



## AVERAGE DEALERSHIP PROFILE

	YTD June 2018	YTD June 2017	Percent Change
<b>TOTAL SALES</b>	<b>\$30,002,343</b>	<b>\$29,429,124</b>	<b>1.9%</b>
<b>TOTAL GROSS <sup>1</sup></b>	<b>\$3,480,325</b>	<b>\$3,458,788</b>	<b>0.6%</b>
As % of total sales	11.6%	11.8%	
<b>TOTAL EXPENSE</b>	<b>\$3,419,792</b>	<b>\$3,341,441</b>	<b>2.3%</b>
As % of total sales	11.4%	11.4%	
As % of total gross	98.3%	96.6%	
<b>TOTAL OPERATING PROFIT</b>	<b>\$60,532</b>	<b>\$117,349</b>	<b>-48.4%</b>
As % of total sales	0.2%	0.4%	
As % of total gross	1.7%	3.4%	
<b>NET PROFIT BEFORE TAX</b>	<b>\$704,137</b>	<b>\$736,508</b>	<b>-4.4%</b>
As % of total sales	2.3%	2.5%	
As % of total gross	20.2%	21.3%	
<b>NEW-VEHICLE DEPARTMENT <sup>2</sup></b>			
New-vehicle dept. total sales	<b>\$16,633,600</b>	<b>\$16,620,639</b>	<b>0.1%</b>
New-vehicle dept. sales as % of total sales	55.44%	56.5%	
New-vehicle dept. gross as % of total gross	24.97%	26.3%	
New-vehicle selling price (retail) <sup>3</sup>	\$35,249	\$34,335	2.7%
Gross as % of selling price	5.6%	5.9%	
Retail gross profit per new vehicle retailed	\$1,980	\$2,014	-1.7%
Retail net profit per new vehicle retailed	(\$560)	(\$396)	
Average number of new vehicles retailed	435	449	-3.3%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	89.0%	89.0%	
<b>USED-VEHICLE DEPARTMENT <sup>2</sup></b>			
Used-vehicle dept. sales	<b>\$9,691,842</b>	<b>\$9,172,703</b>	<b>5.7%</b>
Used-vehicle dept. sales as % of total sales	32.3%	31.2%	
Used-vehicle dept. gross as % of total gross	25.9%	25.2%	
Used-vehicle selling price (retail) <sup>3</sup>	\$20,390	\$19,973	2.1%
Gross as % of selling price	11.6%	12.0%	
Retail gross profit per used vehicle retailed	\$2,374	\$2,396	-0.9%
Retail net profit per used vehicle retailed	\$114	\$116	
Average number of used vehicles retailed	373	358	4.4%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	73.0%	72.9%	
Used- to new-unit vehicle ratio (retail only)	85.9%	79.6%	
<b>SERVICE, PARTS &amp; BODY SHOP DEPARTMENT (FIXED OPS)</b>			
Fixed-ops sales	<b>\$3,672,762</b>	<b>\$3,575,298</b>	<b>2.7%</b>
Fixed-ops sales as % of total sales	12.2%	12.1%	
Fixed-ops gross as % of total gross	49.1%	48.5%	
Warranty as % of total fixed-ops sales	18.1%	18.8%	
<b>ADVERTISING EXPENSE <sup>4</sup></b>	<b>\$278,902</b>	<b>\$289,637</b>	<b>-3.7%</b>
As % of total gross	8.0%	8.4%	
Per new vehicle retailed	\$642	\$645	-0.5%

