



AVERAGE DEALERSHIP PROFILE

	YTD Dec 2017	YTD Dec 2016	Percent Change
TOTAL SALES	\$59,672,779	\$59,590,891	0.1%
TOTAL GROSS ¹	\$6,795,692	\$6,771,320	0.4%
As % of total sales	11.4%	11.4%	
TOTAL EXPENSE	\$6,706,134	\$6,495,666	3.2%
As % of total sales	11.2%	10.9%	
As % of total gross	98.7%	95.9%	
TOTAL OPERATING PROFIT	\$91,774	\$275,662	-66.7%
As % of total sales	0.2%	0.5%	
As % of total gross	1.4%	4.1%	
NET PROFIT BEFORE TAX	\$1,394,756	\$1,466,799	-4.9%
As % of total sales	2.3%	2.5%	
As % of total gross	20.5%	21.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$34,393,462	\$34,546,139	-0.4%
New-vehicle dept. sales as % of total sales	57.64%	58.0%	
New-vehicle dept. gross as % of total gross	26.57%	27.8%	
New-vehicle selling price (retail) ³	\$34,670	\$34,449	0.6%
Gross as % of selling price	5.7%	6.0%	
Retail gross profit per new vehicle retailed	\$1,959	\$2,066	-5.2%
Retail net profit per new vehicle retailed	(\$421)	(\$217)	
Average number of new vehicles retailed	922	928	-0.7%
F&I gross as % of new-vehicle dept. sales	2.9%	2.8%	
F&I penetration (new vehicles)	90.3%	90.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$18,106,032	\$18,109,934	0.0%
Used-vehicle dept. sales as % of total sales	30.3%	30.4%	
Used-vehicle dept. gross as % of total gross	24.4%	24.9%	
Used-vehicle selling price (retail) ³	\$20,009	\$19,886	0.6%
Gross as % of selling price	11.7%	12.1%	
Retail gross profit per used vehicle retailed	\$2,337	\$2,415	-3.2%
Retail net profit per used vehicle retailed	(\$2)	\$65	
Average number of used vehicles retailed	706	703	0.5%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	73.2%	74.4%	
Used- to new-unit vehicle ratio (retail only)	76.6%	75.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,194,457	\$6,972,698	3.2%
Fixed-ops sales as % of total sales	12.1%	11.7%	
Fixed-ops gross as % of total gross	49.0%	47.3%	
Warranty as % of total fixed-ops sales	18.7%	18.2%	
ADVERTISING EXPENSE ⁴	\$579,425	\$587,787	-1.4%
As % of total gross	8.5%	8.7%	
Per new vehicle retailed	\$629	\$633	-0.7%

