



AVERAGE DEALERSHIP PROFILE

	YTD May 2018	YTD May 2017	Percent Change
TOTAL SALES	\$24,718,589	\$24,394,159	1.3%
TOTAL GROSS ¹	\$2,871,251	\$2,860,503	0.4%
As % of total sales	11.6%	11.7%	
TOTAL EXPENSE	\$2,835,159	\$2,778,236	2.0%
As % of total sales	11.5%	11.4%	
As % of total gross	98.7%	97.1%	
TOTAL OPERATING PROFIT	\$36,090	\$82,265	-56.1%
As % of total sales	0.1%	0.3%	
As % of total gross	1.3%	2.9%	
NET PROFIT BEFORE TAX	\$578,196	\$596,815	-3.1%
As % of total sales	2.3%	2.4%	
As % of total gross	20.1%	20.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$13,728,612	\$13,756,462	-0.2%
New-vehicle dept. sales as % of total sales	55.54%	56.4%	
New-vehicle dept. gross as % of total gross	25.00%	26.0%	
New-vehicle selling price (retail) ³	\$35,257	\$34,172	3.2%
Gross as % of selling price	5.6%	5.8%	
Retail gross profit per new vehicle retailed	\$1,981	\$1,981	0.0%
Retail net profit per new vehicle retailed	(\$567)	(\$431)	
Average number of new vehicles retailed	359	373	-3.9%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	89.6%	89.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,946,742	\$7,632,634	4.1%
Used-vehicle dept. sales as % of total sales	32.1%	31.3%	
Used-vehicle dept. gross as % of total gross	25.8%	25.6%	
Used-vehicle selling price (retail) ³	\$20,275	\$19,861	2.1%
Gross as % of selling price	11.7%	12.1%	
Retail gross profit per used vehicle retailed	\$2,373	\$2,399	-1.1%
Retail net profit per used vehicle retailed	\$103	\$130	
Average number of used vehicles retailed	307	300	2.4%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	73.3%	73.4%	
Used- to new-unit vehicle ratio (retail only)	85.7%	80.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,039,696	\$2,955,085	2.9%
Fixed-ops sales as % of total sales	12.3%	12.1%	
Fixed-ops gross as % of total gross	49.2%	48.4%	
Warranty as % of total fixed-ops sales	18.3%	19.1%	
ADVERTISING EXPENSE ⁴	\$230,352	\$242,268	-4.9%
As % of total gross	8.0%	8.5%	
Per new vehicle retailed	\$642	\$649	-1.0%

RENT & EQUIVALENT		\$325,793	\$308,834	5.5%
As % of total gross		11.3%	10.8%	
Per new vehicle retailed		\$909	\$827	9.8%
FLOORPLAN INTEREST		\$22,024	(\$8,144)	-370.4%
As % of total gross		0.8%	-0.3%	
Per new vehicle retailed		\$61	(\$22)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,529,045	\$2,517,663	0.5%
As % of total sales		10.2%	10.3%	
As % of total gross		88.1%	88.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.1	-11.1%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-13.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.7	-11.6%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.8	10.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.6	2.0%	17.1	
				YTD
				May 18
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2018 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



