



AVERAGE DEALERSHIP PROFILE

	YTD Dec 2012	YTD Dec 2011	Percent Change
TOTAL SALES	\$44,434,376	\$41,488,006	7.1%
TOTAL GROSS ¹	\$5,549,040	\$5,396,698	2.8%
As % of total sales	12.5%	13.0%	
TOTAL EXPENSE	\$5,111,701	\$4,950,326	3.3%
As % of total sales	11.5%	11.9%	
As % of total gross	92.1%	91.7%	
TOTAL OPERATING PROFIT	\$437,339	\$446,301	-2.0%
As % of total sales	1.0%	1.1%	
As % of total gross	7.9%	8.3%	
NET PROFIT BEFORE TAX	\$1,228,760	\$1,138,307	7.9%
As % of total sales	2.8%	2.7%	
As % of total gross	22.1%	21.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$25,137,519	\$24,056,032	4.5%
New-vehicle dept. sales as % of total sales	56.57%	58.0%	
New-vehicle dept. gross as % of total gross	30.06%	28.6%	
New-vehicle selling price (retail) ³	\$31,194	\$30,982	0.7%
Gross as % of selling price	7.1%	7.3%	
Retail gross profit per new vehicle retailed	\$2,226	\$2,264	-1.7%
Retail net profit per new vehicle retailed	\$51	(\$31)	
Average number of new vehicles retailed	750	682	9.8%
F&I gross as % of new-vehicle dept. sales	2.7%	2.4%	
F&I penetration (new vehicles)	84.6%	81.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,868,561	\$13,267,905	4.5%
Used-vehicle dept. sales as % of total sales	31.2%	32.0%	
Used-vehicle dept. gross as % of total gross	25.1%	24.9%	
Used-vehicle selling price (retail) ³	\$17,556	\$17,311	1.4%
Gross as % of selling price	13.5%	13.7%	
Retail gross profit per used vehicle retailed	\$2,370	\$2,372	-0.1%
Retail net profit per used vehicle retailed	\$183	\$203	
Average number of used vehicles retailed	588	567	3.8%
F&I gross as % of used-vehicle sales	3.2%	3.0%	
F&I penetration (used)	59.3%	56.8%	
Used- to new-unit vehicle ratio (retail only)	78.5%	83.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,384,443	\$5,448,318	-1.2%
Fixed-ops sales as % of total sales	12.1%	13.1%	
Fixed-ops gross as % of total gross	44.8%	46.4%	
Warranty as % of total fixed-ops sales	14.2%	15.1%	
ADVERTISING EXPENSE ⁴	\$466,093	\$424,776	9.7%
As % of total gross	8.4%	7.9%	
Per new vehicle retailed	\$622	\$622	-0.1%

RENT & EQUIVALENT		\$595,861	\$590,838	0.9%
As % of total gross		10.7%	10.9%	
Per new vehicle retailed		\$795	\$866	-8.2%
FLOORPLAN INTEREST		(\$33,961)	(\$9,607)	253.5%
As % of total gross		-1.0%	-0.7%	
Per new vehicle retailed		(\$77)	(\$52)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,629,388	\$4,444,496	4.2%
As % of total sales		10.4%	10.7%	
As % of total gross		83.4%	82.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	YTD
	2013	Change	2012	Dec 12
				Dec 11
Domestic Cars	0.38	19.1%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	2.3%	2.1	Current ratio (Current assets to current liabilities)
Total Cars	0.52	14.0%	7.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.52	14.5%	7.2	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.04	14.3%	14.5	