RENT & EQUIVALENT		\$750,908	\$724,207	3.7%
As % of total gross		11.0%	10.7%	
Per new vehicle retailed		\$815	\$780	4.4%
FLOORPLAN INTEREST		(\$17,083)	(\$85,855)	-80.1%
As % of total gross		-0.8%	-1.7%	
Per new vehicle retailed		(\$56)	(\$124)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,069,902	\$5,970,593	1.7%
As % of total sales		10.2%	10.0%	
As % of total gross		89.3%	88.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2018	Change	2017	
Domestic Cars	0.3	-9.9%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-16.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-11.5%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.8	8.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.2	1.0%	17.1	
				YTD
				Dec 17
				YTD
				Dec 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 Dec 2017	YTD Dec 2016	Percent Change
TOTAL SALES	\$53,477,979	\$53,647,345	-0.3%
TOTAL GROSS ¹	\$5,902,681	\$5,905,305	0.0%
As % of total sales	11.0%	11.0%	
TOTAL EXPENSE	\$5,663,390	\$5,560,929	1.8%
As % of total sales	10.6%	10.4%	
As % of total gross	95.9%	94.2%	
TOTAL OPERATING PROFIT	\$244,258	\$344,398	-29.1%
As % of total sales	0.5%	0.6%	
As % of total gross	4.1%	5.8%	
NET PROFIT BEFORE TAX	\$1,101,694	\$1,235,709	-10.8%
As % of total sales	2.1%	2.3%	
As % of total gross	18.7%	20.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$31,168,978	\$31,205,348	-0.1%
New-vehicle dept. sales as % of total sales	58.28%	58.2%	
New-vehicle dept. gross as % of total gross	28.86%	29.0%	
New-vehicle selling price (retail) ³	\$37,924	\$36,920	2.7%
Gross as % of selling price	5.9%	6.1%	
Retail gross profit per new vehicle retailed	\$2,250	\$2,252	-0.1%
Retail net profit per new vehicle retailed	(\$169)	(\$31)	
Average number of new vehicles retailed	746	762	-2.1%
F&I gross as % of new-vehicle dept. sales	2.7%	2.6%	
F&I penetration (new vehicles)	93.6%	93.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,409,141	\$16,636,530	-1.4%
Used-vehicle dept. sales as % of total sales	30.7%	31.0%	
Used-vehicle dept. gross as % of total gross	26.6%	27.0%	
Used-vehicle selling price (retail) ³	\$19,831	\$19,531	1.5%
Gross as % of selling price	12.5%	12.8%	
Retail gross profit per used vehicle retailed	\$2,481	\$2,498	-0.7%
Retail net profit per used vehicle retailed	\$159	\$171	
Average number of used vehicles retailed	645	656	-1.7%
F&I gross as % of used-vehicle sales	3.7%	3.6%	
F&I penetration (used)	74.0%	74.5%	
Used- to new-unit vehicle ratio (retail only)	86.5%	86.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,949,085	\$5,875,582	1.3%
Fixed-ops sales as % of total sales	11.1%	11.0%	
Fixed-ops gross as % of total gross	44.6%	43.9%	
Warranty as % of total fixed-ops sales	16.8%	17.4%	
ADVERTISING EXPENSE ⁴	\$494,080	\$510,014	-3.1%
As % of total gross	8.4%	8.6%	
Per new vehicle retailed	\$663	\$670	-1.0%

RENT & EQUIVALENT		\$595,380	\$574,209	3.7%
As % of total gross		10.1%	9.7%	
Per new vehicle retailed		\$799	\$754	6.0%
FLOORPLAN INTEREST		\$22,643	(\$58,627)	-138.6%
As % of total gross		-0.3%	-1.6%	
Per new vehicle retailed		(\$26)	(\$122)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,102,890	\$5,114,044	-0.2%
As % of total sales		9.5%	9.5%	
As % of total gross		86.5%	86.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2018	Change	2017	
Domestic Cars	0.3	-9.9%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-16.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-11.5%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.8	8.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.2	1.0%	17.1	
				YTD
				Dec 17
				YTD
				Dec 16

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IMPORT DEALERSHIP PROFILE

	YTD Dec 2017	YTD Dec 2016	Percent Change
TOTAL SALES	\$64,568,304	\$66,739,795	-3.3%
TOTAL GROSS ¹	\$7,501,406	\$7,812,964	-4.0%
As % of total sales	11.6%	11.7%	
TOTAL EXPENSE	\$7,530,177	\$7,619,970	-1.2%
As % of total sales	11.7%	11.4%	
As % of total gross	100.4%	97.5%	
TOTAL OPERATING PROFIT	(\$28,728)	\$192,986	-114.9%
As % of total sales	0.0%	0.3%	
As % of total gross	-0.4%	2.5%	
NET PROFIT BEFORE TAX	\$1,626,353	\$1,744,755	-6.8%
As % of total sales	2.5%	2.6%	
As % of total gross	21.7%	22.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$36,941,655	\$38,564,446	-4.2%
New-vehicle dept. sales as % of total sales	57.21%	57.8%	
New-vehicle dept. gross as % of total gross	25.15%	26.8%	
New-vehicle selling price (retail) ³	\$32,863	\$32,443	1.3%
Gross as % of selling price	5.5%	5.9%	
Retail gross profit per new vehicle retailed	\$1,798	\$1,915	-6.1%
Retail net profit per new vehicle retailed	(\$562)	(\$369)	
Average number of new vehicles retailed	1,061	1,128	-6.0%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	88.4%	87.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$19,447,023	\$19,882,147	-2.2%
Used-vehicle dept. sales as % of total sales	30.1%	29.8%	
Used-vehicle dept. gross as % of total gross	23.1%	23.0%	
Used-vehicle selling price (retail) ³	\$20,129	\$20,254	-0.6%
Gross as % of selling price	11.1%	11.5%	
Retail gross profit per used vehicle retailed	\$2,240	\$2,329	-3.8%
Retail net profit per used vehicle retailed	(\$111)	(\$46)	
Average number of used vehicles retailed	755	760	-0.6%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	72.6%	74.4%	
Used- to new-unit vehicle ratio (retail only)	71.2%	67.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$8,178,630	\$8,292,311	-1.4%
Fixed-ops sales as % of total sales	12.7%	12.4%	
Fixed-ops gross as % of total gross	51.8%	50.3%	
Warranty as % of total fixed-ops sales	19.8%	18.9%	
ADVERTISING EXPENSE ⁴	\$646,870	\$681,333	-5.1%
As % of total gross	8.6%	8.7%	
Per new vehicle retailed	\$610	\$604	1.0%

