



AVERAGE DEALERSHIP PROFILE

	YTD Dec 2010	YTD Dec 2009	Percent Change
TOTAL SALES	\$35,282,096	\$30,635,195	15.2%
TOTAL GROSS ¹	\$4,681,771	\$4,298,137	8.9%
As % of total sales	13.3%	14.0%	
TOTAL EXPENSE	\$4,353,833	\$4,088,696	6.5%
As % of total sales	12.3%	13.3%	
As % of total gross	93.0%	95.1%	
TOTAL OPERATING PROFIT	\$328,967	\$209,441	57.1%
As % of total sales	0.9%	0.7%	
As % of total gross	7.0%	4.9%	
NET PROFIT BEFORE TAX	\$874,125	\$668,917	30.7%
As % of total sales	2.5%	2.2%	
As % of total gross	18.7%	15.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$18,862,374	\$16,285,706	15.8%
New-vehicle dept. sales as % of total sales	53.46%	53.2%	
New-vehicle dept. gross as % of total gross	25.97%	25.5%	
New-vehicle selling price (retail) ³	\$29,930	\$28,133	6.4%
Gross as % of selling price	6.9%	7.3%	
Retail gross profit per new vehicle retailed	\$2,078	\$2,044	1.7%
Retail net profit per new vehicle retailed	(\$204)	(\$308)	
Average number of new vehicles retailed	585	535	9.3%
F&I gross as % of new-vehicle dept. sales	2.3%	2.2%	
F&I penetration (new vehicles)	83.5%	77.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,525,205	\$9,671,704	19.2%
Used-vehicle dept. sales as % of total sales	32.7%	31.6%	
Used-vehicle dept. gross as % of total gross	25.2%	24.8%	
Used-vehicle selling price (retail) ³	\$16,480	\$15,210	8.4%
Gross as % of selling price	13.6%	14.3%	
Retail gross profit per used vehicle retailed	\$2,236	\$2,169	3.1%
Retail net profit per used vehicle retailed	\$198	\$157	
Average number of used vehicles retailed	528	491	7.6%
F&I gross as % of used-vehicle sales	2.9%	2.8%	
F&I penetration (used)	54.5%	53.7%	
Used- to new-unit vehicle ratio (retail only)	90.3%	91.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,858,566	\$4,599,114	5.6%
Fixed-ops sales as % of total sales	13.8%	15.0%	
Fixed-ops gross as % of total gross	48.8%	49.7%	
Warranty as % of total fixed-ops sales	16.3%	15.8%	
ADVERTISING EXPENSE ⁴	\$371,460	\$331,727	12.0%
As % of total gross	7.9%	7.7%	
Per new vehicle retailed	\$635	\$620	2.4%

RENT & EQUIVALENT		\$548,762	\$514,302	6.7%
As % of total gross		11.7%	12.0%	
Per new vehicle retailed		\$938	\$961	-2.4%
FLOORPLAN INTEREST		(\$2,355)	\$30,164	-107.8%
As % of total gross		-0.6%	0.2%	
Per new vehicle retailed		(\$46)	\$15	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,871,924	\$3,607,798	7.3%
As % of total sales		11.0%	11.8%	
As % of total gross		82.7%	83.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2011	Change	2010	
Domestic Cars	0.26	6.3%	3.8	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.13	8.0%	1.8	Current ratio (Current assets to current liabilities)
Total Cars	0.38	6.8%	5.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.44	28.3%	5.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	0.82	17.3%	11.6	
				YTD
				Dec 10
				YTD
				Dec 09

