

Finance Report

TOTAL DEPARTMENT

For Month of: **02/2007**

Date: **02/26/2007**

92% Of month complete

Deal Type: ALL Deal Status: Booked,Finalized,Posted Sale Types: Conventional

Units	New	Used	Lease New	Lease Used	Unknown	Total	Objectives		Variances	
							day	month	units	perc.
DELIVERED	120	74	33	0	0	227	280	320	-93	-29%
FINANCED CONTRACTS	91	55	33	0	0	179	207	237	-58	-24%
OUTSIDE FINANCED CONTRACTS	1	3	0	0	0	4	0	0	4	0%
CASH	28	16	0	0	0	44	0	0	44	0%
LIFE POLICIES	0	0	0	0	0	0	2	2	-2	-100%
AH POLICIES	0	0	0	0	0	0	2	2	-2	-100%
VSC POLICIES	82	46	0	0	0	128	171	195	-67	-34%
CNA	1	17	0	0	0	18	0	0	18	0%
Honda	52	17	0	0	0	69	0	0	69	0%
Mechanical Breakdown	0	3	0	0	0	3	0	0	3	0%
Maintenance	29	5	0	0	0	34	0	0	34	0%
Other VSC	0	4	0	0	0	4	0	0	4	0%
AFTERMARKET TOTALS	23	7	1	0	0	31	53	61	-30	-49%
Lo-Jack	16	3	0	0	0	19	0	0	19	0%
Tire Warranty	7	4	1	0	0	12	0	0	12	0%
GAP	41	34	11	0	0	86	91	104	-18	-17%
CASH DOWN	56	41	6	0	0	103	0	0	103	0%
Penetrations	New	Used	Lease New	Lease Used	Unknown	Total	Objective	Variance	%	
FINANCED	76%	74%	100%	0%	0%	79%	74%	5%		
OUTSIDE FINANCED CONTRACTS	1%	4%	0%	0%	0%	2%	0%	2%		
LIFE POLICIES	0%	0%	0%	0%	0%	0%	1%	-1%		
AH POLICIES	0%	0%	0%	0%	0%	0%	1%	-1%		
VSC TOTALS	68%	62%	0%	0%	0%	56%	61%	-5%		
CNA	1%	23%	0%	0%	0%	8%	0%	8%		
Honda	43%	23%	0%	0%	0%	30%	0%	30%		
Mechanical Breakdown	0%	4%	0%	0%	0%	1%	0%	1%		
Maintenance	24%	7%	0%	0%	0%	15%	0%	15%		
Other VSC	0%	5%	0%	0%	0%	2%	0%	2%		
AFTERMARKET TOTALS	19%	9%	3%	0%	0%	14%	19%	-5%		
Lo-Jack	13%	4%	0%	0%	0%	8%	0%	8%		
Tire Warranty	6%	5%	3%	0%	0%	5%	0%	5%		
GAP	45%	62%	33%	0%	0%	48%	44%	4%		
PERFORMANCE INDEX	184%	200%	136%	0%	0%	182%	139%	43%		

Finance Report

TOTAL DEPARTMENT

For Month of: **02/2007**

Date: **02/26/2007**

92% Of month complete

Deal Type: ALL Deal Status: Booked,Finalized,Posted Sale Types: Conventional

Incomes	New	Used	Lease New	Lease Used	Unknown	Total	Objective	Variance %
FINANCED RESERVES	34,858.60	21,816.97	3,902.53	0.00	0.00	60,578.10	71,100.00	-15%
LIFE RESERVES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
AH RESERVES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
VSC	39,782.49	29,690.25	0.00	0.00	0.00	69,472.74	134,550.00	-48%
CNA	236.00	11,775.00	0.00	0.00	0.00	12,011.00	0.00	0%
Honda	37,989.69	12,827.00	0.00	0.00	0.00	50,816.69	0.00	0%
Mechanical Breakdown	0.00	1,146.00	0.00	0.00	0.00	1,146.00	0.00	0%
Maintenance	1,556.80	409.25	0.00	0.00	0.00	1,966.05	0.00	0%
Other VSC	0.00	3,533.00	0.00	0.00	0.00	3,533.00	0.00	0%
AFTERMARKET TOTALS	8,136.00	1,910.00	325.00	0.00	0.00	10,371.00	16,775.00	-38%
Lo-Jack	5,421.00	320.00	0.00	0.00	0.00	5,741.00	0.00	0%
Tire Warranty	2,715.00	1,590.00	325.00	0.00	0.00	4,630.00	0.00	0%
GAP	12,000.00	10,075.00	1,266.05	0.00	0.00	23,341.05	29,120.00	-20%
F&I INCOME	94,777.09	63,492.22	5,493.58	0.00	0.00	163,762.89	251,545.00	-35%
FRONT GROSS	106,708.72	91,233.69	35,641.28	0.00	0.00	233,583.69	416,000.00	-44%
TOTAL GROSS	201,485.81	154,725.91	41,134.86	0.00	0.00	397,346.58	667,545.00	-40%
Averages	New	Used	Lease New	Lease Used	Unknown	Total	Objective	Variance %
FINANCED RESERVES % of INCOME	36.78	34.36	71.04	0.00	0.00	36.99	0.00	0%
RATE SPREAD AVG.	0.58	1.67	9.24	0.00	0.00	2.51	0.00	0%
FINANCED RESERVES PFU	383.06	396.67	118.26	0.00	0.00	338.43	300.00	13%
FINANCED RESERVES PRU	290.49	294.82	118.26	0.00	0.00	266.86	0.00	0%
LIFE COMMISSION AVG.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
AH COMMISSION AVG.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
VSC COMMISSION PRU	331.52	401.22	0.00	0.00	0.00	306.05	0.00	0%
VSC COMMISSION AVG.	485.15	645.44	0.00	0.00	0.00	542.76	690.00	-21%
CNA	236.00	692.65	0.00	0.00	0.00	667.28	0.00	0%
Honda	730.57	754.53	0.00	0.00	0.00	736.47	0.00	0%
Mechanical Breakdown	0.00	382.00	0.00	0.00	0.00	382.00	0.00	0%
Maintenance	53.68	81.85	0.00	0.00	0.00	57.83	0.00	0%
Other VSC	0.00	883.25	0.00	0.00	0.00	883.25	0.00	0%
GAP COMMISSION AVG.	292.68	296.32	115.10	0.00	0.00	271.41	280.00	-3%
AFTERMARKET AVG.	353.74	272.86	325.00	0.00	0.00	334.55	275.00	22%
Lo-Jack	338.81	106.67	0.00	0.00	0.00	302.16	275.00	10%
Tire Warranty	387.86	397.50	325.00	0.00	0.00	385.83	275.00	40%
LIFE/AH PREMIUM TOTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
LIFE/AH PREMIUM PRU	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0%
PERFORMANCE INDEX	184.00	200.00	136.00	0.00	0.00	182.00	139.00	31%
F&I TOTAL PFU	1,041.51	1,154.40	166.47	0.00	0.00	914.88	1,061.37	-14%
F&I TOTAL PRU	789.81	858.00	166.47	0.00	0.00	721.42	786.08	-8%
FRONT GROSS PRU	889.24	1,232.89	1,080.04	0.00	0.00	1,029.00	1,300.00	-21%
TOTAL GROSS PRU	1,679.05	2,090.89	1,246.51	0.00	0.00	1,750.43	2,086.08	-16%
CASH DOWN PFU	2,208.18	2,098.18	551.52	0.00	0.00	1,868.96	0.00	0%