<b>RENT &amp; EQUIVALENT</b>		<b>\$389,635</b>	<b>\$372,310</b>	<b>4.7%</b>
As % of total gross		11.2%	10.8%	
Per new vehicle retailed		\$896	\$829	8.2%
<b>FLOORPLAN INTEREST</b>		<b>\$27,396</b>	<b>(\$9,340)</b>	<b>-393.3%</b>
As % of total gross		0.8%	-0.3%	
Per new vehicle retailed		\$63	(\$21)	
<b>SELLING, GENERAL &amp; ADMINISTRATIVE (SG&amp;A) EXPENSE</b>		<b>\$3,053,390</b>	<b>\$3,026,288</b>	<b>0.9%</b>
As % of total sales		10.2%	10.3%	
As % of total gross		87.7%	87.5%	
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>	<b>BALANCE SHEET RATIOS</b>			
	<b>YTD July</b>	<b>%</b>	<b>Full Year</b>	
	<b>2018</b>	<b>Change</b>	<b>2017</b>	
Domestic Cars	2.4	-11.7%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-14.3%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.1	-12.3%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
<b>Total light-duty</b>	<b>9.9</b>	<b>1.3%</b>	<b>17.1</b>	
				<b>YTD</b>
				<b>June 18</b>
				<b>YTD</b>
				<b>June 17</b>

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.

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Source: NADA Industry Analysis



## DOMESTIC DEALERSHIP PROFILE

	YTD June 2018	YTD June 2017	Percent Change
<b>TOTAL SALES</b>	<b>\$26,735,276</b>	<b>\$26,462,597</b>	<b>1.0%</b>
<b>TOTAL GROSS <sup>1</sup></b>	<b>\$2,995,403</b>	<b>\$3,001,151</b>	<b>-0.2%</b>
As % of total sales	11.2%	11.3%	
<b>TOTAL EXPENSE</b>	<b>\$2,845,663</b>	<b>\$2,822,468</b>	<b>0.8%</b>
As % of total sales	10.6%	10.7%	
As % of total gross	95.0%	94.0%	
<b>TOTAL OPERATING PROFIT</b>	<b>\$149,740</b>	<b>\$178,683</b>	<b>-16.2%</b>
As % of total sales	0.6%	0.7%	
As % of total gross	5.0%	6.0%	
<b>NET PROFIT BEFORE TAX</b>	<b>\$582,153</b>	<b>\$609,706</b>	<b>-4.5%</b>
As % of total sales	2.2%	2.3%	
As % of total gross	19.4%	20.3%	
<b>NEW-VEHICLE DEPARTMENT <sup>2</sup></b>			
New-vehicle dept. total sales	<b>\$15,056,166</b>	<b>\$15,120,862</b>	<b>-0.4%</b>
New-vehicle dept. sales as % of total sales	56.32%	57.1%	
New-vehicle dept. gross as % of total gross	27.48%	27.8%	
New-vehicle selling price (retail) <sup>3</sup>	\$38,587	\$37,334	3.4%
Gross as % of selling price	5.9%	6.0%	
Retail gross profit per new vehicle retailed	\$2,270	\$2,244	1.2%
Retail net profit per new vehicle retailed	(\$255)	(\$175)	
Average number of new vehicles retailed	353	364	-2.9%
F&I gross as % of new-vehicle dept. sales	2.7%	2.6%	
F&I penetration (new vehicles)	91.3%	93.2%	
<b>USED-VEHICLE DEPARTMENT <sup>2</sup></b>			
Used-vehicle dept. sales	<b>\$8,632,030</b>	<b>\$8,354,333</b>	<b>3.3%</b>
Used-vehicle dept. sales as % of total sales	32.3%	31.6%	
Used-vehicle dept. gross as % of total gross	27.5%	27.9%	
Used-vehicle selling price (retail) <sup>3</sup>	\$20,291	\$19,651	3.3%
Gross as % of selling price	12.2%	12.8%	
Retail gross profit per used vehicle retailed	\$2,481	\$2,517	-1.4%
Retail net profit per used vehicle retailed	\$234	\$288	
Average number of used vehicles retailed	333	334	-0.4%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	71.3%	74.0%	
Used- to new-unit vehicle ratio (retail only)	94.2%	91.8%	
<b>SERVICE, PARTS &amp; BODY SHOP DEPARTMENT (FIXED OPS)</b>			
Fixed-ops sales	<b>\$3,037,863</b>	<b>\$2,977,499</b>	<b>2.0%</b>
Fixed-ops sales as % of total sales	11.4%	11.3%	
Fixed-ops gross as % of total gross	45.0%	44.2%	
Warranty as % of total fixed-ops sales	16.4%	16.8%	
<b>ADVERTISING EXPENSE <sup>4</sup></b>	<b>\$235,837</b>	<b>\$244,835</b>	<b>-3.7%</b>
As % of total gross	7.9%	8.2%	
Per new vehicle retailed	\$668	\$673	-0.8%