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 2010	YTD Dec 2009	Percent Change
TOTAL SALES	\$25,596,973	\$21,015,389	21.8%
TOTAL GROSS ¹	\$3,394,094	\$2,970,870	14.2%
As % of total sales	13.3%	14.1%	
TOTAL EXPENSE	\$3,165,928	\$2,871,538	10.3%
As % of total sales	12.4%	13.7%	
As % of total gross	93.3%	96.7%	
TOTAL OPERATING PROFIT	\$228,267	\$99,332	129.8%
As % of total sales	0.9%	0.5%	
As % of total gross	6.7%	3.3%	
NET PROFIT BEFORE TAX	\$616,061	\$414,734	48.5%
As % of total sales	2.4%	2.0%	
As % of total gross	18.2%	14.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$13,057,543	\$10,422,852	25.3%
New-vehicle dept. sales as % of total sales	51.01%	49.6%	
New-vehicle dept. gross as % of total gross	24.83%	22.7%	
New-vehicle selling price (retail) ³	\$31,547	\$29,713	6.2%
Gross as % of selling price	7.2%	7.2%	
Retail gross profit per new vehicle retailed	\$2,264	\$2,130	6.3%
Retail net profit per new vehicle retailed	(\$175)	(\$474)	
Average number of new vehicles retailed	372	316	17.7%
F&I gross as % of new-vehicle dept. sales	2.1%	1.9%	
F&I penetration (new vehicles)	83.3%	73.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$8,987,113	\$7,314,214	22.9%
Used-vehicle dept. sales as % of total sales	35.1%	34.8%	
Used-vehicle dept. gross as % of total gross	28.5%	28.2%	
Used-vehicle selling price (retail) ³	\$15,699	\$14,329	9.6%
Gross as % of selling price	14.0%	14.7%	
Retail gross profit per used vehicle retailed	\$2,202	\$2,110	4.3%
Retail net profit per used vehicle retailed	\$265	\$213	
Average number of used vehicles retailed	439	397	10.6%
F&I gross as % of used-vehicle sales	2.8%	2.6%	
F&I penetration (used)	47.9%	47.1%	
Used- to new-unit vehicle ratio (retail only)	118.0%	125.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,530,607	\$3,255,504	8.5%
Fixed-ops sales as % of total sales	13.8%	15.5%	
Fixed-ops gross as % of total gross	46.6%	49.0%	
Warranty as % of total fixed-ops sales	14.0%	14.5%	
ADVERTISING EXPENSE ⁴	\$265,804	\$230,790	15.2%
As % of total gross	7.8%	7.8%	
Per new vehicle retailed	\$714	\$730	-2.1%

RENT & EQUIVALENT				\$359,066	\$329,661	8.9%
As % of total gross				10.6%	11.1%	
Per new vehicle retailed				\$965	\$1,042	-7.5%
FLOORPLAN INTEREST				\$15,137	\$33,987	-55.5%
As % of total gross				-0.3%	0.5%	
Per new vehicle retailed				(\$28)	\$43	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE				\$2,830,896	\$2,545,070	11.2%
As % of total sales				11.1%	12.1%	
As % of total gross				83.4%	85.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS					
	YTD Jan	%	Full Year			
	2011	Change	2010	YTD	YTD	
				Dec 10	Dec 09	
Domestic Cars	0.26	6.3%	3.8	Net debt to equity (Total liabilities less floorplan to net worth + lifo)	1.55 1.61	
Import Cars	0.13	8.0%	1.8	Current ratio (Current assets to current liabilities)	1.25 1.31	
Total Cars	0.38	6.8%	5.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	57.2% 57.5%	
Light-Duty Trucks	0.44	28.3%	5.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)	35.2% 25.5%	
Total L-D Vehicles	0.82	17.3%	11.6			

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IMPORT DEALERSHIP PROFILE

	YTD Dec 2010	YTD Dec 2009	Percent Change
TOTAL SALES	\$43,122,168	\$39,655,668	8.7%
TOTAL GROSS ¹	\$5,739,148	\$5,537,465	3.6%
As % of total sales	13.3%	14.0%	
TOTAL EXPENSE	\$5,334,737	\$5,206,301	2.5%
As % of total sales	12.4%	13.1%	
As % of total gross	93.0%	94.0%	
TOTAL OPERATING PROFIT	\$406,656	\$331,163	22.8%
As % of total sales	0.9%	0.8%	
As % of total gross	7.1%	6.0%	
NET PROFIT BEFORE TAX	\$1,093,043	\$934,691	16.9%
As % of total sales	2.5%	2.4%	
As % of total gross	19.0%	16.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,956,943	\$22,233,130	7.8%
New-vehicle dept. sales as % of total sales	55.56%	56.1%	
New-vehicle dept. gross as % of total gross	27.03%	27.9%	
New-vehicle selling price (retail) ³	\$28,757	\$27,084	6.2%
Gross as % of selling price	6.8%	7.4%	
Retail gross profit per new vehicle retailed	\$1,952	\$1,992	-2.0%
Retail net profit per new vehicle retailed	(\$230)	(\$207)	
Average number of new vehicles retailed	795	775	2.6%
F&I gross as % of new-vehicle dept. sales	2.4%	2.4%	
F&I penetration (new vehicles)	83.1%	79.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,178,931	\$11,477,691	14.8%
Used-vehicle dept. sales as % of total sales	30.6%	28.9%	
Used-vehicle dept. gross as % of total gross	22.3%	21.9%	
Used-vehicle selling price (retail) ³	\$17,368	\$16,211	7.1%
Gross as % of selling price	13.1%	13.8%	
Retail gross profit per used vehicle retailed	\$2,277	\$2,239	1.7%
Retail net profit per used vehicle retailed	\$120	\$96	
Average number of used vehicles retailed	563	542	4.0%
F&I gross as % of used-vehicle sales	3.0%	3.0%	
F&I penetration (used)	61.8%	61.1%	
Used- to new-unit vehicle ratio (retail only)	70.9%	69.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,936,719	\$5,794,380	2.5%
Fixed-ops sales as % of total sales	13.8%	14.6%	
Fixed-ops gross as % of total gross	50.6%	50.2%	
Warranty as % of total fixed-ops sales	18.4%	17.0%	
ADVERTISING EXPENSE ⁴	\$464,268	\$428,253	8.4%
As % of total gross	8.1%	7.7%	
Per new vehicle retailed	\$584	\$553	5.7%

