



AVERAGE DEALERSHIP PROFILE

	YTD Dec 2013	YTD Dec 2012	Percent Change
TOTAL SALES	\$49,278,573	\$44,434,376	10.9%
TOTAL GROSS ¹	\$5,895,175	\$5,549,040	6.2%
As % of total sales	12.0%	12.5%	
TOTAL EXPENSE	\$5,460,530	\$5,111,701	6.8%
As % of total sales	11.1%	11.5%	
As % of total gross	92.6%	92.1%	
TOTAL OPERATING PROFIT	\$435,685	\$437,339	-0.4%
As % of total sales	0.9%	1.0%	
As % of total gross	7.4%	7.9%	
NET PROFIT BEFORE TAX	\$1,283,609	\$1,228,760	4.5%
As % of total sales	2.6%	2.8%	
As % of total gross	21.8%	22.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,306,164	\$25,137,519	12.6%
New-vehicle dept. sales as % of total sales	57.44%	56.6%	
New-vehicle dept. gross as % of total gross	29.30%	30.1%	
New-vehicle selling price (retail) ³	\$32,035	\$31,194	2.7%
Gross as % of selling price	6.6%	7.1%	
Retail gross profit per new vehicle retailed	\$2,112	\$2,226	-5.1%
Retail net profit per new vehicle retailed	\$3	\$51	
Average number of new vehicles retailed	818	750	9.1%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	86.4%	84.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,173,243	\$13,868,561	9.4%
Used-vehicle dept. sales as % of total sales	30.8%	31.2%	
Used-vehicle dept. gross as % of total gross	25.6%	25.1%	
Used-vehicle selling price (retail) ³	\$18,081	\$17,556	3.0%
Gross as % of selling price	13.2%	13.5%	
Retail gross profit per used vehicle retailed	\$2,383	\$2,370	0.6%
Retail net profit per used vehicle retailed	\$177	\$183	
Average number of used vehicles retailed	633	588	7.7%
F&I gross as % of used-vehicle sales	3.3%	3.2%	
F&I penetration (used)	61.2%	59.3%	
Used- to new-unit vehicle ratio (retail only)	77.5%	78.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,783,559	\$5,384,443	7.4%
Fixed-ops sales as % of total sales	11.7%	12.1%	
Fixed-ops gross as % of total gross	45.1%	44.8%	
Warranty as % of total fixed-ops sales	14.5%	14.2%	
ADVERTISING EXPENSE ⁴	\$496,611	\$466,093	6.5%
As % of total gross	8.4%	8.4%	
Per new vehicle retailed	\$607	\$622	-2.3%

RENT & EQUIVALENT		\$626,733	\$595,861	5.2%
As % of total gross		10.6%	10.7%	
Per new vehicle retailed		\$766	\$795	-3.6%
FLOORPLAN INTEREST		(\$52,702)	(\$33,961)	55.2%
As % of total gross		-1.3%	-1.0%	
Per new vehicle retailed		(\$94)	(\$77)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,973,233	\$4,629,388	7.4%
As % of total sales		10.1%	10.4%	
As % of total gross		84.4%	83.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2014	Change	2013	
Domestic Cars	0.34	-10.8%	5.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	-2.8%	2.2	Current ratio (Current assets to current liabilities)
Total Cars	0.48	-8.7%	7.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.53	2.7%	7.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.01	-3.0%	15.5	
				YTD
				Dec 13
				YTD
				Dec 12

1. Gross profit includes cost of goods sold, but not SG&A or advertising.
2. Includes F&I sales unless otherwise noted.
3. Excludes F&I sales.
4. Advertising expense includes advertising and sales promotion minus advertising rebates.
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Source: NADA Industry Analysis



