



AVERAGE DEALERSHIP PROFILE

	YTD Oct 2017	YTD Oct 2016	Percent Change
TOTAL SALES	\$49,892,474	\$48,933,818	2.0%
TOTAL GROSS ¹	\$5,757,576	\$5,659,009	1.7%
As % of total sales	11.5%	11.6%	
TOTAL EXPENSE	\$5,589,008	\$5,335,371	4.8%
As % of total sales	11.2%	10.9%	
As % of total gross	97.1%	94.3%	
TOTAL OPERATING PROFIT	\$168,576	\$322,943	-47.8%
As % of total sales	0.3%	0.7%	
As % of total gross	2.9%	5.7%	
NET PROFIT BEFORE TAX	\$1,232,698	\$1,263,062	-2.4%
As % of total sales	2.5%	2.6%	
As % of total gross	21.4%	22.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,603,244	\$28,141,364	1.6%
New-vehicle dept. sales as % of total sales	57.33%	57.5%	
New-vehicle dept. gross as % of total gross	26.59%	28.0%	
New-vehicle selling price (retail) ³	\$34,490	\$34,266	0.7%
Gross as % of selling price	5.7%	6.1%	
Retail gross profit per new vehicle retailed	\$1,974	\$2,101	-6.0%
Retail net profit per new vehicle retailed	(\$400)	(\$175)	
Average number of new vehicles retailed	770	761	1.2%
F&I gross as % of new-vehicle dept. sales	2.9%	2.8%	
F&I penetration (new vehicles)	89.8%	91.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,233,765	\$15,111,983	0.8%
Used-vehicle dept. sales as % of total sales	30.5%	30.9%	
Used-vehicle dept. gross as % of total gross	24.7%	25.5%	
Used-vehicle selling price (retail) ³	\$19,990	\$19,839	0.8%
Gross as % of selling price	11.8%	12.3%	
Retail gross profit per used vehicle retailed	\$2,362	\$2,449	-3.5%
Retail net profit per used vehicle retailed	\$72	\$146	
Average number of used vehicles retailed	595	589	1.1%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	72.6%	115.4%	
Used- to new-unit vehicle ratio (retail only)	77.3%	77.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,047,969	\$5,726,800	5.6%
Fixed-ops sales as % of total sales	12.1%	11.7%	
Fixed-ops gross as % of total gross	48.7%	46.5%	
Warranty as % of total fixed-ops sales	18.7%	18.4%	
ADVERTISING EXPENSE ⁴	\$482,838	\$484,705	-0.4%
As % of total gross	8.4%	8.6%	
Per new vehicle retailed	\$627	\$637	-1.5%

