

| Year To Date Production    |             |              |        | Year To Date Charge backs  |             |              |        |
|----------------------------|-------------|--------------|--------|----------------------------|-------------|--------------|--------|
| Units                      | New Vehicle | Used Vehicle | Totals | Chargebacks                | New Vehicle | Used Vehicle | Totals |
| Units Delivered            | 746         | 1211         | 1957   | Finance or Lease Reserve   | 141590      | 146646       | 288236 |
| Finance or Lease Contracts | 608         | 971          | 1579   | Service Contracts          | 272239      | 128150       | 400389 |
| Service Contracts          | 524         | 877          | 1401   | Pre-paid Maintenance       | 58850       | 17699        | 76549  |
| Pre-Paid Maintenance       | 554         | 481          | 1035   | GAP                        | 156631      | 88099        | 244730 |
| GAP                        | 287         | 462          | 749    | Theft Deterrent            |             |              | 0      |
| Theft Deterrent            |             |              | 0      | Paint Sealant & Appearance |             |              | 0      |
| Paint Sealant & Appearance |             |              | 0      | Tire/Wheel                 |             |              | 0      |
| Tire/Wheel                 |             |              | 0      | Lease Care                 |             |              | 0      |
| Lease Care                 |             |              | 0      | Other_____                 |             |              | 0      |
| Other_____                 |             |              | 0      |                            |             |              |        |

| Year To Date Income        |             |              |         |
|----------------------------|-------------|--------------|---------|
| Incomes                    | New Vehicle | Used Vehicle | Totals  |
| Finance or Lease Reserve   | 888906      | 294514       | 1183420 |
| Service Contracts          | 578735      | 985436       | 1564171 |
| Pre-Paid maintenance       | 199446      | 173590       | 373036  |
| GAP                        | 165826      | 247883       | 413709  |
| Theft Deterrent            |             |              | 0       |
| Paint Sealant & Appearance |             |              | 0       |
| Tire/Wheel                 |             |              | 0       |
| Lease Care                 |             |              | 0       |
| Other_____                 |             |              | 0       |