DOMESTIC DEALERSHIP PROFILE

	YTD Dec 2013	YTD Dec 2012	Percent Change
TOTAL SALES	\$40,482,653	\$35,153,744	15.2%
TOTAL GROSS ¹	\$4,759,120	\$4,344,294	9.5%
As % of total sales	11.8%	12.4%	
TOTAL EXPENSE	\$4,357,841	\$4,004,889	8.8%
As % of total sales	10.8%	11.4%	
As % of total gross	91.6%	92.2%	
TOTAL OPERATING PROFIT	\$401,279	\$339,405	18.2%
As % of total sales	1.0%	1.0%	
As % of total gross	8.4%	7.8%	
NET PROFIT BEFORE TAX	\$1,040,380	\$908,621	14.5%
As % of total sales	2.6%	2.6%	
As % of total gross	21.9%	20.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,023,391	\$19,353,171	19.0%
New-vehicle dept. sales as % of total sales	56.87%	55.1%	
New-vehicle dept. gross as % of total gross	29.92%	29.3%	
New-vehicle selling price (retail) ³	\$33,198	\$32,014	3.7%
Gross as % of selling price	6.9%	7.3%	
Retail gross profit per new vehicle retailed	\$2,306	\$2,352	-1.9%
Retail net profit per new vehicle retailed	\$205	\$146	
Average number of new vehicles retailed	618	542	14.0%
F&I gross as % of new-vehicle dept. sales	2.6%	2.6%	
F&I penetration (new vehicles)	87.3%	83.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,869,632	\$11,526,277	11.7%
Used-vehicle dept. sales as % of total sales	31.8%	32.8%	
Used-vehicle dept. gross as % of total gross	28.2%	28.0%	
Used-vehicle selling price (retail) ³	\$17,330	\$16,766	3.4%
Gross as % of selling price	13.7%	14.0%	
Retail gross profit per used vehicle retailed	\$2,369	\$2,344	1.1%
Retail net profit per used vehicle retailed	\$266	\$263	
Average number of used vehicles retailed	566	519	9.0%
F&I gross as % of used-vehicle sales	3.3%	3.2%	
F&I penetration (used)	57.6%	55.1%	
Used- to new-unit vehicle ratio (retail only)	91.6%	95.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,564,395	\$4,225,126	8.0%
Fixed-ops sales as % of total sales	11.3%	12.0%	
Fixed-ops gross as % of total gross	41.9%	42.5%	
Warranty as % of total fixed-ops sales	12.3%	12.5%	
ADVERTISING EXPENSE ⁴	\$391,614	\$356,136	10.0%
As % of total gross	8.2%	8.2%	
Per new vehicle retailed	\$634	\$657	-3.5%

RENT & EQUIVALENT		\$460,067	\$419,276	9.7%
As % of total gross		9.7%	9.7%	
Per new vehicle retailed		\$745	\$774	-3.7%
FLOORPLAN INTEREST		(\$35,952)	(\$11,343)	217.0%
As % of total gross		-1.3%	-0.9%	
Per new vehicle retailed		(\$102)	(\$70)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,988,372	\$3,645,376	9.4%
As % of total sales		9.9%	10.4%	
As % of total gross		83.8%	83.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	YTD
	2014	Change	2013	Dec 13
				Dec 12
Domestic Cars	0.34	-10.8%	5.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	-2.8%	2.2	1.13
Total Cars	0.48	-8.7%	7.6	1.22
Light-Duty Trucks	0.53	2.7%	7.9	53.0%
Total L-D Vehicles	1.01	-3.0%	15.5	53.3%
				30.5%
				30.4%

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3. Excludes F&I sales.

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Dec 2013	YTD Dec 2012	Percent Change
TOTAL SALES	\$57,598,027	\$52,605,457	9.5%
TOTAL GROSS ¹	\$6,998,377	\$6,629,668	5.6%
As % of total sales	12.2%	12.6%	
TOTAL EXPENSE	\$6,548,748	\$6,105,628	7.3%
As % of total sales	11.4%	11.6%	
As % of total gross	93.6%	92.1%	
TOTAL OPERATING PROFIT	\$451,983	\$524,039	-13.8%
As % of total sales	0.8%	1.0%	
As % of total gross	6.5%	7.9%	
NET PROFIT BEFORE TAX	\$1,524,546	\$1,541,444	-1.1%
As % of total sales	2.6%	2.9%	
As % of total gross	21.8%	23.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$33,466,791	\$30,485,559	9.8%
New-vehicle dept. sales as % of total sales	58.10%	58.0%	
New-vehicle dept. gross as % of total gross	28.84%	30.8%	
New-vehicle selling price (retail) ³	\$31,182	\$30,555	2.1%
Gross as % of selling price	6.3%	7.0%	
Retail gross profit per new vehicle retailed	\$1,964	\$2,136	-8.1%
Retail net profit per new vehicle retailed	(\$156)	(\$14)	
Average number of new vehicles retailed	1,028	957	7.3%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	86.0%	85.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$17,124,994	\$15,682,547	9.2%
Used-vehicle dept. sales as % of total sales	29.7%	29.8%	
Used-vehicle dept. gross as % of total gross	23.2%	22.6%	
Used-vehicle selling price (retail) ³	\$18,945	\$18,405	2.9%
Gross as % of selling price	12.7%	13.0%	
Retail gross profit per used vehicle retailed	\$2,407	\$2,400	0.3%
Retail net profit per used vehicle retailed	\$80	\$95	
Average number of used vehicles retailed	673	625	7.8%
F&I gross as % of used-vehicle sales	3.3%	3.1%	
F&I penetration (used)	65.6%	63.6%	
Used- to new-unit vehicle ratio (retail only)	65.5%	65.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,004,681	\$6,405,949	9.3%
Fixed-ops sales as % of total sales	12.2%	12.2%	
Fixed-ops gross as % of total gross	48.0%	46.5%	
Warranty as % of total fixed-ops sales	16.3%	15.7%	
ADVERTISING EXPENSE ⁴	\$601,696	\$570,171	5.5%
As % of total gross	8.6%	8.6%	
Per new vehicle retailed	\$586	\$596	-1.7%

