



AVERAGE DEALERSHIP PROFILE

	YTD Sept 2017	YTD Sept 2016	Percent Change
TOTAL SALES	\$45,021,054	\$45,040,582	0.0%
TOTAL GROSS ¹	\$5,185,800	\$5,178,719	0.1%
As % of total sales	11.5%	11.5%	
TOTAL EXPENSE	\$5,033,384	\$4,875,163	3.2%
As % of total sales	11.2%	10.8%	
As % of total gross	97.1%	94.1%	
TOTAL OPERATING PROFIT	\$152,444	\$303,691	-49.8%
As % of total sales	0.3%	0.7%	
As % of total gross	2.9%	5.9%	
NET PROFIT BEFORE TAX	\$1,109,944	\$1,166,060	-4.8%
As % of total sales	2.5%	2.6%	
As % of total gross	21.4%	22.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$25,775,633	\$25,911,173	-0.5%
New-vehicle dept. sales as % of total sales	57.25%	57.5%	
New-vehicle dept. gross as % of total gross	26.50%	27.9%	
New-vehicle selling price (retail) ³	\$34,427	\$34,230	0.6%
Gross as % of selling price	5.7%	6.1%	
Retail gross profit per new vehicle retailed	\$1,967	\$2,083	-5.5%
Retail net profit per new vehicle retailed	(\$403)	(\$179)	
Average number of new vehicles retailed	694	700	-0.8%
F&I gross as % of new-vehicle dept. sales	2.9%	2.8%	
F&I penetration (new vehicles)	90.9%	90.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,821,676	\$13,901,184	-0.6%
Used-vehicle dept. sales as % of total sales	30.7%	30.9%	
Used-vehicle dept. gross as % of total gross	25.0%	25.8%	
Used-vehicle selling price (retail) ³	\$19,975	\$19,873	0.5%
Gross as % of selling price	11.9%	12.4%	
Retail gross profit per used vehicle retailed	\$2,373	\$2,459	-3.5%
Retail net profit per used vehicle retailed	\$91	\$166	
Average number of used vehicles retailed	539	541	-0.4%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	72.3%	116.7%	
Used- to new-unit vehicle ratio (retail only)	77.6%	77.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,416,912	\$5,218,152	3.8%
Fixed-ops sales as % of total sales	12.0%	11.6%	
Fixed-ops gross as % of total gross	48.5%	46.3%	
Warranty as % of total fixed-ops sales	18.8%	18.3%	
ADVERTISING EXPENSE ⁴	\$434,787	\$440,897	-1.4%
As % of total gross	8.4%	8.5%	
Per new vehicle retailed	\$626	\$630	-0.6%

RENT & EQUIVALENT		\$562,259	\$546,710	2.8%
As % of total gross		10.8%	10.6%	
Per new vehicle retailed		\$810	\$781	3.7%
FLOORPLAN INTEREST		(\$34,614)	(\$84,894)	-59.2%
As % of total gross		-0.7%	-1.6%	
Per new vehicle retailed		(\$50)	(\$121)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,552,679	\$4,474,081	1.8%
As % of total sales		10.1%	9.9%	
As % of total gross		87.8%	86.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2017	Change	2016	
Domestic Cars	3.9	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.1	-11.2%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.0	4.4%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.1	-1.8%	17.5	
				YTD
				Sept 17
				YTD
				Sept 16

