



AVERAGE DEALERSHIP PROFILE

	YTD Apr 2018	YTD Apr 2017	Percent Change
TOTAL SALES	\$19,225,294	\$18,995,260	1.2%
TOTAL GROSS ¹	\$2,249,782	\$2,248,891	0.0%
As % of total sales	11.7%	11.8%	
TOTAL EXPENSE	\$2,249,372	\$2,205,425	2.0%
As % of total sales	11.7%	11.6%	
As % of total gross	100.0%	98.1%	
TOTAL OPERATING PROFIT	\$407	\$43,467	-99.1%
As % of total sales	0.0%	0.2%	
As % of total gross	0.0%	1.9%	
NET PROFIT BEFORE TAX	\$426,809	\$450,772	-5.3%
As % of total sales	2.2%	2.4%	
As % of total gross	19.0%	20.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$10,549,152	\$10,623,788	-0.7%
New-vehicle dept. sales as % of total sales	54.87%	55.9%	
New-vehicle dept. gross as % of total gross	24.47%	25.8%	
New-vehicle selling price (retail) ³	\$35,482	\$34,308	3.4%
Gross as % of selling price	5.6%	5.9%	
Retail gross profit per new vehicle retailed	\$1,976	\$2,011	-1.7%
Retail net profit per new vehicle retailed	(\$645)	(\$470)	
Average number of new vehicles retailed	276	287	-3.8%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	91.9%	89.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$6,259,685	\$5,997,606	4.4%
Used-vehicle dept. sales as % of total sales	32.6%	31.6%	
Used-vehicle dept. gross as % of total gross	25.8%	25.7%	
Used-vehicle selling price (retail) ³	\$20,218	\$19,820	2.0%
Gross as % of selling price	11.7%	12.1%	
Retail gross profit per used vehicle retailed	\$2,356	\$2,407	-2.1%
Retail net profit per used vehicle retailed	\$84	\$121	
Average number of used vehicles retailed	243	236	2.9%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	74.4%	73.2%	
Used- to new-unit vehicle ratio (retail only)	87.9%	82.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,413,690	\$2,333,199	3.4%
Fixed-ops sales as % of total sales	12.6%	12.3%	
Fixed-ops gross as % of total gross	49.7%	48.5%	
Warranty as % of total fixed-ops sales	18.5%	19.2%	
ADVERTISING EXPENSE ⁴	\$180,894	\$192,492	-6.0%
As % of total gross	8.0%	8.6%	
Per new vehicle retailed	\$655	\$671	-2.3%

RENT & EQUIVALENT		\$261,395	\$246,962	5.8%
As % of total gross		11.6%	11.0%	
Per new vehicle retailed		\$947	\$861	10.0%
FLOORPLAN INTEREST		\$17,665	(\$6,758)	-361.4%
As % of total gross		0.8%	-0.3%	
Per new vehicle retailed		\$64	(\$24)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,004,318	\$1,997,351	0.3%
As % of total sales		10.4%	10.5%	
As % of total gross		89.1%	88.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2018	Change	2017	
Domestic Cars	1.7	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-14.1%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.3	-12.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	9.5%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	7.0	1.2%	17.1	
				YTD
				Apr 18
				YTD
				Apr 17