RENT & EQUIVALENT		\$732,125	\$705,846	3.7%
As % of total gross		12.8%	12.7%	
Per new vehicle retailed		\$921	\$911	1.1%
FLOORPLAN INTEREST		(\$26,554)	\$18,366	-244.6%
As % of total gross		-0.8%	0.0%	
Per new vehicle retailed		(\$56)	(\$3)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,720,381	\$4,575,769	3.2%
As % of total sales		10.9%	11.5%	
As % of total gross		82.2%	82.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2011	Change	2010	
Domestic Cars	0.26	6.3%	3.8	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.13	8.0%	1.8	Current ratio (Current assets to current liabilities)
Total Cars	0.38	6.8%	5.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.44	28.3%	5.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total L-D Vehicles	0.82	17.3%	11.6	

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2. Includes F&I sales unless otherwise noted.
3. Excludes F&I sales.
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LUXURY DEALERSHIP PROFILE

	YTD Dec 2010	YTD Dec 2009	Percent Change
TOTAL SALES	\$53,866,012	\$45,122,022	19.4%
TOTAL GROSS ¹	\$7,170,812	\$6,622,852	8.3%
As % of total sales	13.3%	14.7%	
TOTAL EXPENSE	\$6,578,853	\$6,320,272	4.1%
As % of total sales	12.2%	14.0%	
As % of total gross	91.7%	95.4%	
TOTAL OPERATING PROFIT	\$602,585	\$302,580	99.1%
As % of total sales	1.1%	0.7%	
As % of total gross	8.4%	4.6%	
NET PROFIT BEFORE TAX	\$1,551,835	\$1,087,910	42.6%
As % of total sales	2.9%	2.4%	
As % of total gross	21.6%	16.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,453,545	\$22,860,210	24.5%
New-vehicle dept. sales as % of total sales	52.82%	50.7%	
New-vehicle dept. gross as % of total gross	23.81%	21.6%	
New-vehicle selling price (retail) ³	\$46,396	\$46,210	0.4%
Gross as % of selling price	6.3%	6.5%	
Retail gross profit per new vehicle retailed	\$2,910	\$3,021	-3.7%
Retail net profit per new vehicle retailed	(\$516)	(\$1,187)	
Average number of new vehicles retailed	587	472	24.2%
F&I gross as % of new-vehicle dept. sales	1.6%	1.6%	
F&I penetration (new vehicles)	63.7%	81.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,901,003	\$13,900,417	21.6%
Used-vehicle dept. sales as % of total sales	31.4%	30.8%	
Used-vehicle dept. gross as % of total gross	17.5%	16.5%	
Used-vehicle selling price (retail) ³	\$27,227	\$27,305	-0.3%
Gross as % of selling price	10.3%	10.6%	
Retail gross profit per used vehicle retailed	\$2,803	\$2,894	-3.1%
Retail net profit per used vehicle retailed	\$20	\$73	
Average number of used vehicles retailed	447	378	18.3%
F&I gross as % of used-vehicle sales	2.1%	2.1%	
F&I penetration (used)	44.1%	47.2%	
Used- to new-unit vehicle ratio (retail only)	76.2%	80.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$8,325,028	\$8,361,395	-0.4%
Fixed-ops sales as % of total sales	15.5%	18.5%	
Fixed-ops gross as % of total gross	58.7%	61.9%	
Warranty as % of total fixed-ops sales	20.6%	23.0%	
ADVERTISING EXPENSE ⁴	\$384,954	\$381,007	1.0%
As % of total gross	5.4%	5.8%	
Per new vehicle retailed	\$656	\$806	-18.6%