<b>RENT &amp; EQUIVALENT</b>		<b>\$300,184</b>	<b>\$294,782</b>	<b>1.8%</b>
As % of total gross		10.0%	9.8%	
Per new vehicle retailed		\$850	\$811	4.8%
<b>FLOORPLAN INTEREST</b>		<b>\$36,210</b>	<b>\$7,348</b>	<b>392.8%</b>
As % of total gross		1.2%	0.2%	
Per new vehicle retailed		\$103	\$20	
<b>SELLING, GENERAL &amp; ADMINISTRATIVE (SG&amp;A) EXPENSE</b>		<b>\$2,538,880</b>	<b>\$2,547,948</b>	<b>-0.4%</b>
As % of total sales		9.5%	9.6%	
As % of total gross		84.8%	84.9%	
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>	<b>BALANCE SHEET RATIOS</b>			
	<b>YTD July</b>	<b>%</b>	<b>Full Year</b>	
	<b>2018</b>	<b>Change</b>	<b>2017</b>	
Domestic Cars	2.4	-11.7%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-14.3%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.1	-12.3%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
<b>Total light-duty</b>	<b>9.9</b>	<b>1.3%</b>	<b>17.1</b>	
				<b>YTD</b>
				<b>June 18</b>
				<b>YTD</b>
				<b>June 17</b>

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.
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Source: NADA Industry Analysis



## IMPORT DEALERSHIP PROFILE

	YTD June 2018	YTD June 2017	Percent Change
<b>TOTAL SALES</b>	<b>\$32,515,641</b>	<b>\$31,773,463</b>	<b>2.3%</b>
<b>TOTAL GROSS <sup>1</sup></b>	<b>\$3,853,367</b>	<b>\$3,820,443</b>	<b>0.9%</b>
As % of total sales	11.9%	12.0%	
<b>TOTAL EXPENSE</b>	<b>\$3,861,459</b>	<b>\$3,751,567</b>	<b>2.9%</b>
As % of total sales	11.9%	11.8%	
As % of total gross	100.2%	98.2%	
<b>TOTAL OPERATING PROFIT</b>	<b>(\$8,094)</b>	<b>\$68,879</b>	<b>-111.8%</b>
As % of total sales	0.0%	0.2%	
As % of total gross	-0.2%	1.8%	
<b>NET PROFIT BEFORE TAX</b>	<b>\$797,977</b>	<b>\$836,714</b>	<b>-4.6%</b>
As % of total sales	2.5%	2.6%	
As % of total gross	20.7%	21.9%	
<b>NEW-VEHICLE DEPARTMENT <sup>2</sup></b>			
New-vehicle dept. total sales	<b>\$17,847,092</b>	<b>\$17,805,859</b>	<b>0.2%</b>
New-vehicle dept. sales as % of total sales	54.89%	56.0%	
New-vehicle dept. gross as % of total gross	23.48%	25.3%	
New-vehicle selling price (retail) <sup>3</sup>	\$33,425	\$32,668	2.3%
Gross as % of selling price	5.4%	5.8%	
Retail gross profit per new vehicle retailed	\$1,822	\$1,886	-3.4%
Retail net profit per new vehicle retailed	(\$726)	(\$519)	
Average number of new vehicles retailed	497	517	-3.8%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	87.7%	86.7%	
<b>USED-VEHICLE DEPARTMENT <sup>2</sup></b>			
Used-vehicle dept. sales	<b>\$10,507,136</b>	<b>\$9,819,431</b>	<b>7.0%</b>
Used-vehicle dept. sales as % of total sales	32.3%	30.9%	
Used-vehicle dept. gross as % of total gross	25.0%	23.5%	
Used-vehicle selling price (retail) <sup>3</sup>	\$20,453	\$20,200	1.3%
Gross as % of selling price	11.3%	11.4%	
Retail gross profit per used vehicle retailed	\$2,307	\$2,311	-0.2%
Retail net profit per used vehicle retailed	\$38	(\$5)	
Average number of used vehicles retailed	405	377	7.5%
F&I gross as % of used-vehicle sales	3.9%	3.8%	
F&I penetration (used)	74.0%	72.2%	
Used- to new-unit vehicle ratio (retail only)	81.3%	72.8%	
<b>SERVICE, PARTS &amp; BODY SHOP DEPARTMENT (FIXED OPS)</b>			
Fixed-ops sales	<b>\$4,161,179</b>	<b>\$4,047,717</b>	<b>2.8%</b>
Fixed-ops sales as % of total sales	12.8%	12.7%	
Fixed-ops gross as % of total gross	51.6%	51.1%	
Warranty as % of total fixed-ops sales	19.0%	20.0%	
<b>ADVERTISING EXPENSE <sup>4</sup></b>	<b>\$312,031</b>	<b>\$325,043</b>	<b>-4.0%</b>
As % of total gross	8.1%	8.5%	
Per new vehicle retailed	\$627	\$629	-0.2%