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 Apr 2018	YTD Apr 2017	Percent Change
TOTAL SALES	\$17,281,288	\$17,153,752	0.7%
TOTAL GROSS ¹	\$1,938,931	\$1,955,888	-0.9%
As % of total sales	11.2%	11.4%	
TOTAL EXPENSE	\$1,872,552	\$1,860,176	0.7%
As % of total sales	10.8%	10.8%	
As % of total gross	96.6%	95.1%	
TOTAL OPERATING PROFIT	\$66,379	\$95,712	-30.6%
As % of total sales	0.4%	0.6%	
As % of total gross	3.4%	4.9%	
NET PROFIT BEFORE TAX	\$348,374	\$379,628	-8.2%
As % of total sales	2.0%	2.2%	
As % of total gross	18.0%	19.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$9,683,372	\$9,704,873	-0.2%
New-vehicle dept. sales as % of total sales	56.03%	56.6%	
New-vehicle dept. gross as % of total gross	27.26%	27.5%	
New-vehicle selling price (retail) ³	\$38,577	\$37,322	3.4%
Gross as % of selling price	5.9%	6.1%	
Retail gross profit per new vehicle retailed	\$2,263	\$2,263	0.0%
Retail net profit per new vehicle retailed	(\$308)	(\$221)	
Average number of new vehicles retailed	227	233	-2.4%
F&I gross as % of new-vehicle dept. sales	2.6%	2.6%	
F&I penetration (new vehicles)	94.5%	93.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,607,518	\$5,502,723	1.9%
Used-vehicle dept. sales as % of total sales	32.4%	32.1%	
Used-vehicle dept. gross as % of total gross	27.6%	28.5%	
Used-vehicle selling price (retail) ³	\$20,174	\$19,521	3.3%
Gross as % of selling price	12.3%	13.0%	
Retail gross profit per used vehicle retailed	\$2,473	\$2,529	-2.2%
Retail net profit per used vehicle retailed	\$214	\$295	
Average number of used vehicles retailed	217	221	-1.8%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	75.8%	73.8%	
Used- to new-unit vehicle ratio (retail only)	95.7%	95.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,984,216	\$1,939,717	2.3%
Fixed-ops sales as % of total sales	11.5%	11.3%	
Fixed-ops gross as % of total gross	45.1%	43.9%	
Warranty as % of total fixed-ops sales	16.6%	16.9%	
ADVERTISING EXPENSE ⁴	\$153,638	\$162,510	-5.5%
As % of total gross	7.9%	8.3%	
Per new vehicle retailed	\$676	\$699	-3.2%

RENT & EQUIVALENT		\$199,022	\$194,919	2.1%
As % of total gross		10.3%	10.0%	
Per new vehicle retailed		\$876	\$838	4.6%
FLOORPLAN INTEREST		\$24,266	\$4,325	461.0%
As % of total gross		1.3%	0.2%	
Per new vehicle retailed		\$107	\$19	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,668,692	\$1,679,236	-0.6%
As % of total sales		9.7%	9.8%	
As % of total gross		86.1%	85.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2018	Change	2017	
Domestic Cars	1.7	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-14.1%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.3	-12.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	9.5%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	7.0	1.2%	17.1	
				YTD
				Apr 18
				YTD
				Apr 17

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IMPORT DEALERSHIP PROFILE

	YTD Apr 2018	YTD Apr 2017	Percent Change
TOTAL SALES	\$20,720,783	\$20,450,536	1.3%
TOTAL GROSS ¹	\$2,488,915	\$2,480,441	0.3%
As % of total sales	12.0%	12.1%	
TOTAL EXPENSE	\$2,539,254	\$2,478,262	2.5%
As % of total sales	12.3%	12.1%	
As % of total gross	102.0%	99.9%	
TOTAL OPERATING PROFIT	(\$50,343)	\$2,179	-2410.4%
As % of total sales	-0.2%	0.0%	
As % of total gross	-2.0%	0.1%	
NET PROFIT BEFORE TAX	\$487,147	\$506,995	-3.9%
As % of total sales	2.4%	2.5%	
As % of total gross	19.6%	20.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$11,215,181	\$11,349,973	-1.2%
New-vehicle dept. sales as % of total sales	54.13%	55.5%	
New-vehicle dept. gross as % of total gross	22.80%	24.7%	
New-vehicle selling price (retail) ³	\$33,757	\$32,626	3.5%
Gross as % of selling price	5.4%	5.7%	
Retail gross profit per new vehicle retailed	\$1,817	\$1,871	-2.9%
Retail net profit per new vehicle retailed	(\$833)	(\$609)	
Average number of new vehicles retailed	314	330	-4.9%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	90.4%	86.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$6,761,385	\$6,388,693	5.8%
Used-vehicle dept. sales as % of total sales	32.6%	31.2%	
Used-vehicle dept. gross as % of total gross	24.8%	23.9%	
Used-vehicle selling price (retail) ³	\$20,246	\$20,032	1.1%
Gross as % of selling price	11.3%	11.6%	
Retail gross profit per used vehicle retailed	\$2,281	\$2,321	-1.7%
Retail net profit per used vehicle retailed	\$1	(\$2)	
Average number of used vehicles retailed	262	247	5.9%
F&I gross as % of used-vehicle sales	3.9%	3.8%	
F&I penetration (used)	73.5%	72.7%	
Used- to new-unit vehicle ratio (retail only)	83.5%	75.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,744,077	\$2,644,153	3.8%
Fixed-ops sales as % of total sales	13.2%	12.9%	
Fixed-ops gross as % of total gross	52.4%	51.3%	
Warranty as % of total fixed-ops sales	19.5%	20.5%	
ADVERTISING EXPENSE ⁴	\$201,861	\$216,186	-6.6%
As % of total gross	8.1%	8.7%	
Per new vehicle retailed	\$644	\$656	-1.8%