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 Sept 2017	YTD Sept 2016	Percent Change
TOTAL SALES	\$40,576,602	\$39,773,529	2.0%
TOTAL GROSS ¹	\$4,559,097	\$4,437,190	2.7%
As % of total sales	11.2%	11.2%	
TOTAL EXPENSE	\$4,285,998	\$4,084,569	4.9%
As % of total sales	10.6%	10.3%	
As % of total gross	94.0%	92.1%	
TOTAL OPERATING PROFIT	\$273,099	\$352,871	-22.6%
As % of total sales	0.7%	0.9%	
As % of total gross	6.0%	8.0%	
NET PROFIT BEFORE TAX	\$916,761	\$988,465	-7.3%
As % of total sales	2.3%	2.5%	
As % of total gross	20.1%	22.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,455,446	\$22,846,664	2.7%
New-vehicle dept. sales as % of total sales	57.81%	57.4%	
New-vehicle dept. gross as % of total gross	28.60%	28.7%	
New-vehicle selling price (retail) ³	\$37,573	\$36,456	3.1%
Gross as % of selling price	6.0%	6.1%	
Retail gross profit per new vehicle retailed	\$2,254	\$2,238	0.7%
Retail net profit per new vehicle retailed	(\$147)	(\$12)	
Average number of new vehicles retailed	565	565	-0.1%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	93.3%	94.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,602,806	\$12,595,824	0.1%
Used-vehicle dept. sales as % of total sales	31.1%	31.7%	
Used-vehicle dept. gross as % of total gross	27.4%	28.2%	
Used-vehicle selling price (retail) ³	\$19,694	\$19,401	1.5%
Gross as % of selling price	12.7%	13.1%	
Retail gross profit per used vehicle retailed	\$2,509	\$2,536	-1.1%
Retail net profit per used vehicle retailed	\$269	\$299	
Average number of used vehicles retailed	501	500	0.1%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	73.4%	158.6%	
Used- to new-unit vehicle ratio (retail only)	88.7%	88.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,503,706	\$4,313,138	4.4%
Fixed-ops sales as % of total sales	11.1%	10.8%	
Fixed-ops gross as % of total gross	44.0%	43.1%	
Warranty as % of total fixed-ops sales	17.0%	17.7%	
ADVERTISING EXPENSE ⁴	\$373,849	\$376,483	-0.7%
As % of total gross	8.2%	8.5%	
Per new vehicle retailed	\$662	\$666	-0.6%

RENT & EQUIVALENT		\$450,570	\$416,231	8.2%
As % of total gross		9.9%	9.4%	
Per new vehicle retailed		\$798	\$737	8.3%
FLOORPLAN INTEREST		(\$12,427)	(\$66,399)	-81.3%
As % of total gross		-0.3%	-1.5%	
Per new vehicle retailed		(\$22)	(\$118)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,859,456	\$3,759,282	2.7%
As % of total sales		9.5%	9.5%	
As % of total gross		84.7%	84.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2017	Change	2016	
Domestic Cars	3.9	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.1	-11.2%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.0	4.4%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.1	-1.8%	17.5	

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IMPORT DEALERSHIP PROFILE

	YTD Sept 2017	YTD Sept 2016	Percent Change
TOTAL SALES	\$48,533,342	\$51,375,799	-5.5%
TOTAL GROSS ¹	\$5,681,061	\$6,070,632	-6.4%
As % of total sales	11.7%	11.8%	
TOTAL EXPENSE	\$5,624,016	\$5,826,089	-3.5%
As % of total sales	11.6%	11.3%	
As % of total gross	99.0%	96.0%	
TOTAL OPERATING PROFIT	\$57,094	\$244,537	-76.7%
As % of total sales	0.1%	0.5%	
As % of total gross	1.0%	4.0%	
NET PROFIT BEFORE TAX	\$1,262,609	\$1,379,671	-8.5%
As % of total sales	2.6%	2.7%	
As % of total gross	22.2%	22.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$27,609,193	\$29,597,168	-6.7%
New-vehicle dept. sales as % of total sales	56.89%	57.6%	
New-vehicle dept. gross as % of total gross	25.17%	27.2%	
New-vehicle selling price (retail) ³	\$32,665	\$32,476	0.6%
Gross as % of selling price	5.5%	6.0%	
Retail gross profit per new vehicle retailed	\$1,807	\$1,960	-7.8%
Retail net profit per new vehicle retailed	(\$547)	(\$310)	
Average number of new vehicles retailed	797	863	-7.6%
F&I gross as % of new-vehicle dept. sales	3.1%	2.9%	
F&I penetration (new vehicles)	89.5%	87.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,784,905	\$15,471,273	-4.4%
Used-vehicle dept. sales as % of total sales	30.5%	30.1%	
Used-vehicle dept. gross as % of total gross	23.4%	23.6%	
Used-vehicle selling price (retail) ³	\$20,171	\$20,354	-0.9%
Gross as % of selling price	11.3%	11.7%	
Retail gross profit per used vehicle retailed	\$2,279	\$2,380	-4.3%
Retail net profit per used vehicle retailed	(\$33)	\$31	
Average number of used vehicles retailed	569	590	-3.6%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	71.6%	73.9%	
Used- to new-unit vehicle ratio (retail only)	71.4%	68.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,138,585	\$6,306,704	-2.7%
Fixed-ops sales as % of total sales	12.6%	12.3%	
Fixed-ops gross as % of total gross	51.4%	49.2%	
Warranty as % of total fixed-ops sales	19.9%	18.8%	
ADVERTISING EXPENSE ⁴	\$482,945	\$518,374	-6.8%
As % of total gross	8.5%	8.5%	
Per new vehicle retailed	\$606	\$601	0.9%