<b>RENT &amp; EQUIVALENT</b>		<b>\$458,448</b>	<b>\$433,577</b>	<b>5.7%</b>
As % of total gross		11.9%	11.3%	
Per new vehicle retailed		\$922	\$839	9.9%
<b>FLOORPLAN INTEREST</b>		<b>\$20,616</b>	<b>(\$22,529)</b>	<b>-191.5%</b>
As % of total gross		0.5%	-0.6%	
Per new vehicle retailed		\$41	(\$44)	
<b>SELLING, GENERAL &amp; ADMINISTRATIVE (SG&amp;A) EXPENSE</b>		<b>\$3,449,193</b>	<b>\$3,404,302</b>	<b>1.3%</b>
As % of total sales		10.6%	10.7%	
As % of total gross		89.5%	89.1%	
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>	<b>BALANCE SHEET RATIOS</b>			
	<b>YTD July</b>	<b>%</b>	<b>Full Year</b>	
	<b>2018</b>	<b>Change</b>	<b>2017</b>	
Domestic Cars	2.4	-11.7%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-14.3%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.1	-12.3%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
<b>Total light-duty</b>	<b>9.9</b>	<b>1.3%</b>	<b>17.1</b>	
				<b>YTD</b>
				<b>June 18</b>
				<b>YTD</b>
				<b>June 17</b>

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2. Includes F&I sales unless otherwise noted.
3. Excludes F&I sales.
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## LUXURY DEALERSHIP PROFILE

