

Year To Date Production			Year To Date Charge backs				
Units	New Vehicle	Used Vehicle	Totals	Chargebacks	New Vehicle	Used Vehicle	Totals
Units Delivered	211	203	414	Chargebacks			
Finance or Lease Contracts	181	185	366	Finance or Lease Reserve	89052	53338	142390
Service Contracts	111	156	267	Service Contracts	13563	15130	28693
Pre-Paid Maintenance	0	0	0	Pre-paid Maintenance	0	0	0
GAP	49	54	103	GAP	7875	4996	12871
Theft Deterrent	0	0	0	Theft Deterrent	0	0	0
Paint Sealant & Appearance	33	13	46	Paint Sealant & Appearance	0	0	0
Tire/Wheel	58	69	127	Tire/Wheel	3825	2406	6231
Lease Care	2	0	2	Lease Care	0	0	0
Other DING / KEY_____	49	34	83	Other DING / KEY_____	1800	1363	3163

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	291650	182777	474427
Service Contracts	138048	168552	306600
Pre-Paid maintenance	0	0	0
GAP	24159	25860	50019
Theft Deterrent	0	0	0
Paint Sealant & Appearance	25310	7843	33153
Tire/Wheel	31515	34690	66205
Lease Care	900	0	900
Other DING / KEY_____	14700	7488	22188