RENT & EQUIVALENT		\$650,522	\$703,650	-7.6%
As % of total gross		11.5%	11.6%	
Per new vehicle retailed		\$817	\$816	0.1%
FLOORPLAN INTEREST		(\$52,148)	(\$107,139)	-51.3%
As % of total gross		-0.9%	-1.8%	
Per new vehicle retailed		(\$65)	(\$124)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,100,507	\$5,333,842	-4.4%
As % of total sales		10.5%	10.4%	
As % of total gross		89.8%	87.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2017	Change	2016	
Domestic Cars	3.9	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.1	-11.2%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.0	4.4%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.1	-1.8%	17.5	
				YTD
				Sept 17
				YTD
				Sept 16

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LUXURY DEALERSHIP PROFILE

	YTD Sept 2017	YTD Sept 2016	Percent Change
TOTAL SALES	\$66,220,892	\$74,171,018	-10.7%
TOTAL GROSS ¹	\$7,548,689	\$8,208,935	-8.0%
As % of total sales	11.4%	11.1%	
TOTAL EXPENSE	\$7,534,502	\$8,014,231	-6.0%
As % of total sales	11.4%	10.8%	
As % of total gross	99.8%	97.6%	
TOTAL OPERATING PROFIT	\$14,240	\$194,675	-92.7%
As % of total sales	0.0%	0.3%	
As % of total gross	0.2%	2.4%	
NET PROFIT BEFORE TAX	\$1,811,198	\$1,993,210	-9.1%
As % of total sales	2.7%	2.7%	
As % of total gross	24.0%	24.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$35,232,121	\$41,187,465	-14.5%
New-vehicle dept. sales as % of total sales	53.20%	55.5%	
New-vehicle dept. gross as % of total gross	20.01%	24.6%	
New-vehicle selling price (retail) ³	\$52,630	\$52,890	-0.5%
Gross as % of selling price	4.6%	5.5%	
Retail gross profit per new vehicle retailed	\$2,416	\$2,921	-17.3%
Retail net profit per new vehicle retailed	(\$1,214)	(\$578)	
Average number of new vehicles retailed	615	733	-16.1%
F&I gross as % of new-vehicle dept. sales	2.1%	2.0%	
F&I penetration (new vehicles)	74.4%	67.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$21,549,716	\$23,119,693	-6.8%
Used-vehicle dept. sales as % of total sales	32.5%	31.2%	
Used-vehicle dept. gross as % of total gross	19.5%	18.4%	
Used-vehicle selling price (retail) ³	\$30,347	\$30,681	-1.1%
Gross as % of selling price	8.5%	8.6%	
Retail gross profit per used vehicle retailed	\$2,581	\$2,625	-1.7%
Retail net profit per used vehicle retailed	(\$69)	(\$119)	
Average number of used vehicles retailed	548	561	-2.3%
F&I gross as % of used-vehicle sales	2.6%	2.4%	
F&I penetration (used)	48.5%	49.8%	
Used- to new-unit vehicle ratio (retail only)	89.1%	76.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$9,436,158	\$9,861,044	-4.3%
Fixed-ops sales as % of total sales	14.2%	13.3%	
Fixed-ops gross as % of total gross	60.4%	57.0%	
Warranty as % of total fixed-ops sales	21.2%	18.9%	
ADVERTISING EXPENSE ⁴	\$459,705	\$482,853	-4.8%
As % of total gross	6.1%	5.9%	
Per new vehicle retailed	\$747	\$659	13.4%