RENT & EQUIVALENT		\$309,377	\$288,089	7.4%
As % of total gross		12.4%	11.6%	
Per new vehicle retailed		\$987	\$874	12.9%
FLOORPLAN INTEREST		\$12,587	(\$15,517)	-181.1%
As % of total gross		0.5%	-0.6%	
Per new vehicle retailed		\$40	(\$47)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,262,509	\$2,248,746	0.6%
As % of total sales		10.9%	11.0%	
As % of total gross		90.9%	90.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2018	Change	2017	
Domestic Cars	1.7	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-14.1%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.3	-12.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	9.5%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	7.0	1.2%	17.1	
				YTD
				Apr 18
				YTD
				Apr 17

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LUXURY DEALERSHIP PROFILE

	YTD Apr 2018	YTD Apr 2017	Percent Change
TOTAL SALES	\$27,667,070	\$27,873,290	-0.7%
TOTAL GROSS ¹	\$3,235,109	\$3,291,443	-1.7%
As % of total sales	11.7%	11.8%	
TOTAL EXPENSE	\$3,300,635	\$3,259,486	1.3%
As % of total sales	11.9%	11.7%	
As % of total gross	102.0%	99.0%	
TOTAL OPERATING PROFIT	(\$65,543)	\$31,958	-305.1%
As % of total sales	-0.2%	0.1%	
As % of total gross	-2.0%	1.0%	
NET PROFIT BEFORE TAX	\$737,183	\$738,639	-0.2%
As % of total sales	2.7%	2.6%	
As % of total gross	22.8%	22.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$14,216,057	\$14,553,922	-2.3%
New-vehicle dept. sales as % of total sales	51.38%	52.2%	
New-vehicle dept. gross as % of total gross	19.63%	20.3%	
New-vehicle selling price (retail) ³	\$54,966	\$52,805	4.1%
Gross as % of selling price	4.7%	4.9%	
Retail gross profit per new vehicle retailed	\$2,603	\$2,562	1.6%
Retail net profit per new vehicle retailed	(\$1,499)	(\$1,165)	
Average number of new vehicles retailed	240	254	-5.4%
F&I gross as % of new-vehicle dept. sales	2.2%	2.1%	
F&I penetration (new vehicles)	66.0%	68.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$9,325,144	\$9,245,578	0.9%
Used-vehicle dept. sales as % of total sales	33.7%	33.2%	
Used-vehicle dept. gross as % of total gross	18.9%	19.6%	
Used-vehicle selling price (retail) ³	\$30,344	\$30,491	-0.5%
Gross as % of selling price	8.2%	8.7%	
Retail gross profit per used vehicle retailed	\$2,485	\$2,639	-5.8%
Retail net profit per used vehicle retailed	(\$215)	\$5	
Average number of used vehicles retailed	238	232	2.8%
F&I gross as % of used-vehicle sales	2.6%	2.5%	
F&I penetration (used)	52.2%	48.9%	
Used- to new-unit vehicle ratio (retail only)	99.2%	91.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,125,248	\$4,072,857	1.3%
Fixed-ops sales as % of total sales	14.9%	14.6%	
Fixed-ops gross as % of total gross	61.5%	60.2%	
Warranty as % of total fixed-ops sales	20.5%	21.4%	
ADVERTISING EXPENSE ⁴	\$168,485	\$197,294	-14.6%
As % of total gross	5.2%	6.0%	
Per new vehicle retailed	\$702	\$778	-9.7%

