

# ATD DATA 2017

ANNUAL FINANCIAL PROFILE OF AMERICA'S FRANCHISED NEW-TRUCK DEALERSHIPS

**2,265** ↑  
Total New-Truck Dealerships



TOTAL DEALERSHIP SALES  
**\$87,328,190,716**

...per dealership  
**\$42,970,504**



TEXAS  
Highest dollar sales for all dealerships  
\$7,949,543,171

TOTAL NEW TRUCKS SOLD

**415,042**

**\$47,562**

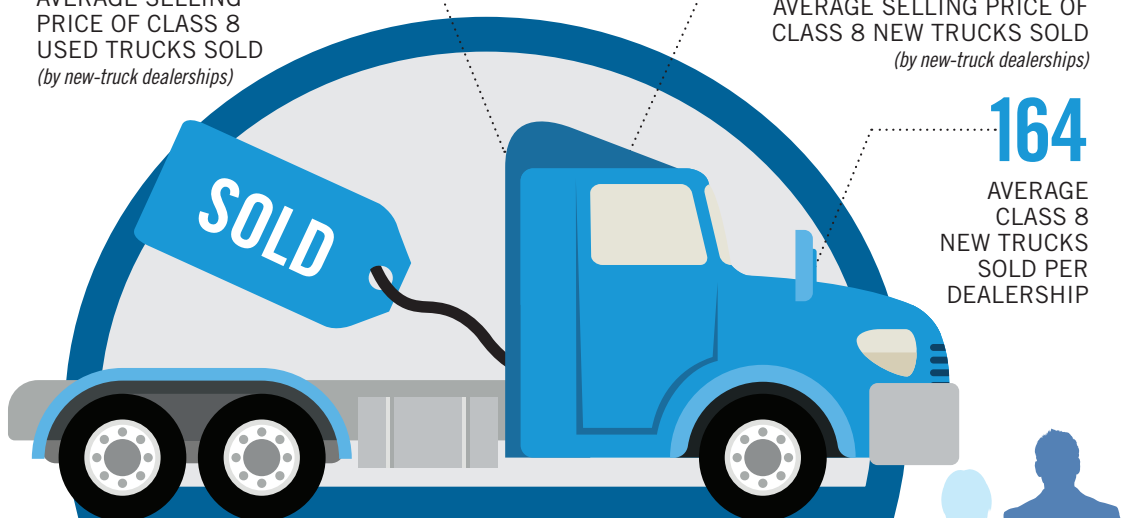
AVERAGE SELLING PRICE OF CLASS 8 USED TRUCKS SOLD  
*(by new-truck dealerships)*

**\$118,287**

AVERAGE SELLING PRICE OF CLASS 8 NEW TRUCKS SOLD  
*(by new-truck dealerships)*

**164**

AVERAGE CLASS 8 NEW TRUCKS SOLD PER DEALERSHIP



DEALERSHIP EMPLOYEES

**145,313**

**64**

Average per dealership



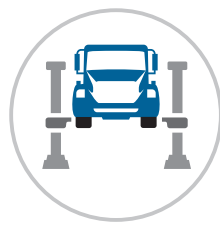
Customer Mechanical Sales

*(for all new-truck dealerships)*

**\$4.80 billion**  
SERVICE

**\$4.26 billion**  
PARTS

**\$9.06 billion**  
TOTAL CUSTOMER MECHANICAL



**\$31.63 billion**  
SERVICE AND PARTS SALES  
*(for all truck dealerships)*

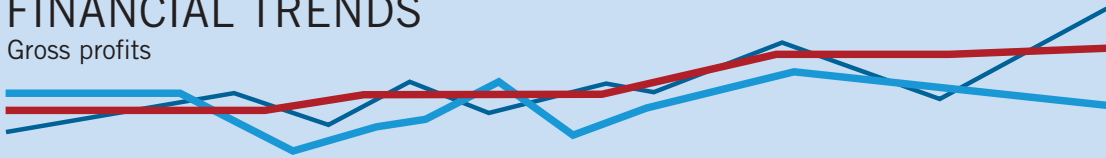
**\$13.97 million**  
SERVICE AND PARTS SALES  
*(per truck dealership)*

**53,974**  
TECHNICIANS  
*(including body shop)*

**11.6 million**  
REPAIR ORDERS WRITTEN

FINANCIAL TRENDS

Gross profits



New-Truck Department  
**\$1,244,061**

Used-Truck Department  
**\$263,020**

Service/Parts Department  
**\$5,265,036**