RENT & EQUIVALENT		\$939,258	\$849,300	10.6%
As % of total gross		13.1%	12.8%	
Per new vehicle retailed		\$1,601	\$1,798	-11.0%
FLOORPLAN INTEREST		\$20,344	\$127,997	-84.1%
As % of total gross		0.0%	1.6%	
Per new vehicle retailed		\$5	\$229	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,755,603	\$5,505,996	4.5%
As % of total sales		10.7%	12.2%	
As % of total gross		80.3%	83.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	YTD
	2011	Change	2010	Dec 10
				Dec 09
Domestic Cars	0.26	6.3%	3.8	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.13	8.0%	1.8	1.16
Total Cars	0.38	6.8%	5.6	Current ratio (Current assets to current liabilities)
Light-Duty Trucks	0.44	28.3%	5.9	1.25
Total L-D Vehicles	0.82	17.3%	11.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
				71.1%
				71.4%
				Return on equity (Annualized net pretax profit as % of net worth + lifo)
				28.9%
				16.8%

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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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MASS MARKET DEALERSHIP PROFILE

	YTD Dec 2010	YTD Dec 2009	Percent Change
TOTAL SALES	\$32,995,340	\$29,074,584	13.5%
TOTAL GROSS ¹	\$4,376,732	\$4,054,234	8.0%
As % of total sales	13.3%	13.9%	
TOTAL EXPENSE	\$4,077,282	\$3,854,224	5.8%
As % of total sales	12.4%	13.3%	
As % of total gross	93.2%	95.1%	
TOTAL OPERATING PROFIT	\$299,512	\$200,010	49.7%
As % of total sales	0.9%	0.7%	
As % of total gross	6.8%	4.9%	
NET PROFIT BEFORE TAX	\$796,788	\$626,662	27.1%
As % of total sales	2.4%	2.2%	
As % of total gross	18.2%	15.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$17,682,758	\$15,561,233	13.6%
New-vehicle dept. sales as % of total sales	53.59%	53.5%	
New-vehicle dept. gross as % of total gross	26.35%	26.0%	
New-vehicle selling price (retail) ³	\$28,207	\$26,750	5.4%
Gross as % of selling price	7.1%	7.4%	
Retail gross profit per new vehicle retailed	\$1,991	\$1,969	1.1%
Retail net profit per new vehicle retailed	(\$170)	(\$240)	
Average number of new vehicles retailed	579	536	8.1%
F&I gross as % of new-vehicle dept. sales	2.4%	2.3%	
F&I penetration (new vehicles)	85.5%	76.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,842,819	\$9,201,011	17.8%
Used-vehicle dept. sales as % of total sales	32.9%	31.6%	
Used-vehicle dept. gross as % of total gross	26.5%	25.9%	
Used-vehicle selling price (retail) ³	\$15,553	\$14,422	7.8%
Gross as % of selling price	14.1%	14.7%	
Retail gross profit per used vehicle retailed	\$2,187	\$2,122	3.1%
Retail net profit per used vehicle retailed	\$213	\$162	
Average number of used vehicles retailed	530	495	7.2%
F&I gross as % of used-vehicle sales	3.0%	2.9%	
F&I penetration (used)	55.5%	54.2%	
Used- to new-unit vehicle ratio (retail only)	91.5%	92.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,450,269	\$4,227,740	5.3%
Fixed-ops sales as % of total sales	13.5%	14.5%	
Fixed-ops gross as % of total gross	47.1%	48.0%	
Warranty as % of total fixed-ops sales	15.5%	14.6%	
ADVERTISING EXPENSE ⁴	\$366,339	\$324,092	13.0%
As % of total gross	8.4%	8.0%	
Per new vehicle retailed	\$632	\$605	4.6%

RENT & EQUIVALENT		\$503,044	\$480,433	4.7%
As % of total gross		11.5%	11.9%	
Per new vehicle retailed		\$868	\$897	-3.1%
FLOORPLAN INTEREST		(\$5,431)	\$21,267	-125.5%
As % of total gross		-0.7%	0.0%	
Per new vehicle retailed		(\$52)	(\$2)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,635,786	\$3,406,908	6.7%
As % of total sales		11.0%	11.7%	
As % of total gross		83.1%	84.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	YTD
	2011	Change	2010	Dec 10
				Dec 09
Domestic Cars	0.26	6.3%	3.8	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.13	8.0%	1.8	1.32
Total Cars	0.38	6.8%	5.6	Current ratio (Current assets to current liabilities)
Light-Duty Trucks	0.44	28.3%	5.9	1.28
Total L-D Vehicles	0.82	17.3%	11.6	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
				57.9%
				57.4%
				Return on equity (Annualized net pretax profit as % of net worth + lifo)
				32.0%
				26.1%

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