RENT & EQUIVALENT		\$420,286	\$389,191	8.0%
As % of total gross		13.0%	11.8%	
Per new vehicle retailed		\$1,751	\$1,534	14.1%
FLOORPLAN INTEREST		\$8,493	(\$30,983)	-127.4%
As % of total gross		0.3%	-0.9%	
Per new vehicle retailed		\$35	(\$122)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,950,382	\$2,971,822	-0.7%
As % of total sales		10.7%	10.7%	
As % of total gross		91.2%	90.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2018	Change	2017	
Domestic Cars	1.7	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-14.1%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.3	-12.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	9.5%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	7.0	1.2%	17.1	
				YTD
				Apr 18
				YTD
				Apr 17

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Apr 2018	YTD Apr 2017	Percent Change
TOTAL SALES	\$18,030,599	\$17,737,503	1.7%
TOTAL GROSS ¹	\$2,110,233	\$2,101,414	0.4%
As % of total sales	11.7%	11.8%	
TOTAL EXPENSE	\$2,100,251	\$2,055,859	2.2%
As % of total sales	11.6%	11.6%	
As % of total gross	99.5%	97.8%	
TOTAL OPERATING PROFIT	\$9,982	\$45,555	-78.1%
As % of total sales	0.1%	0.3%	
As % of total gross	0.5%	2.2%	
NET PROFIT BEFORE TAX	\$382,521	\$410,232	-6.8%
As % of total sales	2.1%	2.3%	
As % of total gross	18.1%	19.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$10,033,933	\$10,068,415	-0.3%
New-vehicle dept. sales as % of total sales	55.65%	56.8%	
New-vehicle dept. gross as % of total gross	25.53%	27.0%	
New-vehicle selling price (retail) ³	\$33,103	\$32,019	3.4%
Gross as % of selling price	5.7%	6.1%	
Retail gross profit per new vehicle retailed	\$1,899	\$1,942	-2.2%
Retail net profit per new vehicle retailed	(\$540)	(\$384)	
Average number of new vehicles retailed	281	292	-3.5%
F&I gross as % of new-vehicle dept. sales	3.0%	3.1%	
F&I penetration (new vehicles)	95.0%	91.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,823,443	\$5,536,040	5.2%
Used-vehicle dept. sales as % of total sales	32.3%	31.2%	
Used-vehicle dept. gross as % of total gross	27.4%	27.1%	
Used-vehicle selling price (retail) ³	\$18,796	\$18,331	2.5%
Gross as % of selling price	12.4%	13.0%	
Retail gross profit per used vehicle retailed	\$2,338	\$2,375	-1.6%
Retail net profit per used vehicle retailed	\$125	\$137	
Average number of used vehicles retailed	243	236	2.9%
F&I gross as % of used-vehicle sales	4.1%	4.1%	
F&I penetration (used)	77.6%	76.6%	
Used- to new-unit vehicle ratio (retail only)	86.5%	81.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,170,152	\$2,086,832	4.0%
Fixed-ops sales as % of total sales	12.0%	11.8%	
Fixed-ops gross as % of total gross	47.1%	45.9%	
Warranty as % of total fixed-ops sales	17.9%	18.5%	
ADVERTISING EXPENSE ⁴	\$182,835	\$191,888	-4.7%
As % of total gross	8.7%	9.1%	
Per new vehicle retailed	\$650	\$658	-1.2%

RENT & EQUIVALENT		\$238,937	\$227,040	5.2%
As % of total gross		11.3%	10.8%	
Per new vehicle retailed		\$849	\$778	9.1%
FLOORPLAN INTEREST		\$18,683	(\$3,787)	-593.4%
As % of total gross		0.9%	-0.2%	
Per new vehicle retailed		\$66	(\$13)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,870,171	\$1,859,172	0.6%
As % of total sales		10.4%	10.5%	
As % of total gross		88.6%	88.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2018	Change	2017	
Domestic Cars	1.7	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-14.1%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.3	-12.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	9.5%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	7.0	1.2%	17.1	
				YTD
				Apr 18
				YTD
				Apr 17

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