RENT & EQUIVALENT		\$873,816	\$904,625	-3.4%
As % of total gross		11.6%	11.6%	
Per new vehicle retailed		\$824	\$802	2.7%
FLOORPLAN INTEREST		(\$48,476)	(\$118,606)	-59.1%
As % of total gross		-1.0%	-1.8%	
Per new vehicle retailed		(\$73)	(\$125)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,834,097	\$7,000,851	-2.4%
As % of total sales		10.6%	10.5%	
As % of total gross		91.1%	89.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2018	Change	2017	
Domestic Cars	0.3	-9.9%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-16.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-11.5%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.8	8.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.2	1.0%	17.1	
				YTD
				Dec 17
				YTD
				Dec 16

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LUXURY DEALERSHIP PROFILE

	YTD Dec 2017	YTD Dec 2016	Percent Change
TOTAL SALES	\$86,306,866	\$94,128,296	-8.3%
TOTAL GROSS ¹	\$9,652,044	\$10,215,697	-5.5%
As % of total sales	11.2%	10.9%	
TOTAL EXPENSE	\$9,701,416	\$10,072,428	-3.7%
As % of total sales	11.2%	10.7%	
As % of total gross	100.5%	98.6%	
TOTAL OPERATING PROFIT	(\$49,181)	\$143,233	-134.3%
As % of total sales	-0.1%	0.2%	
As % of total gross	-0.5%	1.4%	
NET PROFIT BEFORE TAX	\$2,409,299	\$2,524,279	-4.6%
As % of total sales	2.8%	2.7%	
As % of total gross	25.0%	24.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$46,508,524	\$52,197,235	-10.9%
New-vehicle dept. sales as % of total sales	53.89%	55.5%	
New-vehicle dept. gross as % of total gross	20.63%	22.7%	
New-vehicle selling price (retail) ³	\$53,044	\$52,296	1.4%
Gross as % of selling price	4.6%	5.1%	
Retail gross profit per new vehicle retailed	\$2,430	\$2,661	-8.7%
Retail net profit per new vehicle retailed	(\$1,122)	(\$711)	
Average number of new vehicles retailed	807	939	-14.1%
F&I gross as % of new-vehicle dept. sales	2.1%	2.0%	
F&I penetration (new vehicles)	70.7%	69.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$27,660,353	\$29,261,825	-5.5%
Used-vehicle dept. sales as % of total sales	32.0%	31.1%	
Used-vehicle dept. gross as % of total gross	18.7%	18.5%	
Used-vehicle selling price (retail) ³	\$30,379	\$30,553	-0.6%
Gross as % of selling price	8.3%	8.4%	
Retail gross profit per used vehicle retailed	\$2,507	\$2,556	-1.9%
Retail net profit per used vehicle retailed	(\$197)	(\$144)	
Average number of used vehicles retailed	700	723	-3.2%
F&I gross as % of used-vehicle sales	2.5%	2.4%	
F&I penetration (used)	52.6%	50.2%	
Used- to new-unit vehicle ratio (retail only)	86.7%	77.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$12,133,618	\$12,665,377	-4.2%
Fixed-ops sales as % of total sales	14.1%	13.5%	
Fixed-ops gross as % of total gross	60.6%	58.9%	
Warranty as % of total fixed-ops sales	20.8%	19.0%	
ADVERTISING EXPENSE ⁴	\$537,352	\$599,152	-10.3%
As % of total gross	5.6%	5.9%	
Per new vehicle retailed	\$666	\$638	4.4%