RENT & EQUIVALENT		\$895,362	\$1,096,732	-18.4%
As % of total gross		11.9%	13.4%	
Per new vehicle retailed		\$1,455	\$1,496	-2.7%
FLOORPLAN INTEREST		(\$64,967)	(\$141,495)	-54.1%
As % of total gross		-0.9%	-1.7%	
Per new vehicle retailed		(\$106)	(\$193)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,837,179	\$7,324,911	-6.7%
As % of total sales		10.3%	9.9%	
As % of total gross		90.6%	89.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2017	Change	2016	
Domestic Cars	3.9	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.1	-11.2%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.0	4.4%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.1	-1.8%	17.5	

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MASS MARKET DEALERSHIP PROFILE

	YTD Sept 2017	YTD Sept 2016	Percent Change
TOTAL SALES	\$42,012,560	\$41,802,747	0.5%
TOTAL GROSS ¹	\$4,850,443	\$4,842,384	0.2%
As % of total sales	11.5%	11.6%	
TOTAL EXPENSE	\$4,677,500	\$4,526,456	3.3%
As % of total sales	11.1%	10.8%	
As % of total gross	96.4%	93.5%	
TOTAL OPERATING PROFIT	\$172,966	\$316,080	-45.3%
As % of total sales	0.4%	0.8%	
As % of total gross	3.6%	6.5%	
NET PROFIT BEFORE TAX	\$1,010,762	\$1,074,962	-6.0%
As % of total sales	2.4%	2.6%	
As % of total gross	20.8%	22.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$24,438,912	\$24,220,264	0.9%
New-vehicle dept. sales as % of total sales	58.17%	57.9%	
New-vehicle dept. gross as % of total gross	27.94%	28.5%	
New-vehicle selling price (retail) ³	\$32,170	\$32,009	0.5%
Gross as % of selling price	5.9%	6.2%	
Retail gross profit per new vehicle retailed	\$1,911	\$1,983	-3.6%
Retail net profit per new vehicle retailed	(\$302)	(\$132)	
Average number of new vehicles retailed	706	698	1.2%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	92.9%	93.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,720,925	\$12,871,395	-1.2%
Used-vehicle dept. sales as % of total sales	30.3%	30.8%	
Used-vehicle dept. gross as % of total gross	26.2%	27.1%	
Used-vehicle selling price (retail) ³	\$18,467	\$18,606	-0.7%
Gross as % of selling price	12.7%	13.1%	
Retail gross profit per used vehicle retailed	\$2,343	\$2,438	-3.9%
Retail net profit per used vehicle retailed	\$114	\$198	
Average number of used vehicles retailed	537	539	-0.3%
F&I gross as % of used-vehicle sales	4.0%	4.0%	
F&I penetration (used)	75.8%	124.3%	
Used- to new-unit vehicle ratio (retail only)	76.2%	77.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,845,342	\$4,700,256	3.1%
Fixed-ops sales as % of total sales	11.5%	11.2%	
Fixed-ops gross as % of total gross	45.9%	44.3%	
Warranty as % of total fixed-ops sales	18.2%	18.1%	
ADVERTISING EXPENSE ⁴	\$431,386	\$436,763	-1.2%
As % of total gross	8.9%	9.0%	
Per new vehicle retailed	\$611	\$626	-2.4%

RENT & EQUIVALENT		\$515,278	\$485,683	6.1%
As % of total gross		10.6%	10.0%	
Per new vehicle retailed		\$730	\$696	4.9%
FLOORPLAN INTEREST		(\$31,180)	(\$79,420)	-60.7%
As % of total gross		-0.6%	-1.6%	
Per new vehicle retailed		(\$44)	(\$114)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,227,879	\$4,157,393	1.7%
As % of total sales		10.1%	9.9%	
As % of total gross		87.2%	85.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2017	Change	2016	
Domestic Cars	3.9	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.1	-11.2%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.0	4.4%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.1	-1.8%	17.5	

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