

AutoCount Dealer Risk – Sample Reports

A guide to understanding your market at the risk level



Are you securing financing for your entire spectrum of customers?

A first of its kind, the AutoCount® Risk ReportSM provides dealers with new and used vehicle financing trends and market share with loan characteristics and credit scores. With this credit information, dealers can better manage lender relationships and direct their marketing efforts to create more qualified traffic.

Now you can rely on objective financing market data to:

- Find out what types of loans are being purchased by lenders in your market
- Establish new lending relationships
- Get more customers financed throughout more credit tiers
- Leverage the best available lending sources

Customized packages to meet your needs

The AutoCount Risk Report for Dealers is available in three packages to allow you to subscribe to the level of information required to meet your specific objectives:

Standard package – Consists of three reports providing information on all dealers within your market, the average credit score and count for total, new and used transactions and insight into dealer and lender transactions.

Plus package – Includes all reports in the standard package as well as two additional loan analysis reports that provide insight into average credit score and total loans, average amount financed, monthly payment, loan term and interest rate for each dealer and lender in your market.

Premium package – Includes reports in the standard and plus packages as well as eight additional loan analysis reports consisting of four range reports for dealers and four for lenders that further show lender and/or dealer transactions per attribute across the risk tiers.

AutoCount Dealer Risk ReportSM

Standard Package: Risk Average Summary – Market Share

Gain deeper insight into new and used vehicle financing trends and market share at the dealer level.

Risk Average Summary - Market Share
Franchise Dealers. New & Used Vehicles
California Dealer Risk Report MARKET; CA
July 2008

* Mkt % = Market Share

** = Cannot display score due to low volume

Dealer	Average Score			Total Scored					
	Total	New	Used	Total	*Mkt %	New	New Mkt %	Used	Used Mkt %
ACURA 101 WEST	766	810	703	27	0.03%	16	0.03%	11	0.03%
ACURA OF ESCONDIDO	747	802	724	38	0.04%	11	0.02%	27	0.07%
ACURA OF GLENDALE	774	788	751	27	0.03%	17	0.03%	10	0.02%
ACURA OF MODESTO	756	788	746	31	0.03%	7	0.01%	24	0.06%
ACURA OF RIVERSIDE/SUBARU OF RIVERSIDE	727	733	703	19	0.02%	15	0.03%	4	0.01%
ACURA OF SERRAMONTE	786	812	762	31	0.03%	15	0.03%	16	0.04%
ACURA OF SOUTH BAY	749	801	694	49	0.05%	25	0.04%	24	0.06%
ACURA OF STOCKTON DBA GO HYUNDAI	757	800	707	35	0.03%	19	0.03%	16	0.04%
ACURA OF THE DESERT	768	841	696	8	0.01%	4	0.01%	4	0.01%
ADVANTAGE FORD INC	732	743	695	52	0.05%	41	0.07%	11	0.03%
ADVANTAGE LINCOLN MERCURY INC	666	**	624	8	0.01%	2	0.00%	6	0.01%
AIRPORT MARINA FORD	693	760	665	50	0.05%	15	0.03%	35	0.09%
AIRPORT MARINA HONDA	700	731	659	93	0.09%	53	0.09%	40	0.10%
ALBANY FORD INC DBA ALBANY FRD SUBARU/ALBANY SBARU/ALBANY FORD	758	761	749	31	0.03%	24	0.04%	7	0.02%

Key features include:

- Discovering what competitive dealer's are getting financed
- Acquiring a clearer understanding of the new and used vehicles your competition is getting financed
- Providing tremendous data flexibility

AutoCount Dealer Risk ReportSM

Risk Market Share SummarySM

Get an in-depth breakdown of the risk tiers dealers are getting financing for and how you compare.