RENT & EQUIVALENT		\$1,185,167	\$1,320,896	-10.3%
As % of total gross		12.3%	12.9%	
Per new vehicle retailed		\$1,469	\$1,407	4.4%
FLOORPLAN INTEREST		(\$88,797)	(\$182,070)	-51.2%
As % of total gross		-1.3%	-2.0%	
Per new vehicle retailed		(\$152)	(\$222)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$8,815,579	\$9,330,490	-5.5%
As % of total sales		10.2%	9.9%	
As % of total gross		91.3%	91.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2018	Change	2017	
Domestic Cars	0.3	-9.9%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-16.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-11.5%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.8	8.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.2	1.0%	17.1	
				YTD
				Dec 17
				YTD
				Dec 16

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2. Includes F&I sales unless otherwise noted.

3. Excludes F&I sales.

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MASS MARKET DEALERSHIP PROFILE

	YTD Dec 2017	YTD Dec 2016	Percent Change
TOTAL SALES	\$55,903,286	\$55,741,355	0.3%
TOTAL GROSS ¹	\$6,391,168	\$6,387,677	0.1%
As % of total sales	11.4%	11.5%	
TOTAL EXPENSE	\$6,280,899	\$6,097,607	3.0%
As % of total sales	11.2%	10.9%	
As % of total gross	98.3%	95.5%	
TOTAL OPERATING PROFIT	\$112,772	\$290,082	-61.1%
As % of total sales	0.2%	0.5%	
As % of total gross	1.8%	4.5%	
NET PROFIT BEFORE TAX	\$1,251,327	\$1,349,840	-7.3%
As % of total sales	2.2%	2.4%	
As % of total gross	19.6%	21.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$32,687,910	\$32,586,978	0.3%
New-vehicle dept. sales as % of total sales	58.47%	58.5%	
New-vehicle dept. gross as % of total gross	27.85%	28.7%	
New-vehicle selling price (retail) ³	\$32,426	\$32,399	0.1%
Gross as % of selling price	5.9%	6.2%	
Retail gross profit per new vehicle retailed	\$1,901	\$1,997	-4.8%
Retail net profit per new vehicle retailed	(\$335)	(\$162)	
Average number of new vehicles retailed	939	929	1.1%
F&I gross as % of new-vehicle dept. sales	3.1%	2.9%	
F&I penetration (new vehicles)	92.6%	92.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,747,272	\$16,860,289	-0.7%
Used-vehicle dept. sales as % of total sales	30.0%	30.2%	
Used-vehicle dept. gross as % of total gross	25.6%	26.0%	
Used-vehicle selling price (retail) ³	\$18,549	\$18,643	-0.5%
Gross as % of selling price	12.5%	12.9%	
Retail gross profit per used vehicle retailed	\$2,313	\$2,398	-3.5%
Retail net profit per used vehicle retailed	\$26	\$88	
Average number of used vehicles retailed	707	701	0.9%
F&I gross as % of used-vehicle sales	4.0%	3.9%	
F&I penetration (used)	76.1%	77.3%	
Used- to new-unit vehicle ratio (retail only)	75.4%	75.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,492,917	\$6,336,484	2.5%
Fixed-ops sales as % of total sales	11.6%	11.4%	
Fixed-ops gross as % of total gross	46.5%	45.2%	
Warranty as % of total fixed-ops sales	18.1%	18.0%	
ADVERTISING EXPENSE ⁴	\$585,740	\$587,248	-0.3%
As % of total gross	9.2%	9.2%	
Per new vehicle retailed	\$624	\$632	-1.3%

RENT & EQUIVALENT		\$689,698	\$657,912	4.8%
As % of total gross		10.8%	10.3%	
Per new vehicle retailed		\$735	\$709	3.7%
FLOORPLAN INTEREST		(\$8,007)	(\$76,261)	-89.5%
As % of total gross		-0.7%	-1.7%	
Per new vehicle retailed		(\$46)	(\$114)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,680,419	\$5,596,597	1.5%
As % of total sales		10.2%	10.0%	
As % of total gross		88.9%	87.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2018	Change	2017	
Domestic Cars	0.3	-9.9%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-16.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	0.4	-11.5%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.8	8.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.2	1.0%	17.1	
				YTD
				Dec 17
				YTD
				Dec 16

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