

	Year To Date Production				Year To Date Charge backs		
Units	New Vehicle	Used Vehicle	Totals				
Units Delivered	376	208	584	Chargebacks	New Vehicle	Used Vehicle	Totals
Finance or Lease Contracts	325	144	469	Finance or Lease Reserve	N/A	N/A	0
Service Contracts	180	80	260	Service Contracts	N/A	N/A	0
Pre-Paid Maintenance	25	1	26	Pre-paid Maintenance	N/A	N/A	0
GAP	6	1	7	GAP	N/A	N/A	0
Theft Deterrent	272	126	398	Theft Deterrent	N/A	N/A	0
Paint Sealant & Appearance	53	2	55	Paint Sealant & Appearance	N/A	N/A	0
Tire/Wheel	278	119	397	Tire/Wheel	N/A	N/A	0
Lease Care	0	0	0	Lease Care	N/A	N/A	0
Other: Scratch/Dent	202	92	294	Other: Scratch/Dent	N/A	N/A	0
	Year To Date Income						
Incomes	New Vehicle	Used Vehicle	Totals				
Finance or Lease Reserve	101999	203860	305859				
Service Contracts	394984	134269	529253				
Pre-Paid maintenance	27014	1100	28114				
GAP	5675	1364	7039				
Theft Deterrent	87203	40426	127629				
Paint Sealant & Appearance	36236	1318	37554				
Tire/Wheel	113315	48577	161892				
Lease Care	0	0	0				
Other: Scratch/Dent	98693	45573	144266				

CHARGEBACKS: Currently our dealership does not track (which we just found out about today); however, after talking to our GM I think we will be tracking this information moving forward.

