	\$659	\$0	0			\$0	0			\$0	0	0%		\$3,293	5	9%	\$659	0%	\$692	1	20%	\$692	\$0	0	0%			
Warranty	\$67,066	38	68%	\$1,765	\$0	0			\$24,539	17	33%	\$1,443	\$0	0	0%		\$91,605	55	51%	\$1,666	0%	\$918	1	20%	\$918	\$0	0	0%			
Chemical	\$7,053	6	11%	\$1,176	\$0	0			\$2,558	3	6%	\$853	\$0	0	0%		\$9,611	9	8%	\$1,068	0%	\$299	1	20%	\$299	\$0	0	0%			
Core \$\$	\$175,026			\$3,125	\$0				\$27,097			\$531	\$1,406			\$1,406	\$203,529			\$1,885	\$0	\$12,093			\$2,419	\$0			\$0		
Etch	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Road Hazard	\$1,101	2	4%	\$550	\$0	0			\$321	1	2%	\$321	\$0	0	0%		\$1,422	3	3%	\$474	0%	\$0	0	0%		\$0	0	0%			
Scratch & Dent	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Keys & Remote	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
GAP	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Accessories	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
ACQUISITION FEE	\$899	1	2%	\$899	\$0	0			\$6,052	4	8%	\$1,513	\$0	0	0%		\$6,951	5	5%	\$1,390	0%	\$0	0	0%		\$701	1	4%	\$701		
XS WEAR	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$16,918	18	67%	\$940		
GAP	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Other 4	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Other 5	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Other 6	\$0	0	0%		\$0	0			\$0	0	0%		\$0	0	0%		\$0	0	0%		0%	\$0	0	0%		\$0	0	0%			
Air/Doc	\$44,744	56	100%	\$799	\$0	0			\$41,152	50	98%	\$823	\$899	1	100%	\$899	\$86,795	107	99%	\$811	0%	\$2,397	3	60%	\$799	\$21,774	27	100%	\$806		
Total \$\$	\$221,770			\$3,960	\$0				\$74,622			\$1,463	\$2,305			\$2,305	\$298,697			\$2,766	\$0	\$14,490			\$2,898	\$39,393			\$1,459		

	Chem Pkgs	Paint		Fabric		Rust		C.C. Module		UC	
		#	%	#	%	#	%	#	%	#	%
New	155	0	0%	0	0%	0	0%	0	0%	0	0%
Used	9	0	0%	0	0%	0	0%	0	0%	0	0%
Overall	164	0	0%	0	0%	0	0%	0	0%	0	0%

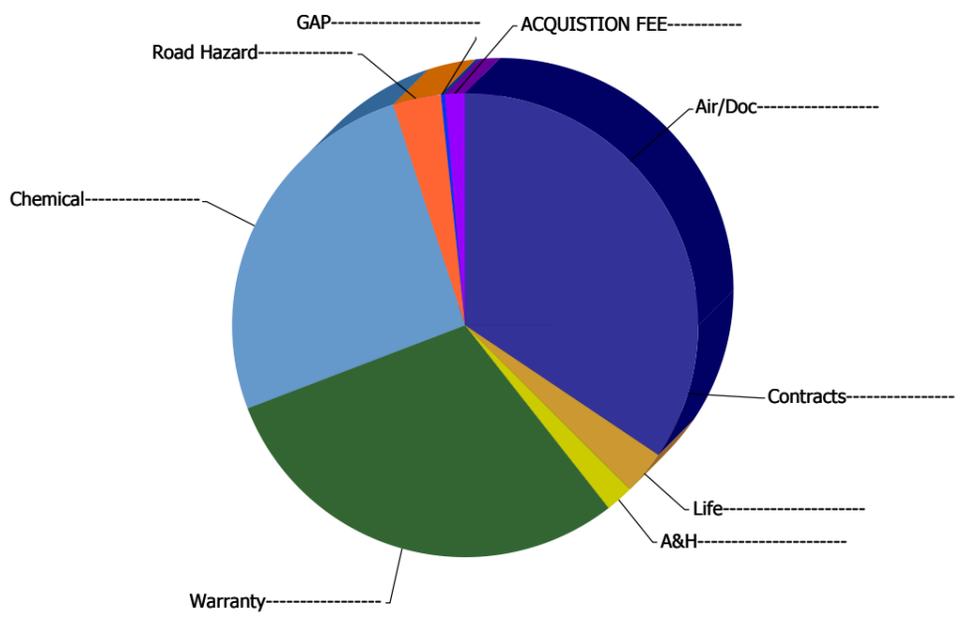
	# of Deals	Core \$	Total \$	\$/Unit	Target	Exceeding By
New/Used/LB	347	\$723,874.23	\$1,040,000.23	\$2,997.12	\$0.00	\$1,040,000.23
New/Used/LB/Older/Fleet	377	\$723,874.23	\$1,082,090.23	\$2,870.27		

Report Disclaimer: Lease Buyout and After Sale included in \$ but not in deal count.



New Income Distribution (Gross \$)

Contracts	\$69,251
Life	\$21,960
Cl	\$0
A&H	\$14,596
Warranty	\$215,233
Chemical	\$187,212
Etch	\$0
Road Hazard	\$24,332
Scratch & Dent	\$0
Keys & Remote	\$0
GAP	\$2,100
Accessories	\$0
ACQUISTION FEE	\$10,698
XS WEAR	\$0
Other 4	\$0
Other 5	\$0
Other 6	\$0
Air/Doc	\$181,431



Used Income Distribution (Gross \$)

Contracts	\$98,281
Life	\$740
Cl	\$0
A&H	\$3,293
Warranty	\$91,605
Chemical	\$9,611
Etch	\$0
Road Hazard	\$1,422
Scratch & Dent	\$0
Keys & Remote	\$0
GAP	\$0
Accessories	\$0
ACQUISTION FEE	\$6,951
XS WEAR	\$0
Other 4	\$0
Other 5	\$0
Other 6	\$0
Air/Doc	\$86,795