RENT & EQUIVALENT		\$628,011	\$599,394	4.8%
As % of total gross		10.9%	10.6%	
Per new vehicle retailed		\$816	\$788	3.6%
FLOORPLAN INTEREST		(\$42,298)	(\$91,881)	-54.0%
As % of total gross		-0.7%	-1.6%	
Per new vehicle retailed		(\$55)	(\$121)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,055,242	\$4,895,339	3.3%
As % of total sales		10.1%	10.0%	
As % of total gross		87.8%	86.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2017	Change	2016	
Domestic Cars	4.3	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.3	-15.9%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.6	-11.0%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.9	4.6%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-1.6%	17.5	
				YTD
				Oct 17
				YTD
				Oct 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 Oct 2017	YTD Oct 2016	Percent Change
TOTAL SALES	\$44,777,156	\$43,571,599	2.8%
TOTAL GROSS ¹	\$5,021,887	\$4,874,127	3.0%
As % of total sales	11.2%	11.2%	
TOTAL EXPENSE	\$4,727,242	\$4,494,541	5.2%
As % of total sales	10.6%	10.3%	
As % of total gross	94.1%	92.2%	
TOTAL OPERATING PROFIT	\$294,644	\$378,318	-22.1%
As % of total sales	0.7%	0.9%	
As % of total gross	5.9%	7.8%	
NET PROFIT BEFORE TAX	\$998,549	\$1,076,054	-7.2%
As % of total sales	2.2%	2.5%	
As % of total gross	19.9%	22.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$25,888,110	\$25,172,419	2.8%
New-vehicle dept. sales as % of total sales	57.82%	57.8%	
New-vehicle dept. gross as % of total gross	28.52%	29.0%	
New-vehicle selling price (retail) ³	\$37,673	\$36,547	3.1%
Gross as % of selling price	6.0%	6.2%	
Retail gross profit per new vehicle retailed	\$2,247	\$2,265	-0.8%
Retail net profit per new vehicle retailed	(\$156)	\$4	
Average number of new vehicles retailed	623	620	0.4%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	94.0%	93.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,840,654	\$13,751,867	0.6%
Used-vehicle dept. sales as % of total sales	30.9%	31.6%	
Used-vehicle dept. gross as % of total gross	27.1%	27.9%	
Used-vehicle selling price (retail) ³	\$19,719	\$19,375	1.8%
Gross as % of selling price	12.7%	13.0%	
Retail gross profit per used vehicle retailed	\$2,503	\$2,528	-1.0%
Retail net profit per used vehicle retailed	\$252	\$275	
Average number of used vehicles retailed	548	547	0.2%
F&I gross as % of used-vehicle sales	3.7%	3.6%	
F&I penetration (used)	73.5%	154.4%	
Used- to new-unit vehicle ratio (retail only)	88.0%	88.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,032,350	\$4,732,745	6.3%
Fixed-ops sales as % of total sales	11.2%	10.9%	
Fixed-ops gross as % of total gross	44.3%	43.0%	
Warranty as % of total fixed-ops sales	16.9%	17.8%	
ADVERTISING EXPENSE ⁴	\$411,462	\$417,109	-1.4%
As % of total gross	8.2%	8.6%	
Per new vehicle retailed	\$661	\$672	-1.7%

RENT & EQUIVALENT		\$497,258	\$461,643	7.7%
As % of total gross		9.9%	9.5%	
Per new vehicle retailed		\$798	\$744	7.3%
FLOORPLAN INTEREST		(\$11,903)	(\$74,447)	-84.0%
As % of total gross		-0.2%	-1.5%	
Per new vehicle retailed		(\$19)	(\$120)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,255,537	\$4,135,075	2.9%
As % of total sales		9.5%	9.5%	
As % of total gross		84.7%	84.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2017	Change	2016	
Domestic Cars	4.3	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.3	-15.9%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.6	-11.0%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.9	4.6%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-1.6%	17.5	

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IMPORT DEALERSHIP PROFILE

	YTD Oct 2017	YTD Oct 2016	Percent Change
TOTAL SALES	\$53,934,925	\$55,383,502	-2.6%
TOTAL GROSS ¹	\$6,338,965	\$6,603,066	-4.0%
As % of total sales	11.8%	11.9%	
TOTAL EXPENSE	\$6,270,030	\$6,346,722	-1.2%
As % of total sales	11.6%	11.5%	
As % of total gross	98.9%	96.1%	
TOTAL OPERATING PROFIT	\$68,949	\$256,338	-73.1%
As % of total sales	0.1%	0.5%	
As % of total gross	1.1%	3.9%	
NET PROFIT BEFORE TAX	\$1,417,737	\$1,487,996	-4.7%
As % of total sales	2.6%	2.7%	
As % of total gross	22.4%	22.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,748,916	\$31,712,415	-3.0%
New-vehicle dept. sales as % of total sales	57.01%	57.3%	
New-vehicle dept. gross as % of total gross	25.38%	27.1%	
New-vehicle selling price (retail) ³	\$32,722	\$32,437	0.9%
Gross as % of selling price	5.6%	6.1%	
Retail gross profit per new vehicle retailed	\$1,822	\$1,970	-7.5%
Retail net profit per new vehicle retailed	(\$536)	(\$319)	
Average number of new vehicles retailed	886	930	-4.7%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	87.6%	88.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,334,689	\$16,747,933	-2.5%
Used-vehicle dept. sales as % of total sales	30.3%	30.2%	
Used-vehicle dept. gross as % of total gross	23.2%	23.3%	
Used-vehicle selling price (retail) ³	\$20,176	\$20,317	-0.7%
Gross as % of selling price	11.2%	11.7%	
Retail gross profit per used vehicle retailed	\$2,266	\$2,367	-4.3%
Retail net profit per used vehicle retailed	(\$51)	\$14	
Average number of used vehicles retailed	632	639	-1.1%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	71.9%	75.1%	
Used- to new-unit vehicle ratio (retail only)	71.3%	68.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,850,576	\$6,922,452	-1.0%
Fixed-ops sales as % of total sales	12.7%	12.5%	
Fixed-ops gross as % of total gross	51.5%	49.6%	
Warranty as % of total fixed-ops sales	19.8%	18.9%	
ADVERTISING EXPENSE ⁴	\$539,244	\$566,010	-4.7%
As % of total gross	8.5%	8.6%	
Per new vehicle retailed	\$609	\$609	0.0%

