



AVERAGE DEALERSHIP PROFILE

	YTD Dec 2016	YTD Dec 2015	Percent Change
TOTAL SALES	\$59,590,891	\$56,723,576	5.1%
TOTAL GROSS ¹	\$6,771,320	\$6,572,760	3.0%
As % of total sales	11.4%	11.6%	
TOTAL EXPENSE	\$6,495,666	\$6,099,768	6.5%
As % of total sales	10.9%	10.8%	
As % of total gross	95.9%	92.8%	
TOTAL OPERATING PROFIT	\$275,662	\$472,981	-41.7%
As % of total sales	0.5%	0.8%	
As % of total gross	4.1%	7.2%	
NET PROFIT BEFORE TAX	\$1,466,799	\$1,503,432	-2.4%
As % of total sales	2.5%	2.7%	
As % of total gross	21.7%	22.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$34,546,139	\$33,006,319	4.7%
New-vehicle dept. sales as % of total sales	57.97%	58.2%	
New-vehicle dept. gross as % of total gross	27.83%	29.5%	
New-vehicle selling price (retail) ³	\$34,449	\$33,456	3.0%
Gross as % of selling price	6.0%	6.4%	
Retail gross profit per new vehicle retailed	\$2,066	\$2,152	-4.0%
Retail net profit per new vehicle retailed	(\$217)	(\$22)	
Average number of new vehicles retailed	928	916	1.3%
F&I gross as % of new-vehicle dept. sales	2.8%	2.8%	
F&I penetration (new vehicles)	90.4%	90.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$18,109,934	\$17,240,887	5.0%
Used-vehicle dept. sales as % of total sales	30.4%	30.4%	
Used-vehicle dept. gross as % of total gross	24.9%	25.1%	
Used-vehicle selling price (retail) ³	\$19,886	\$19,400	2.5%
Gross as % of selling price	12.1%	12.6%	
Retail gross profit per used vehicle retailed	\$2,415	\$2,444	-1.2%
Retail net profit per used vehicle retailed	\$65	\$132	
Average number of used vehicles retailed	703	677	3.8%
F&I gross as % of used-vehicle sales	3.7%	3.6%	
F&I penetration (used)	74.4%	71.4%	
Used- to new-unit vehicle ratio (retail only)	75.7%	74.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,972,698	\$6,458,094	8.0%
Fixed-ops sales as % of total sales	11.7%	11.4%	
Fixed-ops gross as % of total gross	47.3%	45.4%	
Warranty as % of total fixed-ops sales	18.2%	17.6%	
ADVERTISING EXPENSE ⁴	\$587,787	\$554,815	5.9%
As % of total gross	8.7%	8.4%	
Per new vehicle retailed	\$633	\$606	4.5%

RENT & EQUIVALENT		\$724,207	\$674,856	7.3%
As % of total gross		10.7%	10.3%	
Per new vehicle retailed		\$780	\$737	5.9%
FLOORPLAN INTEREST		(\$85,855)	(\$109,497)	-21.6%
As % of total gross		-1.7%	-2.0%	
Per new vehicle retailed		(\$124)	(\$147)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,970,593	\$5,628,310	6.1%
As % of total sales		10.0%	9.9%	
As % of total gross		88.2%	85.6%	
LIGHT-DUTY VEHICLE SALES (millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2017	Change	2016	
Domestic Cars	0.3	-13.7%	5.1	Net debt to equity (Total liabilities minus floorplan to net worth plus LIFO)
Import Cars	0.1	-10.3%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-12.9%	6.9	Service & parts absorption (Service & parts gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.7	6.1%	10.6	Return on equity (Annualized net pretax profit as % of net worth plus LIFO)
Total light-duty	1.1	-1.7%	17.5	
				YTD
				Dec 16
				YTD
				Dec 15