RENT & EQUIVALENT		\$805,234	\$773,794	4.1%
As % of total gross		11.5%	11.7%	
Per new vehicle retailed		\$784	\$808	-3.1%
FLOORPLAN INTEREST		(\$71,733)	(\$60,652)	18.3%
As % of total gross		-1.3%	-1.2%	
Per new vehicle retailed		(\$87)	(\$82)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,937,213	\$5,506,198	7.8%
As % of total sales		10.3%	10.5%	
As % of total gross		84.8%	83.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2014	Change	2013	
Domestic Cars	0.34	-10.8%	5.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	-2.8%	2.2	Current ratio (Current assets to current liabilities)
Total Cars	0.48	-8.7%	7.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.53	2.7%	7.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.01	-3.0%	15.5	
				YTD
				Dec 13
				YTD
				Dec 12

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LUXURY DEALERSHIP PROFILE

	YTD Dec 2013	YTD Dec 2012	Percent Change
TOTAL SALES	\$80,498,013	\$71,689,906	12.3%
TOTAL GROSS ¹	\$9,428,730	\$8,729,700	8.0%
As % of total sales	11.7%	12.2%	
TOTAL EXPENSE	\$8,908,560	\$8,043,158	10.8%
As % of total sales	11.1%	11.2%	
As % of total gross	94.5%	92.1%	
TOTAL OPERATING PROFIT	\$520,170	\$686,542	-24.2%
As % of total sales	0.6%	1.0%	
As % of total gross	5.5%	7.9%	
NET PROFIT BEFORE TAX	\$2,236,984	\$2,405,749	-7.0%
As % of total sales	2.8%	3.4%	
As % of total gross	23.7%	27.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$45,517,309	\$40,840,949	11.5%
New-vehicle dept. sales as % of total sales	56.54%	57.0%	
New-vehicle dept. gross as % of total gross	25.50%	27.3%	
New-vehicle selling price (retail) ³	\$49,949	\$48,742	2.5%
Gross as % of selling price	5.6%	6.1%	
Retail gross profit per new vehicle retailed	\$2,787	\$2,951	-5.6%
Retail net profit per new vehicle retailed	(\$371)	(\$266)	
Average number of new vehicles retailed	863	807	6.9%
F&I gross as % of new-vehicle dept. sales	1.8%	1.8%	
F&I penetration (new vehicles)	70.2%	71.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$23,974,687	\$21,052,909	13.9%
Used-vehicle dept. sales as % of total sales	29.8%	29.4%	
Used-vehicle dept. gross as % of total gross	17.5%	17.6%	
Used-vehicle selling price (retail) ³	\$29,611	\$28,823	2.7%
Gross as % of selling price	9.8%	10.4%	
Retail gross profit per used vehicle retailed	\$2,898	\$2,997	-3.3%
Retail net profit per used vehicle retailed	(\$121)	\$54	
Average number of used vehicles retailed	570	512	11.4%
F&I gross as % of used-vehicle sales	2.2%	2.1%	
F&I penetration (used)	44.7%	40.4%	
Used- to new-unit vehicle ratio (retail only)	66.1%	63.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$11,007,674	\$9,723,157	13.2%
Fixed-ops sales as % of total sales	13.7%	13.6%	
Fixed-ops gross as % of total gross	57.0%	55.1%	
Warranty as % of total fixed-ops sales	19.9%	20.0%	
ADVERTISING EXPENSE ⁴	\$535,921	\$497,822	7.7%
As % of total gross	5.7%	5.7%	
Per new vehicle retailed	\$621	\$617	0.7%