Risk Market Share Summary Franchise Dealers. New & Used Vehicles California Dealer Risk Report MARKET; CA July 2008									
					* Mkt % = Market Share ** = Cannot display score due to low volume				
Dealer	Average Score			Total Scored		300 - 549		550 - 619	
	Total	New	Used	Total	*Mkt %	Total		Total	
Market Totals	733	756	698	100015	100%	4696	100%	13113	100.00%
ACURA OF MODESTO	756	788	746	31	0.03%	1	0.02%	4	0.03%
ACURA OF RIVERSIDE/SUBARU OF RIVERSIDE	727	733	703	19	0.02%	0		3	0.02%
ACURA OF SERRAMONTE	786	812	762	31	0.03%	0		2	0.02%
ACURA OF SOUTH BAY	749	801	694	49	0.05%	3	0.06%	5	0.04%
ACURA OF STOCKTON DBA GO HYUNDAI	757	800	707	35	0.03%	1	0.02%	2	0.02%
ACURA OF THE DESERT	768	841	696	8	0.01%	0		0	
ADVANTAGE FORD INC	732	743	695	52	0.05%	3	0.06%	7	0.05%
ADVANTAGE LINCOLN MERCURY INC	666	**	624	8	0.01%	1	0.02%	2	0.02%
AIRPORT MARINA FORD	693	760	665	50	0.05%	4	0.09%	12	0.09%
AIRPORT MARINA HONDA	700	731	659	93	0.09%	7	0.15%	21	0.16%
ALFRED MATTHEWS BUICK PONTIAC GMC CAD	738	763	719	45	0.04%	1	0.02%	5	0.04%

Key features include:

- Customized risk tiers to match your specific requirements
- Average scores by dealer new and used categories and the percent of distribution in each custom tier
- Using the report as a tool to develop new insights into where you stand in getting financing

AutoCount Dealer Risk ReportSM

Risk Market Share DetailsSM

Understand what lenders your competitors are working with, and within what risk segments.

Risk Market Share Details Franchise Dealers. New & Used Vehicles California Dealer Risk Report MARKET; CA July 2008										
* Mkt % = Market Share ** = Cannot display score due to low volume										
Dealer	Lender	Average Score			Total Scored		300 - 549		550 - 700	
		Total	New	Used	Total	*Mkt %	Total	%	Total	%
	Market Totals	733	756	698	100015	100%	4696	100%	13113	100%
JOHN L SULLIVAN CHEVROLET INC	JOHN L SULLIVAN CHEVROLET	644	730	590	49	21.68%	9	34.62%	17	28.8%
JOHN L SULLIVAN CHEVROLET INC	WACHOVIA DEALER SERVICES	671	759	663	46	20.35%	3	11.54%	15	25.0%
JOHN L SULLIVAN CHEVROLET INC	GMAC	754	768	729	45	19.91%	0		4	6.6%
JOHN L SULLIVAN CHEVROLET INC	TRAVIS FCU	736	696	740	31	13.72%	0		5	8.47%
JOHN L SULLIVAN CHEVROLET INC	GOLDEN 1 CU	756	843	719	10	4.42%	0		2	3.39%
JOHN L SULLIVAN CHEVROLET INC	DRIVE FINANCIAL SERVICES	537		537	6	2.65%	4	15.38%	2	3.39%
JOHN L SULLIVAN CHEVROLET INC	CHASE AUTO FINANCE	526	565	517	5	2.21%	4	15.38%	1	1.69%
JOHN L SULLIVAN CHEVROLET INC	CAPITAL ONE AUTO FINANCE	585		585	4	1.77%	1	3.85%	2	3.33%
JOHN L SULLIVAN CHEVROLET INC	SCHOOLS FINANCIAL CU	700		700	4	1.77%	0		1	1.69%
JOHN L SULLIVAN CHEVROLET INC	18 Lender(s) with 3 or less	655	761	636	26	11.50%	5	19.23%	10	16.9%
JOHN L SULLIVAN CHEVROLET INC	Totals	684	752	688	226	100%	26	100%	59	

Key features include:

- Identifying exactly which dealers are getting financed across a wide range of credit segments
- Using the report as a tool to develop new lender relationships
- Identifying the lenders who match your customer base by credit tier
- Discovering competitor's relationships and identifying specific lending activity

AutoCount Dealer Risk ReportSM

Plus Package: Attribute Summary

The Plus Package report upgrade provides dealers competitive insight into vehicle transactions and loan characteristics at the risk level.