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 2016	YTD Dec 2015	Percent Change
TOTAL SALES	\$53,647,345	\$49,882,081	7.5%
TOTAL GROSS ¹	\$5,905,305	\$5,655,845	4.4%
As % of total sales	11.0%	11.3%	
TOTAL EXPENSE	\$5,560,929	\$5,142,563	8.1%
As % of total sales	10.4%	10.3%	
As % of total gross	94.2%	90.9%	
TOTAL OPERATING PROFIT	\$344,398	\$513,282	-32.9%
As % of total sales	0.6%	1.0%	
As % of total gross	5.8%	9.1%	
NET PROFIT BEFORE TAX	\$1,235,709	\$1,306,329	-5.4%
As % of total sales	2.3%	2.6%	
As % of total gross	20.9%	23.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$31,205,348	\$28,732,592	8.6%
New-vehicle dept. sales as % of total sales	58.17%	57.6%	
New-vehicle dept. gross as % of total gross	29.00%	30.5%	
New-vehicle selling price (retail) ³	\$36,920	\$35,606	3.7%
Gross as % of selling price	6.1%	6.6%	
Retail gross profit per new vehicle retailed	\$2,252	\$2,351	-4.2%
Retail net profit per new vehicle retailed	(\$31)	\$203	
Average number of new vehicles retailed	762	734	3.8%
F&I gross as % of new-vehicle dept. sales	2.6%	2.7%	
F&I penetration (new vehicles)	93.5%	93.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,636,530	\$15,715,175	5.9%
Used-vehicle dept. sales as % of total sales	31.0%	31.5%	
Used-vehicle dept. gross as % of total gross	27.0%	27.3%	
Used-vehicle selling price (retail) ³	\$19,531	\$18,897	3.4%
Gross as % of selling price	12.8%	13.2%	
Retail gross profit per used vehicle retailed	\$2,498	\$2,503	-0.2%
Retail net profit per used vehicle retailed	\$171	\$228	
Average number of used vehicles retailed	656	631	4.0%
F&I gross as % of used-vehicle sales	3.6%	3.5%	
F&I penetration (used)	74.5%	70.1%	
Used- to new-unit vehicle ratio (retail only)	86.1%	86.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,875,582	\$5,401,407	8.8%
Fixed-ops sales as % of total sales	11.0%	10.8%	
Fixed-ops gross as % of total gross	43.9%	42.2%	
Warranty as % of total fixed-ops sales	17.4%	17.1%	
ADVERTISING EXPENSE ⁴	\$510,014	\$466,041	9.4%
As % of total gross	8.6%	8.2%	
Per new vehicle retailed	\$670	\$635	5.4%

RENT & EQUIVALENT		\$574,209	\$527,532	8.8%
As % of total gross		9.7%	9.3%	
Per new vehicle retailed		\$754	\$719	4.8%
FLOORPLAN INTEREST		(\$58,627)	(\$86,506)	-32.2%
As % of total gross		-1.6%	-2.0%	
Per new vehicle retailed		(\$122)	(\$158)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,114,044	\$4,767,377	7.3%
As % of total sales		9.5%	9.6%	
As % of total gross		86.6%	84.3%	
LIGHT-DUTY VEHICLE SALES (millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2017	Change	2016	
Domestic Cars	0.3	-13.7%	5.1	Net debt to equity (Total liabilities minus floorplan to net worth plus LIFO)
Import Cars	0.1	-10.3%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-12.9%	6.9	Service & parts absorption (Service & parts gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.7	6.1%	10.6	Return on equity (Annualized net pretax profit as % of net worth plus LIFO)
Total light-duty	1.1	-1.7%	17.5	
				YTD
				Dec 16
				YTD
				Dec 15

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Dec 2016	YTD Dec 2015	Percent Change
TOTAL SALES	\$66,739,795	\$64,952,534	2.8%
TOTAL GROSS ¹	\$7,812,964	\$7,675,626	1.8%
As % of total sales	11.7%	11.8%	
TOTAL EXPENSE	\$7,619,970	\$7,251,095	5.1%
As % of total sales	11.4%	11.2%	
As % of total gross	97.5%	94.5%	
TOTAL OPERATING PROFIT	\$192,986	\$424,506	-54.5%
As % of total sales	0.3%	0.7%	
As % of total gross	2.5%	5.5%	
NET PROFIT BEFORE TAX	\$1,744,755	\$1,740,509	0.2%
As % of total sales	2.6%	2.7%	
As % of total gross	22.3%	22.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$38,564,446	\$38,146,762	1.1%
New-vehicle dept. sales as % of total sales	57.78%	58.7%	
New-vehicle dept. gross as % of total gross	26.76%	28.5%	
New-vehicle selling price (retail) ³	\$32,443	\$31,785	2.1%
Gross as % of selling price	5.9%	6.3%	
Retail gross profit per new vehicle retailed	\$1,915	\$1,998	-4.2%
Retail net profit per new vehicle retailed	(\$369)	(\$198)	
Average number of new vehicles retailed	1,128	1,135	-0.6%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	87.8%	88.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$19,882,147	\$19,076,016	4.2%
Used-vehicle dept. sales as % of total sales	29.8%	29.4%	
Used-vehicle dept. gross as % of total gross	23.0%	23.2%	
Used-vehicle selling price (retail) ³	\$20,254	\$19,920	1.7%
Gross as % of selling price	11.5%	12.0%	
Retail gross profit per used vehicle retailed	\$2,329	\$2,383	-2.3%
Retail net profit per used vehicle retailed	(\$46)	\$32	
Average number of used vehicles retailed	760	734	3.6%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	74.4%	72.7%	
Used- to new-unit vehicle ratio (retail only)	67.3%	64.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$8,292,311	\$7,729,079	7.3%
Fixed-ops sales as % of total sales	12.4%	11.9%	
Fixed-ops gross as % of total gross	50.3%	48.2%	
Warranty as % of total fixed-ops sales	18.9%	18.0%	
ADVERTISING EXPENSE ⁴	\$681,333	\$661,593	3.0%
As % of total gross	8.7%	8.6%	
Per new vehicle retailed	\$604	\$583	3.6%