RENT & EQUIVALENT		\$1,157,084	\$1,126,289	2.7%
As % of total gross		12.3%	12.9%	
Per new vehicle retailed		\$1,341	\$1,396	-3.9%
FLOORPLAN INTEREST		(\$28,696)	\$3,274	-976.5%
As % of total gross		-0.5%	-0.2%	
Per new vehicle retailed		(\$56)	(\$20)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$8,005,895	\$7,123,219	12.4%
As % of total sales		9.9%	9.9%	
As % of total gross		84.9%	81.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2014	Change	2013	
Domestic Cars	0.34	-10.8%	5.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	-2.8%	2.2	Current ratio (Current assets to current liabilities)
Total Cars	0.48	-8.7%	7.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.53	2.7%	7.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.01	-3.0%	15.5	
				YTD
				Dec 13
				YTD
				Dec 12

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3. Excludes F&I sales.
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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Dec 2013	YTD Dec 2012	Percent Change
TOTAL SALES	\$45,801,003	\$41,797,860	9.6%
TOTAL GROSS ¹	\$5,502,161	\$5,252,566	4.8%
As % of total sales	12.0%	12.6%	
TOTAL EXPENSE	\$5,076,456	\$4,832,781	5.0%
As % of total sales	11.1%	11.6%	
As % of total gross	92.3%	92.0%	
TOTAL OPERATING PROFIT	\$426,875	\$419,785	1.7%
As % of total sales	0.9%	1.0%	
As % of total gross	7.8%	8.0%	
NET PROFIT BEFORE TAX	\$1,178,190	\$1,112,351	5.9%
As % of total sales	2.6%	2.7%	
As % of total gross	21.4%	21.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$26,393,778	\$23,638,177	11.7%
New-vehicle dept. sales as % of total sales	57.63%	56.6%	
New-vehicle dept. gross as % of total gross	30.04%	30.8%	
New-vehicle selling price (retail) ³	\$29,861	\$29,031	2.9%
Gross as % of selling price	6.8%	7.4%	
Retail gross profit per new vehicle retailed	\$2,029	\$2,144	-5.4%
Retail net profit per new vehicle retailed	\$46	\$98	
Average number of new vehicles retailed	815	753	8.2%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	88.4%	86.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,192,713	\$13,176,327	7.7%
Used-vehicle dept. sales as % of total sales	31.0%	31.5%	
Used-vehicle dept. gross as % of total gross	27.2%	26.5%	
Used-vehicle selling price (retail) ³	\$16,916	\$16,473	2.7%
Gross as % of selling price	13.8%	14.1%	
Retail gross profit per used vehicle retailed	\$2,331	\$2,314	0.7%
Retail net profit per used vehicle retailed	\$207	\$196	
Average number of used vehicles retailed	641	601	6.7%
F&I gross as % of used-vehicle sales	3.6%	3.3%	
F&I penetration (used)	63.0%	61.5%	
Used- to new-unit vehicle ratio (retail only)	78.7%	79.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,197,019	\$4,943,321	5.1%
Fixed-ops sales as % of total sales	11.3%	11.8%	
Fixed-ops gross as % of total gross	42.8%	42.7%	
Warranty as % of total fixed-ops sales	13.2%	12.9%	
ADVERTISING EXPENSE ⁴	\$493,182	\$468,815	5.2%
As % of total gross	9.0%	8.9%	
Per new vehicle retailed	\$605	\$622	-2.7%

RENT & EQUIVALENT		\$567,635	\$542,677	4.6%
As % of total gross		10.3%	10.3%	
Per new vehicle retailed		\$697	\$721	-3.3%
FLOORPLAN INTEREST		(\$56,003)	(\$40,601)	37.9%
As % of total gross		-1.5%	-1.2%	
Per new vehicle retailed		(\$99)	(\$86)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,635,682	\$4,394,642	5.5%
As % of total sales		10.1%	10.5%	
As % of total gross		84.3%	83.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2014	Change	2013	
Domestic Cars	0.34	-10.8%	5.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	-2.8%	2.2	Current ratio (Current assets to current liabilities)
Total Cars	0.48	-8.7%	7.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.53	2.7%	7.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.01	-3.0%	15.5	

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