	YTD June 2018	YTD June 2017	Percent Change
<b>TOTAL SALES</b>	<b>\$42,892,568</b>	<b>\$43,445,507</b>	<b>-1.3%</b>
<b>TOTAL GROSS <sup>1</sup></b>	<b>\$4,877,707</b>	<b>\$5,119,100</b>	<b>-4.7%</b>
As % of total sales	11.4%	11.8%	
<b>TOTAL EXPENSE</b>	<b>\$4,906,411</b>	<b>\$4,954,178</b>	<b>-1.0%</b>
As % of total sales	11.4%	11.4%	
As % of total gross	100.6%	96.8%	
<b>TOTAL OPERATING PROFIT</b>	<b>(\$28,713)</b>	<b>\$164,937</b>	<b>-117.4%</b>
As % of total sales	-0.1%	0.4%	
As % of total gross	-0.6%	3.2%	
<b>NET PROFIT BEFORE TAX</b>	<b>\$1,190,992</b>	<b>\$1,246,332</b>	<b>-4.4%</b>
As % of total sales	2.8%	2.9%	
As % of total gross	24.4%	24.3%	
<b>NEW-VEHICLE DEPARTMENT <sup>2</sup></b>			
New-vehicle dept. total sales	<b>\$22,400,423</b>	<b>\$22,932,655</b>	<b>-2.3%</b>
New-vehicle dept. sales as % of total sales	52.22%	52.8%	
New-vehicle dept. gross as % of total gross	19.60%	21.7%	
New-vehicle selling price (retail) <sup>3</sup>	\$54,861	\$53,785	2.0%
Gross as % of selling price	4.7%	5.1%	
Retail gross profit per new vehicle retailed	\$2,588	\$2,757	-6.1%
Retail net profit per new vehicle retailed	(\$1,423)	(\$920)	
Average number of new vehicles retailed	361	393	-8.2%
F&I gross as % of new-vehicle dept. sales	2.1%	2.1%	
F&I penetration (new vehicles)	65.6%	68.5%	
<b>USED-VEHICLE DEPARTMENT <sup>2</sup></b>			
Used-vehicle dept. sales	<b>\$14,401,913</b>	<b>\$14,298,225</b>	<b>0.7%</b>
Used-vehicle dept. sales as % of total sales	33.6%	32.9%	
Used-vehicle dept. gross as % of total gross	20.0%	19.3%	
Used-vehicle selling price (retail) <sup>3</sup>	\$30,711	\$31,141	-1.4%
Gross as % of selling price	8.4%	8.6%	
Retail gross profit per used vehicle retailed	\$2,566	\$2,671	-3.9%
Retail net profit per used vehicle retailed	(\$86)	\$1	
Average number of used vehicles retailed	366	351	4.3%
F&I gross as % of used-vehicle sales	2.7%	2.6%	
F&I penetration (used)	52.4%	48.5%	
Used- to new-unit vehicle ratio (retail only)	101.3%	89.2%	
<b>SERVICE, PARTS &amp; BODY SHOP DEPARTMENT (FIXED OPS)</b>			
Fixed-ops sales	<b>\$6,089,193</b>	<b>\$6,212,963</b>	<b>-2.0%</b>
Fixed-ops sales as % of total sales	14.2%	14.3%	
Fixed-ops gross as % of total gross	60.4%	59.0%	
Warranty as % of total fixed-ops sales	20.5%	21.4%	
<b>ADVERTISING EXPENSE <sup>4</sup></b>	<b>\$256,372</b>	<b>\$299,770</b>	<b>-14.5%</b>
As % of total gross	5.3%	5.9%	
Per new vehicle retailed	\$710	\$762	-6.8%

<b>RENT &amp; EQUIVALENT</b>		<b>\$604,519</b>	<b>\$590,577</b>	<b>2.4%</b>
As % of total gross		12.4%	11.5%	
Per new vehicle retailed		\$1,674	\$1,501	11.5%
<b>FLOORPLAN INTEREST</b>		<b>\$13,568</b>	<b>(\$35,982)</b>	<b>-137.7%</b>
As % of total gross		0.3%	-0.7%	
Per new vehicle retailed		\$38	(\$91)	
<b>SELLING, GENERAL &amp; ADMINISTRATIVE (SG&amp;A) EXPENSE</b>		<b>\$4,395,944</b>	<b>\$4,506,052</b>	<b>-2.4%</b>
As % of total sales		10.2%	10.4%	
As % of total gross		90.1%	88.0%	
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>	<b>BALANCE SHEET RATIOS</b>			
	<b>YTD July</b>	<b>%</b>	<b>Full Year</b>	
	<b>2018</b>	<b>Change</b>	<b>2017</b>	
Domestic Cars	2.4	-11.7%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-14.3%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.1	-12.3%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
<b>Total light-duty</b>	<b>9.9</b>	<b>1.3%</b>	<b>17.1</b>	
				<b>YTD</b>
				<b>June 18</b>
				<b>YTD</b>
				<b>June 17</b>

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.

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## MASS MARKET DEALERSHIP PROFILE