RENT & EQUIVALENT		\$904,625	\$852,057	6.2%
As % of total gross		11.6%	11.1%	
Per new vehicle retailed		\$802	\$751	6.8%
FLOORPLAN INTEREST		(\$118,606)	(\$137,150)	-13.5%
As % of total gross		-1.8%	-2.0%	
Per new vehicle retailed		(\$125)	(\$138)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$7,000,851	\$6,663,841	5.1%
As % of total sales		10.5%	10.3%	
As % of total gross		89.6%	86.8%	
LIGHT-DUTY VEHICLE SALES (millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2017	Change	2016	
Domestic Cars	0.3	-13.7%	5.1	Net debt to equity (Total liabilities minus floorplan to net worth plus LIFO)
Import Cars	0.1	-10.3%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-12.9%	6.9	Service & parts absorption (Service & parts gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.7	6.1%	10.6	Return on equity (Annualized net pretax profit as % of net worth plus LIFO)
Total light-duty	1.1	-1.7%	17.5	

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LUXURY DEALERSHIP PROFILE

	YTD Dec 2016	YTD Dec 2015	Percent Change
TOTAL SALES	\$94,128,296	\$93,016,150	1.2%
TOTAL GROSS ¹	\$10,215,697	\$9,980,162	2.4%
As % of total sales	10.9%	10.7%	
TOTAL EXPENSE	\$10,072,428	\$9,785,416	2.9%
As % of total sales	10.7%	10.5%	
As % of total gross	98.6%	98.0%	
TOTAL OPERATING PROFIT	\$143,233	\$194,619	-26.4%
As % of total sales	0.2%	0.2%	
As % of total gross	1.4%	2.0%	
NET PROFIT BEFORE TAX	\$2,524,279	\$2,606,132	-3.1%
As % of total sales	2.7%	2.8%	
As % of total gross	24.7%	26.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$52,197,235	\$53,270,605	-2.0%
New-vehicle dept. sales as % of total sales	55.45%	57.3%	
New-vehicle dept. gross as % of total gross	22.66%	23.4%	
New-vehicle selling price (retail) ³	\$52,296	\$50,191	4.2%
Gross as % of selling price	5.1%	5.1%	
Retail gross profit per new vehicle retailed	\$2,661	\$2,579	3.1%
Retail net profit per new vehicle retailed	(\$711)	(\$732)	
Average number of new vehicles retailed	939	1,003	-6.4%
F&I gross as % of new-vehicle dept. sales	2.0%	2.0%	
F&I penetration (new vehicles)	69.8%	66.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$29,261,825	\$27,916,848	4.8%
Used-vehicle dept. sales as % of total sales	31.1%	30.0%	
Used-vehicle dept. gross as % of total gross	18.5%	18.8%	
Used-vehicle selling price (retail) ³	\$30,553	\$30,205	1.2%
Gross as % of selling price	8.4%	8.7%	
Retail gross profit per used vehicle retailed	\$2,556	\$2,623	-2.6%
Retail net profit per used vehicle retailed	(\$144)	(\$37)	
Average number of used vehicles retailed	723	683	5.8%
F&I gross as % of used-vehicle sales	2.4%	2.3%	
F&I penetration (used)	50.2%	45.8%	
Used- to new-unit vehicle ratio (retail only)	77.0%	68.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$12,665,377	\$11,826,547	7.1%
Fixed-ops sales as % of total sales	13.5%	12.7%	
Fixed-ops gross as % of total gross	58.9%	57.7%	
Warranty as % of total fixed-ops sales	19.0%	20.6%	
ADVERTISING EXPENSE ⁴	\$599,152	\$635,917	-5.8%
As % of total gross	5.9%	6.4%	
Per new vehicle retailed	\$638	\$634	0.7%