DOMESTIC DEALERSHIP PROFILE

	YTD May 2018	YTD May 2017	Percent Change
TOTAL SALES	\$22,174,132	\$21,927,774	1.1%
TOTAL GROSS ¹	\$2,484,739	\$2,486,362	-0.1%
As % of total sales	11.2%	11.3%	
TOTAL EXPENSE	\$2,366,123	\$2,346,554	0.8%
As % of total sales	10.7%	10.7%	
As % of total gross	95.2%	94.4%	
TOTAL OPERATING PROFIT	\$118,617	\$139,808	-15.2%
As % of total sales	0.5%	0.6%	
As % of total gross	4.8%	5.6%	
NET PROFIT BEFORE TAX	\$478,102	\$501,028	-4.6%
As % of total sales	2.2%	2.3%	
As % of total gross	19.2%	20.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$12,493,100	\$12,505,159	-0.1%
New-vehicle dept. sales as % of total sales	56.34%	57.0%	
New-vehicle dept. gross as % of total gross	27.58%	27.9%	
New-vehicle selling price (retail) ³	\$38,592	\$37,228	3.7%
Gross as % of selling price	5.9%	6.1%	
Retail gross profit per new vehicle retailed	\$2,277	\$2,254	1.0%
Retail net profit per new vehicle retailed	(\$243)	(\$182)	
Average number of new vehicles retailed	293	301	-2.7%
F&I gross as % of new-vehicle dept. sales	2.7%	2.6%	
F&I penetration (new vehicles)	90.6%	93.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,149,959	\$6,963,601	2.7%
Used-vehicle dept. sales as % of total sales	32.2%	31.8%	
Used-vehicle dept. gross as % of total gross	27.5%	28.2%	
Used-vehicle selling price (retail) ³	\$20,250	\$19,611	3.3%
Gross as % of selling price	12.2%	12.9%	
Retail gross profit per used vehicle retailed	\$2,479	\$2,525	-1.8%
Retail net profit per used vehicle retailed	\$225	\$299	
Average number of used vehicles retailed	276	278	-1.0%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	71.7%	74.2%	
Used- to new-unit vehicle ratio (retail only)	94.1%	92.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,523,188	\$2,450,835	3.0%
Fixed-ops sales as % of total sales	11.4%	11.2%	
Fixed-ops gross as % of total gross	44.9%	43.9%	
Warranty as % of total fixed-ops sales	16.5%	16.9%	
ADVERTISING EXPENSE ⁴	\$193,533	\$205,878	-6.0%
As % of total gross	7.8%	8.3%	
Per new vehicle retailed	\$660	\$683	-3.4%

RENT & EQUIVALENT		\$250,936	\$244,791	2.5%
As % of total gross		10.1%	9.8%	
Per new vehicle retailed		\$856	\$812	5.4%
FLOORPLAN INTEREST		\$29,711	\$5,723	419.1%
As % of total gross		1.2%	0.2%	
Per new vehicle retailed		\$101	\$19	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,110,221	\$2,119,172	-0.4%
As % of total sales		9.5%	9.7%	
As % of total gross		84.9%	85.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.1	-11.1%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-13.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.7	-11.6%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.8	10.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.6	2.0%	17.1	
				YTD
				May 18
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2018 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD May 2018	YTD May 2017	Percent Change
TOTAL SALES	\$26,675,995	\$26,343,254	1.3%
TOTAL GROSS ¹	\$3,168,588	\$3,156,173	0.4%
As % of total sales	11.9%	12.0%	
TOTAL EXPENSE	\$3,195,981	\$3,119,380	2.5%
As % of total sales	12.0%	11.8%	
As % of total gross	100.9%	98.8%	
TOTAL OPERATING PROFIT	(\$27,396)	\$36,791	-174.5%
As % of total sales	-0.1%	0.1%	
As % of total gross	-0.9%	1.2%	
NET PROFIT BEFORE TAX	\$655,197	\$672,512	-2.6%
As % of total sales	2.5%	2.6%	
As % of total gross	20.7%	21.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$14,679,069	\$14,745,320	-0.4%
New-vehicle dept. sales as % of total sales	55.03%	56.0%	
New-vehicle dept. gross as % of total gross	23.44%	24.8%	
New-vehicle selling price (retail) ³	\$33,418	\$32,480	2.9%
Gross as % of selling price	5.4%	5.6%	
Retail gross profit per new vehicle retailed	\$1,818	\$1,830	-0.7%
Retail net profit per new vehicle retailed	(\$746)	(\$568)	
Average number of new vehicles retailed	409	430	-4.9%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	89.0%	86.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$8,559,693	\$8,161,347	4.9%
Used-vehicle dept. sales as % of total sales	32.1%	31.0%	
Used-vehicle dept. gross as % of total gross	24.8%	24.0%	
Used-vehicle selling price (retail) ³	\$20,292	\$20,035	1.3%
Gross as % of selling price	11.4%	11.5%	
Retail gross profit per used vehicle retailed	\$2,305	\$2,312	-0.3%
Retail net profit per used vehicle retailed	\$25	\$12	
Average number of used vehicles retailed	331	317	4.5%
F&I gross as % of used-vehicle sales	3.9%	3.9%	
F&I penetration (used)	74.3%	72.9%	
Used- to new-unit vehicle ratio (retail only)	81.1%	73.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,437,037	\$3,353,576	2.5%
Fixed-ops sales as % of total sales	12.9%	12.7%	
Fixed-ops gross as % of total gross	51.8%	51.2%	
Warranty as % of total fixed-ops sales	19.3%	20.3%	
ADVERTISING EXPENSE ⁴	\$258,676	\$271,026	-4.6%
As % of total gross	8.2%	8.6%	
Per new vehicle retailed	\$633	\$630	0.4%