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 2012	YTD Dec 2011	Percent Change
TOTAL SALES	\$35,153,744	\$32,286,401	8.9%
TOTAL GROSS ¹	\$4,344,294	\$4,121,844	5.4%
As % of total sales	12.4%	12.8%	
TOTAL EXPENSE	\$4,004,889	\$3,778,089	6.0%
As % of total sales	11.4%	11.7%	
As % of total gross	92.2%	91.7%	
TOTAL OPERATING PROFIT	\$339,405	\$343,630	-1.2%
As % of total sales	1.0%	1.1%	
As % of total gross	7.8%	8.3%	
NET PROFIT BEFORE TAX	\$908,621	\$851,131	6.8%
As % of total sales	2.6%	2.6%	
As % of total gross	20.9%	20.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$19,353,171	\$17,301,268	11.9%
New-vehicle dept. sales as % of total sales	55.05%	53.6%	
New-vehicle dept. gross as % of total gross	29.33%	27.8%	
New-vehicle selling price (retail) ³	\$32,014	\$31,707	1.0%
Gross as % of selling price	7.3%	7.3%	
Retail gross profit per new vehicle retailed	\$2,352	\$2,315	1.6%
Retail net profit per new vehicle retailed	\$146	\$57	
Average number of new vehicles retailed	542	495	9.4%
F&I gross as % of new-vehicle dept. sales	2.6%	2.4%	
F&I penetration (new vehicles)	83.0%	81.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,526,277	\$10,785,154	6.9%
Used-vehicle dept. sales as % of total sales	32.8%	33.4%	
Used-vehicle dept. gross as % of total gross	28.0%	28.0%	
Used-vehicle selling price (retail) ³	\$16,766	\$16,444	2.0%
Gross as % of selling price	14.0%	14.2%	
Retail gross profit per used vehicle retailed	\$2,344	\$2,335	0.4%
Retail net profit per used vehicle retailed	\$263	\$280	
Average number of used vehicles retailed	519	493	5.3%
F&I gross as % of used-vehicle sales	3.2%	3.0%	
F&I penetration (used)	55.1%	52.3%	
Used- to new-unit vehicle ratio (retail only)	95.9%	99.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,225,126	\$4,174,174	1.2%
Fixed-ops sales as % of total sales	12.0%	12.9%	
Fixed-ops gross as % of total gross	42.5%	44.2%	
Warranty as % of total fixed-ops sales	12.5%	13.1%	
ADVERTISING EXPENSE ⁴	\$356,136	\$322,696	10.4%
As % of total gross	8.2%	7.8%	
Per new vehicle retailed	\$657	\$652	0.9%

RENT & EQUIVALENT		\$419,276	\$409,531	2.4%
As % of total gross		9.7%	9.9%	
Per new vehicle retailed		\$774	\$827	-6.4%
FLOORPLAN INTEREST		(\$11,343)	\$3,672	-408.9%
As % of total gross		-0.9%	-0.6%	
Per new vehicle retailed		(\$70)	(\$51)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,645,376	\$3,410,909	6.9%
As % of total sales		10.4%	10.6%	
As % of total gross		83.9%	82.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2013	Change	2012	
Domestic Cars	0.38	19.1%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	2.3%	2.1	Current ratio (Current assets to current liabilities)
Total Cars	0.52	14.0%	7.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.52	14.5%	7.2	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.04	14.3%	14.5	

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Dec 2012	YTD Dec 2011	Percent Change
TOTAL SALES	\$52,605,457	\$48,984,404	7.4%
TOTAL GROSS ¹	\$6,629,668	\$6,484,950	2.2%
As % of total sales	12.6%	13.2%	
TOTAL EXPENSE	\$6,105,628	\$5,960,203	2.4%
As % of total sales	11.6%	12.2%	
As % of total gross	92.1%	91.9%	
TOTAL OPERATING PROFIT	\$524,039	\$524,747	-0.1%
As % of total sales	1.0%	1.1%	
As % of total gross	7.9%	8.1%	
NET PROFIT BEFORE TAX	\$1,541,444	\$1,393,299	10.6%
As % of total sales	2.9%	2.8%	
As % of total gross	23.3%	21.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,485,559	\$30,318,804	0.6%
New-vehicle dept. sales as % of total sales	57.95%	61.9%	
New-vehicle dept. gross as % of total gross	30.85%	29.5%	
New-vehicle selling price (retail) ³	\$30,555	\$30,368	0.6%
Gross as % of selling price	7.0%	7.3%	
Retail gross profit per new vehicle retailed	\$2,136	\$2,227	-4.1%
Retail net profit per new vehicle retailed	(\$14)	(\$101)	
Average number of new vehicles retailed	957	860	11.4%
F&I gross as % of new-vehicle dept. sales	2.7%	2.3%	
F&I penetration (new vehicles)	85.6%	81.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,682,547	\$14,992,847	4.6%
Used-vehicle dept. sales as % of total sales	29.8%	30.6%	
Used-vehicle dept. gross as % of total gross	22.6%	22.1%	
Used-vehicle selling price (retail) ³	\$18,405	\$18,357	0.3%
Gross as % of selling price	13.0%	13.2%	
Retail gross profit per used vehicle retailed	\$2,400	\$2,419	-0.8%
Retail net profit per used vehicle retailed	\$95	\$110	
Average number of used vehicles retailed	625	592	5.5%
F&I gross as % of used-vehicle sales	3.1%	3.0%	
F&I penetration (used)	63.6%	61.7%	
Used- to new-unit vehicle ratio (retail only)	65.2%	68.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,405,949	\$6,514,756	-1.7%
Fixed-ops sales as % of total sales	12.2%	13.3%	
Fixed-ops gross as % of total gross	46.5%	48.4%	
Warranty as % of total fixed-ops sales	15.7%	17.0%	
ADVERTISING EXPENSE ⁴	\$570,171	\$515,277	10.7%
As % of total gross	8.6%	7.9%	
Per new vehicle retailed	\$596	\$599	-0.6%