RENT & EQUIVALENT		\$1,320,896	\$1,244,705	6.1%
As % of total gross		12.9%	12.5%	
Per new vehicle retailed		\$1,407	\$1,241	13.4%
FLOORPLAN INTEREST		(\$182,070)	(\$174,011)	4.6%
As % of total gross		-2.0%	-1.9%	
Per new vehicle retailed		(\$222)	(\$193)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$9,330,490	\$8,949,810	4.3%
As % of total sales		9.9%	9.6%	
As % of total gross		91.3%	89.7%	
LIGHT-DUTY VEHICLE SALES (millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2017	Change	2016	
Domestic Cars	0.3	-13.7%	5.1	Net debt to equity (Total liabilities minus floorplan to net worth plus LIFO)
Import Cars	0.1	-10.3%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-12.9%	6.9	Service & parts absorption (Service & parts gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.7	6.1%	10.6	Return on equity (Annualized net pretax profit as % of net worth plus LIFO)
Total light-duty	1.1	-1.7%	17.5	

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2. Includes F&I sales unless otherwise noted.
3. Excludes F&I sales.
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Source: NADA Industry Analysis



MASS-MARKET DEALERSHIP PROFILE

	YTD Dec 2016	YTD Dec 2015	Percent Change
TOTAL SALES	\$55,741,355	\$52,689,062	5.8%
TOTAL GROSS ¹	\$6,387,677	\$6,194,993	3.1%
As % of total sales	11.5%	11.8%	
TOTAL EXPENSE	\$6,097,607	\$5,690,071	7.2%
As % of total sales	10.9%	10.8%	
As % of total gross	95.5%	91.8%	
TOTAL OPERATING PROFIT	\$290,082	\$504,923	-42.5%
As % of total sales	0.5%	1.0%	
As % of total gross	4.5%	8.2%	
NET PROFIT BEFORE TAX	\$1,349,840	\$1,381,859	-2.3%
As % of total sales	2.4%	2.6%	
As % of total gross	21.1%	22.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$32,586,978	\$30,760,162	5.9%
New-vehicle dept. sales as % of total sales	58.46%	58.4%	
New-vehicle dept. gross as % of total gross	28.75%	30.6%	
New-vehicle selling price (retail) ³	\$32,399	\$31,359	3.3%
Gross as % of selling price	6.2%	6.7%	
Retail gross profit per new vehicle retailed	\$1,997	\$2,099	-4.8%
Retail net profit per new vehicle retailed	(\$162)	\$65	
Average number of new vehicles retailed	929	908	2.3%
F&I gross as % of new-vehicle dept. sales	2.9%	3.0%	
F&I penetration (new vehicles)	92.7%	93.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,860,289	\$16,049,468	5.1%
Used-vehicle dept. sales as % of total sales	30.2%	30.5%	
Used-vehicle dept. gross as % of total gross	26.0%	26.3%	
Used-vehicle selling price (retail) ³	\$18,643	\$18,171	2.6%
Gross as % of selling price	12.9%	13.3%	
Retail gross profit per used vehicle retailed	\$2,398	\$2,423	-1.1%
Retail net profit per used vehicle retailed	\$88	\$150	
Average number of used vehicles retailed	701	677	3.5%
F&I gross as % of used-vehicle sales	3.9%	3.8%	
F&I penetration (used)	77.3%	74.3%	
Used- to new-unit vehicle ratio (retail only)	75.5%	74.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,336,484	\$5,859,437	8.1%
Fixed-ops sales as % of total sales	11.4%	11.1%	
Fixed-ops gross as % of total gross	45.2%	43.1%	
Warranty as % of total fixed-ops sales	18.0%	16.9%	
ADVERTISING EXPENSE ⁴	\$587,248	\$546,535	7.4%
As % of total gross	9.2%	8.8%	
Per new vehicle retailed	\$632	\$602	5.0%

RENT & EQUIVALENT		\$657,912	\$611,450	7.6%
As % of total gross		10.3%	9.9%	
Per new vehicle retailed		\$709	\$674	5.2%
FLOORPLAN INTEREST		(\$76,261)	(\$103,407)	-26.3%
As % of total gross		-1.7%	-2.1%	
Per new vehicle retailed		(\$114)	(\$142)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,596,597	\$5,259,782	6.4%
As % of total sales		10.0%	10.0%	
As % of total gross		87.6%	84.9%	
LIGHT-DUTY VEHICLE SALES (millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2017	Change	2016	
Domestic Cars	0.3	-13.7%	5.1	Net debt to equity (Total liabilities minus floorplan to net worth plus LIFO)
Import Cars	0.1	-10.3%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-12.9%	6.9	Service & parts absorption (Service & parts gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.7	6.1%	10.6	Return on equity (Annualized net pretax profit as % of net worth plus LIFO)
Total light-duty	1.1	-1.7%	17.5	

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