

Units	Year To Date Production			Chargebacks	Year To Date Charge backs	
	New Vehicle	Used Vehicle	Totals		New Vehicle	Used Vehicle
Units Delivered	293	352	645			
Finance or Lease Contracts	197	214	411	Finance or Lease Reserve		
Service Contracts	59	42	101	Service Contracts		
Pre-Paid Maintenance	107	66	173	Pre-paid Maintenance		
GAP	34	53	87	GAP		
Theft Deterrent			0	Theft Deterrent		
Paint Sealant & Appearance	69	18	87	Paint Sealant & Appearance		
Tire/Wheel	68	31	99	Tire/Wheel		
Lease Care	5	1	6	Lease Care		
Other_____	47	8	55	Other_____		

Year To Date Income			
Incomes	New Vehicle	Used Vehicle	Totals
Finance or Lease Reserve	\$ 547,778	\$ 272,650	\$ 820,428
Service Contracts	\$ 140,318	\$ 80,434	\$ 220,752
Pre-Paid maintenance	\$ 154,775	\$ 98,060	\$ 252,835
GAP	\$ 33,480	\$ 50,530	\$ 84,010
Theft Deterrent			\$ -
Paint Sealant & Appearance	\$ 105,862	\$ 27,581	\$ 133,443
Tire/Wheel	\$ 78,233	\$ 42,013	\$ 120,246
Lease Care	\$ 12,335	\$ 1,680	\$ 14,015
Other_____	\$ 68,238	\$ 11,376	\$ 79,614