RENT & EQUIVALENT		\$773,794	\$771,634	0.3%
As % of total gross		11.7%	11.9%	
Per new vehicle retailed		\$808	\$898	-9.9%
FLOORPLAN INTEREST		(\$60,652)	(\$26,389)	129.8%
As % of total gross		-1.2%	-0.7%	
Per new vehicle retailed		(\$82)	(\$52)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,506,198	\$5,323,187	3.4%
As % of total sales		10.5%	10.9%	
As % of total gross		83.1%	82.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	YTD
	2013	Change	2012	Dec 12
				Dec 11
Domestic Cars	0.38	19.1%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	2.3%	2.1	Current ratio (Current assets to current liabilities)
Total Cars	0.52	14.0%	7.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.52	14.5%	7.2	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.04	14.3%	14.5	

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LUXURY DEALERSHIP PROFILE

	YTD Dec 2012	YTD Dec 2011	Percent Change
TOTAL SALES	\$71,689,906	\$70,135,352	2.2%
TOTAL GROSS ¹	\$8,729,700	\$9,005,007	-3.1%
As % of total sales	12.2%	12.8%	
TOTAL EXPENSE	\$8,043,158	\$8,256,898	-2.6%
As % of total sales	11.2%	11.8%	
As % of total gross	92.1%	91.7%	
TOTAL OPERATING PROFIT	\$686,542	\$748,109	-8.2%
As % of total sales	1.0%	1.1%	
As % of total gross	7.9%	8.3%	
NET PROFIT BEFORE TAX	\$2,405,749	\$2,109,004	14.1%
As % of total sales	3.4%	3.0%	
As % of total gross	27.6%	23.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$40,840,949	\$38,584,763	5.8%
New-vehicle dept. sales as % of total sales	56.97%	55.0%	
New-vehicle dept. gross as % of total gross	27.28%	27.1%	
New-vehicle selling price (retail) ³	\$48,742	\$47,743	2.1%
Gross as % of selling price	6.1%	6.8%	
Retail gross profit per new vehicle retailed	\$2,951	\$3,226	-8.5%
Retail net profit per new vehicle retailed	(\$266)	(\$243)	
Average number of new vehicles retailed	807	756	6.8%
F&I gross as % of new-vehicle dept. sales	1.8%	1.9%	
F&I penetration (new vehicles)	71.5%	65.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$21,052,909	\$21,092,454	-0.2%
Used-vehicle dept. sales as % of total sales	29.4%	30.1%	
Used-vehicle dept. gross as % of total gross	17.6%	16.4%	
Used-vehicle selling price (retail) ³	\$28,823	\$28,439	1.3%
Gross as % of selling price	10.4%	10.1%	
Retail gross profit per used vehicle retailed	\$2,997	\$2,886	3.9%
Retail net profit per used vehicle retailed	\$54	(\$43)	
Average number of used vehicles retailed	512	513	-0.2%
F&I gross as % of used-vehicle sales	2.1%	2.0%	
F&I penetration (used)	40.4%	38.9%	
Used- to new-unit vehicle ratio (retail only)	63.4%	67.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$9,723,157	\$10,377,301	-6.3%
Fixed-ops sales as % of total sales	13.6%	14.8%	
Fixed-ops gross as % of total gross	55.1%	56.5%	
Warranty as % of total fixed-ops sales	20.0%	20.1%	
ADVERTISING EXPENSE ⁴	\$497,822	\$493,206	0.9%
As % of total gross	5.7%	5.5%	
Per new vehicle retailed	\$617	\$653	-5.5%