RENT & EQUIVALENT		\$731,340	\$765,081	-4.4%
As % of total gross		11.5%	11.6%	
Per new vehicle retailed		\$825	\$823	0.3%
FLOORPLAN INTEREST		(\$66,319)	(\$112,850)	-41.2%
As % of total gross		-1.0%	-1.7%	
Per new vehicle retailed		(\$75)	(\$121)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,687,221	\$5,809,787	-2.1%
As % of total sales		10.5%	10.5%	
As % of total gross		89.7%	88.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2017	Change	2016	
Domestic Cars	4.3	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.3	-15.9%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.6	-11.0%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.9	4.6%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-1.6%	17.5	
				YTD
				Oct 17
				YTD
				Oct 16

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LUXURY DEALERSHIP PROFILE

	YTD Oct 2017	YTD Oct 2016	Percent Change
TOTAL SALES	\$73,659,326	\$79,053,080	-6.8%
TOTAL GROSS ¹	\$8,439,274	\$8,741,054	-3.5%
As % of total sales	11.5%	11.1%	
TOTAL EXPENSE	\$8,374,386	\$8,572,909	-2.3%
As % of total sales	11.4%	10.8%	
As % of total gross	99.2%	98.1%	
TOTAL OPERATING PROFIT	\$64,947	\$168,117	-61.4%
As % of total sales	0.1%	0.2%	
As % of total gross	0.8%	1.9%	
NET PROFIT BEFORE TAX	\$2,072,548	\$2,094,451	-1.0%
As % of total sales	2.8%	2.6%	
As % of total gross	24.6%	24.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$39,397,208	\$43,555,810	-9.5%
New-vehicle dept. sales as % of total sales	53.49%	55.1%	
New-vehicle dept. gross as % of total gross	20.93%	24.0%	
New-vehicle selling price (retail) ³	\$53,013	\$53,173	-0.3%
Gross as % of selling price	4.7%	5.4%	
Retail gross profit per new vehicle retailed	\$2,486	\$2,885	-13.8%
Retail net profit per new vehicle retailed	(\$1,102)	(\$627)	
Average number of new vehicles retailed	685	770	-10.9%
F&I gross as % of new-vehicle dept. sales	2.1%	2.0%	
F&I penetration (new vehicles)	70.7%	68.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$23,797,497	\$24,848,694	-4.2%
Used-vehicle dept. sales as % of total sales	32.3%	31.4%	
Used-vehicle dept. gross as % of total gross	19.0%	18.3%	
Used-vehicle selling price (retail) ³	\$30,407	\$31,045	-2.1%
Gross as % of selling price	8.4%	8.5%	
Retail gross profit per used vehicle retailed	\$2,561	\$2,627	-2.5%
Retail net profit per used vehicle retailed	(\$117)	(\$144)	
Average number of used vehicles retailed	600	596	0.7%
F&I gross as % of used-vehicle sales	2.6%	2.4%	
F&I penetration (used)	50.7%	52.3%	
Used- to new-unit vehicle ratio (retail only)	87.6%	77.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$10,461,535	\$10,645,548	-1.7%
Fixed-ops sales as % of total sales	14.2%	13.5%	
Fixed-ops gross as % of total gross	60.0%	57.7%	
Warranty as % of total fixed-ops sales	20.7%	19.1%	
ADVERTISING EXPENSE ⁴	\$479,218	\$500,538	-4.3%
As % of total gross	5.7%	5.7%	
Per new vehicle retailed	\$699	\$650	7.5%

