

Year-to-Date Productivity

	New Vehicle	Used Vehicle	Totals
Units Delivered	74	105	179
Finance or Lease Contracts	51	96	147
Service Contracts	44	68	112
GAP	20	42	62

Year-to-Date Income

	New Vehicle	Used Vehicle	Totals	Unit Average	Percentage
Finance or Lease Reserve	\$83,127	\$110,487	\$193,614	\$1,081	82%
Service Contracts	\$100,228	\$148,982	\$249,210	\$1,392	63%
GAP	\$14,902	\$8,845	\$23,747	\$132	35%
			\$466,571	\$2,605/Unit	
		Charge Backs	\$50,904		
		Net	\$415,667	\$2,322/Unit	

Year-to-Date Charge Backs

	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	N/A	N/A	\$16,356
Service Contracts	N/A	N/A	\$23,816
GAP	N/A	N/A	\$10,732
			\$50,904