RENT & EQUIVALENT				\$1,126,289	\$1,104,941	1.9%
As % of total gross				12.9%	12.3%	
Per new vehicle retailed				\$1,396	\$1,462	-4.6%
FLOORPLAN INTEREST				\$3,274	\$67,182	-95.1%
As % of total gross				-0.2%	0.5%	
Per new vehicle retailed				(\$20)	\$61	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE				\$7,123,219	\$7,275,330	-2.1%
As % of total sales				9.9%	10.4%	
As % of total gross				81.6%	80.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS					
	YTD Jan	%	Full Year		YTD	YTD
	2013	Change	2012		Dec 12	Dec 11
Domestic Cars	0.38	19.1%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)	0.95	0.98
Import Cars	0.14	2.3%	2.1	Current ratio (Current assets to current liabilities)	1.22	1.39
Total Cars	0.52	14.0%	7.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	67.4%	69.4%
Light-Duty Trucks	0.52	14.5%	7.2	Return on equity (Annualized net pretax profit as % of net worth + lifo)	30.6%	25.6%
Total L-D Vehicles	1.04	14.3%	14.5			

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MASS MARKET DEALERSHIP PROFILE

	YTD Dec 2012	YTD Dec 2011	Percent Change
TOTAL SALES	\$41,797,860	\$37,855,911	10.4%
TOTAL GROSS ¹	\$5,252,566	\$4,939,374	6.3%
As % of total sales	12.6%	13.0%	
TOTAL EXPENSE	\$4,832,781	\$4,529,710	6.7%
As % of total sales	11.6%	12.0%	
As % of total gross	92.0%	91.7%	
TOTAL OPERATING PROFIT	\$419,785	\$409,587	2.5%
As % of total sales	1.0%	1.1%	
As % of total gross	8.0%	8.3%	
NET PROFIT BEFORE TAX	\$1,112,351	\$1,019,203	9.1%
As % of total sales	2.7%	2.7%	
As % of total gross	21.2%	20.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,638,177	\$22,187,123	6.5%
New-vehicle dept. sales as % of total sales	56.55%	58.6%	
New-vehicle dept. gross as % of total gross	30.75%	29.0%	
New-vehicle selling price (retail) ³	\$29,031	\$28,874	0.5%
Gross as % of selling price	7.4%	7.4%	
Retail gross profit per new vehicle retailed	\$2,144	\$2,145	0.0%
Retail net profit per new vehicle retailed	\$98	(\$3)	
Average number of new vehicles retailed	753	667	12.9%
F&I gross as % of new-vehicle dept. sales	2.9%	2.5%	
F&I penetration (new vehicles)	86.3%	83.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,176,327	\$12,255,166	7.5%
Used-vehicle dept. sales as % of total sales	31.5%	32.4%	
Used-vehicle dept. gross as % of total gross	26.5%	26.6%	
Used-vehicle selling price (retail) ³	\$16,473	\$16,200	1.7%
Gross as % of selling price	14.1%	14.3%	
Retail gross profit per used vehicle retailed	\$2,314	\$2,321	-0.3%
Retail net profit per used vehicle retailed	\$196	\$228	
Average number of used vehicles retailed	601	566	6.2%
F&I gross as % of used-vehicle sales	3.3%	3.2%	
F&I penetration (used)	61.5%	58.7%	
Used- to new-unit vehicle ratio (retail only)	79.8%	84.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,943,321	\$4,842,151	2.1%
Fixed-ops sales as % of total sales	11.8%	12.8%	
Fixed-ops gross as % of total gross	42.7%	44.4%	
Warranty as % of total fixed-ops sales	12.9%	13.9%	
ADVERTISING EXPENSE ⁴	\$468,815	\$412,726	13.6%
As % of total gross	8.9%	8.4%	
Per new vehicle retailed	\$622	\$619	0.6%

RENT & EQUIVALENT		\$542,677	\$527,690	2.8%
As % of total gross		10.3%	10.7%	
Per new vehicle retailed		\$721	\$791	-8.9%
FLOORPLAN INTEREST		(\$40,601)	(\$18,402)	120.6%
As % of total gross		-1.2%	-0.9%	
Per new vehicle retailed		(\$86)	(\$67)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,394,642	\$4,082,080	7.7%
As % of total sales		10.5%	10.8%	
As % of total gross		83.7%	82.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2013	Change	2012	
Domestic Cars	0.38	19.1%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.14	2.3%	2.1	Current ratio (Current assets to current liabilities)
Total Cars	0.52	14.0%	7.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.52	14.5%	7.2	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	1.04	14.3%	14.5	

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2. Includes F&I sales unless otherwise noted.

3. Excludes F&I sales.

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