Attribute Summary Franchise Dealers. New and Used Vehicles. California Dealer Risk Report MARKET July 2008 Scorex PLUS (TM): 300 - 900										
			* Mkt % = Market Share ** = Cannot display score due to low volume							
			* Dist. % = Distribution Share							
Dealer	Average Score			Market Share		Avg. Amt Financed				
	TOTAL	NEW	USED	TOTAL	MARKET SHARE	TOTAL	NEW	USED	TOTAL	NEW
Market Totals	735	757	701	87370	100.00%	\$22,693	\$24,908	\$19,318	\$428	\$457
PENSKE CADILLAC SOUTH BAY	715	759	698	25	0.03%	\$33,728	\$57,908	\$24,324	\$409	\$421
ROYAL BUICK OLDS PONTIAC /GMC TRUCK	739	759	708	25	0.03%	\$27,655	\$33,127	\$19,448	\$396	\$412
SHINGLE SPRINGS HONDA	817	821	**	25	0.03%	\$20,489	\$21,730	\$11,387	\$408	\$427
SIERRA ACURA OF ALHAMBRA	753	762	735	25	0.03%	\$22,959	\$26,987	\$14,400	\$408	\$428
SWANSON FAHRNEY FORD SALES	718	728	704	25	0.03%	\$23,697	\$27,478	\$18,026	\$406	\$419
TAYLOR MOTORS INC	755	774	746	25	0.03%	\$24,281	\$32,257	\$20,528	\$401	\$418
WONDRIES CHEVROLET	723	715	726	25	0.03%	\$22,674	\$26,385	\$21,502	\$411	\$425
ACURA OF GLENDALE	783	788	772	24	0.03%	\$23,418	\$26,708	\$15,428	\$401	\$422

Key features include:

- Learn what competitors are financing, monthly payments, rates and terms
- Attributes that are displayed for total, new, and used vehicle sales per dealer and/or lender
- Subscribers receiving the report as shown above as well as an additional report showing lenders

AutoCount Dealer Risk ReportSM

Premium Package: Range ReportsSM

The Premium Package of reports allows dealers to analyze and compare average loan amount and monthly payment and interest rate by customizable risk tiers.

Range Report - Amount Financed Summary Franchise Dealers. New and Used Vehicles									
California Dealer Risk Report MARKET July 2008 Scorex PLUS (TM): 300 - 900									
* Mkt % = Market Share		** = Cannot display score due to low volume							
* Dist. % = Distribution Share									
Dealer	Average Score			Market Share		Below Sub	Sub-prime	Nonprime	Prime
	TOTAL	NEW	USED	TOTAL	MARKET SHARE	300-549	550-619	620-679	680-900
Market Totals	735	757	701	87,491	100.00%	\$18,030	\$20,309	\$22,383	\$23,499
LONGO TOYOTA/SCION	750	756	722	982	1.12%	\$17,729	\$20,021	\$19,987	\$19,887
POWER TOYOTA CERRITOS	723	737	685	501	0.57%	\$22,465	\$21,024	\$21,907	\$20,630
NORM REEVES HONDA SUPER-STORE DBA NORM REEVES USED CAR OUTLT	731	747	681	499	0.57%	\$19,350	\$21,071	\$22,445	\$21,215
TOYOTA/SCION OF ORANGE	735	749	697	417	0.48%	\$20,819	\$20,128	\$21,974	\$21,332
MOSSY NISSAN INC DBA MOSSY NISSAN	697	701	693	410	0.47%	\$19,427	\$20,359	\$21,927	\$21,394
CROWN TOYOTA	747	759	698	402	0.46%	\$19,223	\$20,313	\$21,932	\$22,941

Key features include:

- Tremendous data flexibility
- Attributes that are displayed for total, new, and used vehicle sales
- Customizable risk tiers or predefined ranges
- A separate report for each attribute
- Attributes include average amount financed, average monthly payment, average rate, and average term
- Subscribers receiving the report as shown above as well as an additional report showing lenders



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