RENT & EQUIVALENT		\$383,379	\$359,445	6.7%
As % of total gross		12.1%	11.4%	
Per new vehicle retailed		\$938	\$836	12.2%
FLOORPLAN INTEREST		\$16,110	(\$19,103)	-184.3%
As % of total gross		0.5%	-0.6%	
Per new vehicle retailed		\$39	(\$44)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,851,238	\$2,832,577	0.7%
As % of total sales		10.7%	10.8%	
As % of total gross		90.0%	89.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.1	-11.1%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-13.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.7	-11.6%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.8	10.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.6	2.0%	17.1	
				YTD
				May 18
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2018 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



LUXURY DEALERSHIP PROFILE

	YTD May 2018	YTD May 2017	Percent Change
TOTAL SALES	\$35,316,095	\$35,091,347	0.6%
TOTAL GROSS ¹	\$4,013,006	\$4,101,427	-2.2%
As % of total sales	11.4%	11.7%	
TOTAL EXPENSE	\$4,088,296	\$4,028,201	1.5%
As % of total sales	11.6%	11.5%	
As % of total gross	101.9%	98.2%	
TOTAL OPERATING PROFIT	(\$75,303)	\$73,216	-202.9%
As % of total sales	-0.2%	0.2%	
As % of total gross	-1.9%	1.8%	
NET PROFIT BEFORE TAX	\$960,905	\$966,863	-0.6%
As % of total sales	2.7%	2.8%	
As % of total gross	23.9%	23.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$18,655,100	\$18,408,306	1.3%
New-vehicle dept. sales as % of total sales	52.82%	52.5%	
New-vehicle dept. gross as % of total gross	19.73%	20.2%	
New-vehicle selling price (retail) ³	\$54,540	\$53,020	2.9%
Gross as % of selling price	4.7%	4.8%	
Retail gross profit per new vehicle retailed	\$2,565	\$2,526	1.5%
Retail net profit per new vehicle retailed	(\$1,463)	(\$1,131)	
Average number of new vehicles retailed	301	319	-5.6%
F&I gross as % of new-vehicle dept. sales	2.1%	2.1%	
F&I penetration (new vehicles)	64.3%	69.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,605,177	\$11,598,935	0.1%
Used-vehicle dept. sales as % of total sales	32.9%	33.1%	
Used-vehicle dept. gross as % of total gross	19.4%	19.6%	
Used-vehicle selling price (retail) ³	\$30,349	\$30,613	-0.9%
Gross as % of selling price	8.3%	8.6%	
Retail gross profit per used vehicle retailed	\$2,532	\$2,623	-3.5%
Retail net profit per used vehicle retailed	(\$139)	(\$6)	
Average number of used vehicles retailed	297	290	2.1%
F&I gross as % of used-vehicle sales	2.6%	2.5%	
F&I penetration (used)	52.5%	49.9%	
Used- to new-unit vehicle ratio (retail only)	98.4%	91.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,054,948	\$5,082,813	-0.5%
Fixed-ops sales as % of total sales	14.3%	14.5%	
Fixed-ops gross as % of total gross	60.9%	60.3%	
Warranty as % of total fixed-ops sales	20.7%	21.5%	
ADVERTISING EXPENSE ⁴	\$215,512	\$247,752	-13.0%
As % of total gross	5.4%	6.0%	
Per new vehicle retailed	\$715	\$776	-7.8%