	YTD June 2018	YTD June 2017	Percent Change
<b>TOTAL SALES</b>	<b>\$28,185,480</b>	<b>\$27,445,148</b>	<b>2.7%</b>
<b>TOTAL GROSS <sup>1</sup></b>	<b>\$3,283,608</b>	<b>\$3,224,247</b>	<b>1.8%</b>
As % of total sales	11.6%	11.7%	
<b>TOTAL EXPENSE</b>	<b>\$3,209,889</b>	<b>\$3,112,804</b>	<b>3.1%</b>
As % of total sales	11.4%	11.3%	
As % of total gross	97.8%	96.5%	
<b>TOTAL OPERATING PROFIT</b>	<b>\$73,719</b>	<b>\$111,443</b>	<b>-33.9%</b>
As % of total sales	0.3%	0.4%	
As % of total gross	2.2%	3.5%	
<b>NET PROFIT BEFORE TAX</b>	<b>\$634,911</b>	<b>\$664,660</b>	<b>-4.5%</b>
As % of total sales	2.3%	2.4%	
As % of total gross	19.3%	20.6%	
<b>NEW-VEHICLE DEPARTMENT <sup>2</sup></b>			
New-vehicle dept. total sales	<b>\$15,826,833</b>	<b>\$15,729,786</b>	<b>0.6%</b>
New-vehicle dept. sales as % of total sales	56.15%	57.3%	
New-vehicle dept. gross as % of total gross	26.12%	27.3%	
New-vehicle selling price (retail) <sup>3</sup>	\$32,979	\$31,959	3.2%
Gross as % of selling price	5.8%	6.0%	
Retail gross profit per new vehicle retailed	\$1,909	\$1,923	-0.7%
Retail net profit per new vehicle retailed	(\$459)	(\$331)	
Average number of new vehicles retailed	446	458	-2.6%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	91.7%	91.6%	
<b>USED-VEHICLE DEPARTMENT <sup>2</sup></b>			
Used-vehicle dept. sales	<b>\$9,023,853</b>	<b>\$8,444,879</b>	<b>6.9%</b>
Used-vehicle dept. sales as % of total sales	32.0%	30.8%	
Used-vehicle dept. gross as % of total gross	27.2%	26.5%	
Used-vehicle selling price (retail) <sup>3</sup>	\$18,946	\$18,419	2.9%
Gross as % of selling price	12.4%	12.8%	
Retail gross profit per used vehicle retailed	\$2,348	\$2,357	-0.4%
Retail net profit per used vehicle retailed	\$142	\$132	
Average number of used vehicles retailed	375	359	4.4%
F&I gross as % of used-vehicle sales	4.1%	4.1%	
F&I penetration (used)	75.9%	76.3%	
Used- to new-unit vehicle ratio (retail only)	84.0%	78.4%	
<b>SERVICE, PARTS &amp; BODY SHOP DEPARTMENT (FIXED OPS)</b>			
Fixed-ops sales	<b>\$3,330,214</b>	<b>\$3,201,786</b>	<b>4.0%</b>
Fixed-ops sales as % of total sales	11.8%	11.7%	
Fixed-ops gross as % of total gross	46.7%	46.1%	
Warranty as % of total fixed-ops sales	17.4%	18.1%	
<b>ADVERTISING EXPENSE <sup>4</sup></b>	<b>\$282,392</b>	<b>\$288,344</b>	<b>-2.1%</b>
As % of total gross	8.6%	8.9%	
Per new vehicle retailed	\$633	\$630	0.5%

<b>RENT &amp; EQUIVALENT</b>		<b>\$359,458</b>	<b>\$341,718</b>	<b>5.2%</b>
As % of total gross		10.9%	10.6%	
Per new vehicle retailed		\$806	\$747	8.0%
<b>FLOORPLAN INTEREST</b>		<b>\$28,910</b>	<b>(\$6,173)</b>	<b>-568.3%</b>
As % of total gross		0.9%	-0.2%	
Per new vehicle retailed		\$65	(\$13)	
<b>SELLING, GENERAL &amp; ADMINISTRATIVE (SG&amp;A) EXPENSE</b>		<b>\$2,863,893</b>	<b>\$2,816,588</b>	<b>1.7%</b>
As % of total sales		10.2%	10.3%	
As % of total gross		87.2%	87.4%	
<b>LIGHT-DUTY VEHICLE SALES (Millions of units)</b>	<b>BALANCE SHEET RATIOS</b>			
	<b>YTD July</b>	<b>%</b>	<b>Full Year</b>	
	<b>2018</b>	<b>Change</b>	<b>2017</b>	
Domestic Cars	2.4	-11.7%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-14.3%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.1	-12.3%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
<b>Total light-duty</b>	<b>9.9</b>	<b>1.3%</b>	<b>17.1</b>	

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.

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Source: NADA Industry Analysis