RENT & EQUIVALENT		\$1,024,937	\$1,172,989	-12.6%
As % of total gross		12.1%	13.4%	
Per new vehicle retailed		\$1,495	\$1,524	-1.9%
FLOORPLAN INTEREST		(\$114,938)	(\$142,736)	-19.5%
As % of total gross		-1.4%	-1.6%	
Per new vehicle retailed		(\$168)	(\$185)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$7,609,752	\$7,833,714	-2.9%
As % of total sales		10.3%	9.9%	
As % of total gross		90.2%	89.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2017	Change	2016	
Domestic Cars	4.3	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.3	-15.9%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.6	-11.0%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.9	4.6%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-1.6%	17.5	

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MASS MARKET DEALERSHIP PROFILE

	YTD Oct 2017	YTD Oct 2016	Percent Change
TOTAL SALES	\$46,528,576	\$45,580,039	2.1%
TOTAL GROSS ¹	\$5,377,845	\$5,316,180	1.2%
As % of total sales	11.6%	11.7%	
TOTAL EXPENSE	\$5,193,869	\$4,975,119	4.4%
As % of total sales	11.2%	10.9%	
As % of total gross	96.6%	93.6%	
TOTAL OPERATING PROFIT	\$183,976	\$340,294	-45.9%
As % of total sales	0.4%	0.7%	
As % of total gross	3.4%	6.4%	
NET PROFIT BEFORE TAX	\$1,113,858	\$1,171,373	-4.9%
As % of total sales	2.4%	2.6%	
As % of total gross	20.7%	22.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$27,082,322	\$26,431,708	2.5%
New-vehicle dept. sales as % of total sales	58.21%	58.0%	
New-vehicle dept. gross as % of total gross	27.85%	28.7%	
New-vehicle selling price (retail) ³	\$32,182	\$32,098	0.3%
Gross as % of selling price	5.9%	6.3%	
Retail gross profit per new vehicle retailed	\$1,909	\$2,011	-5.1%
Retail net profit per new vehicle retailed	(\$312)	(\$124)	
Average number of new vehicles retailed	782	761	2.8%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	92.2%	93.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,016,461	\$14,022,972	0.0%
Used-vehicle dept. sales as % of total sales	30.1%	30.8%	
Used-vehicle dept. gross as % of total gross	25.9%	26.8%	
Used-vehicle selling price (retail) ³	\$18,490	\$18,558	-0.4%
Gross as % of selling price	12.6%	13.1%	
Retail gross profit per used vehicle retailed	\$2,333	\$2,428	-3.9%
Retail net profit per used vehicle retailed	\$99	\$178	
Average number of used vehicles retailed	594	588	1.0%
F&I gross as % of used-vehicle sales	4.0%	4.0%	
F&I penetration (used)	75.7%	122.3%	
Used- to new-unit vehicle ratio (retail only)	75.9%	77.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,421,680	\$5,177,019	4.7%
Fixed-ops sales as % of total sales	11.7%	11.4%	
Fixed-ops gross as % of total gross	46.2%	44.5%	
Warranty as % of total fixed-ops sales	18.2%	18.2%	
ADVERTISING EXPENSE ⁴	\$483,651	\$483,562	0.0%
As % of total gross	9.0%	9.1%	
Per new vehicle retailed	\$618	\$635	-2.7%

RENT & EQUIVALENT		\$572,197	\$535,644	6.8%
As % of total gross		10.6%	10.1%	
Per new vehicle retailed		\$731	\$704	3.9%
FLOORPLAN INTEREST		(\$32,847)	(\$87,133)	-62.3%
As % of total gross		-0.6%	-1.6%	
Per new vehicle retailed		(\$42)	(\$114)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,692,960	\$4,568,433	2.7%
As % of total sales		10.1%	10.0%	
As % of total gross		87.3%	85.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2017	Change	2016	
Domestic Cars	4.3	-9.4%	5.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.3	-15.9%	1.7	Current ratio (Current assets to current liabilities)
Total Cars	5.6	-11.0%	6.9	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.9	4.6%	10.6	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-1.6%	17.5	
				YTD
				Oct 17
				YTD
				Oct 16

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