RENT & EQUIVALENT		\$505,773	\$470,512	7.5%
As % of total gross		12.6%	11.5%	
Per new vehicle retailed		\$1,678	\$1,473	13.9%
FLOORPLAN INTEREST		\$12,693	(\$36,402)	-134.9%
As % of total gross		0.3%	-0.9%	
Per new vehicle retailed		\$42	(\$114)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,658,092	\$3,681,103	-0.6%
As % of total sales		10.4%	10.5%	
As % of total gross		91.2%	89.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.1	-11.1%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-13.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.7	-11.6%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.8	10.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.6	2.0%	17.1	
				YTD
				May 18
				YTD
				May 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.

Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2018 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD May 2018	YTD May 2017	Percent Change
TOTAL SALES	\$23,220,405	\$22,878,030	1.5%
TOTAL GROSS ¹	\$2,709,971	\$2,684,935	0.9%
As % of total sales	11.7%	11.7%	
TOTAL EXPENSE	\$2,657,522	\$2,600,769	2.2%
As % of total sales	11.4%	11.4%	
As % of total gross	98.1%	96.9%	
TOTAL OPERATING PROFIT	\$52,449	\$84,166	-37.7%
As % of total sales	0.2%	0.4%	
As % of total gross	1.9%	3.1%	
NET PROFIT BEFORE TAX	\$523,834	\$544,684	-3.8%
As % of total sales	2.3%	2.4%	
As % of total gross	19.3%	20.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$13,036,363	\$13,099,044	-0.5%
New-vehicle dept. sales as % of total sales	56.14%	57.3%	
New-vehicle dept. gross as % of total gross	26.12%	27.2%	
New-vehicle selling price (retail) ³	\$32,995	\$31,927	3.3%
Gross as % of selling price	5.8%	6.0%	
Retail gross profit per new vehicle retailed	\$1,913	\$1,915	-0.2%
Retail net profit per new vehicle retailed	(\$461)	(\$347)	
Average number of new vehicles retailed	367	381	-3.7%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	92.5%	91.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,426,920	\$7,068,642	5.1%
Used-vehicle dept. sales as % of total sales	32.0%	30.9%	
Used-vehicle dept. gross as % of total gross	27.2%	26.9%	
Used-vehicle selling price (retail) ³	\$18,888	\$18,386	2.7%
Gross as % of selling price	12.4%	12.9%	
Retail gross profit per used vehicle retailed	\$2,351	\$2,368	-0.7%
Retail net profit per used vehicle retailed	\$137	\$148	
Average number of used vehicles retailed	309	301	2.5%
F&I gross as % of used-vehicle sales	4.1%	4.1%	
F&I penetration (used)	76.2%	76.7%	
Used- to new-unit vehicle ratio (retail only)	84.1%	79.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,753,204	\$2,653,567	3.8%
Fixed-ops sales as % of total sales	11.9%	11.6%	
Fixed-ops gross as % of total gross	46.7%	45.8%	
Warranty as % of total fixed-ops sales	17.6%	18.4%	
ADVERTISING EXPENSE ⁴	\$232,661	\$241,587	-3.7%
As % of total gross	8.6%	9.0%	
Per new vehicle retailed	\$634	\$634	0.0%

RENT & EQUIVALENT		\$300,403	\$286,193	5.0%
As % of total gross		11.1%	10.7%	
Per new vehicle retailed		\$818	\$751	9.0%
FLOORPLAN INTEREST		\$22,971	(\$4,687)	-590.1%
As % of total gross		0.8%	-0.2%	
Per new vehicle retailed		\$63	(\$12)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,369,088	\$2,352,582	0.7%
As % of total sales		10.2%	10.3%	
As % of total gross		87.4%	87.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.1	-11.1%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-13.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	2.7	-11.6%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.8	10.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.6	2.0%	17.1	
				YTD
				May 18
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2018 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis