



AVERAGE DEALERSHIP PROFILE

	YTD July 2018	YTD July 2017	Percent Change
TOTAL SALES	\$35,380,495	\$34,461,151	2.7%
TOTAL GROSS ¹	\$4,072,148	\$4,019,516	1.3%
As % of total sales	11.5%	11.7%	
TOTAL EXPENSE	\$4,026,278	\$3,895,920	3.3%
As % of total sales	11.4%	11.3%	
As % of total gross	98.9%	96.9%	
TOTAL OPERATING PROFIT	\$45,869	\$123,599	-62.9%
As % of total sales	0.1%	0.4%	
As % of total gross	1.1%	3.1%	
NET PROFIT BEFORE TAX	\$817,370	\$847,203	-3.5%
As % of total sales	2.3%	2.5%	
As % of total gross	20.1%	21.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$19,725,064	\$19,515,110	1.1%
New-vehicle dept. sales as % of total sales	55.8%	56.6%	
New-vehicle dept. gross as % of total gross	25.0%	26.2%	
New-vehicle selling price (retail) ³	\$35,197	\$34,141	3.1%
Gross as % of selling price	5.5%	5.8%	
Retail gross profit per new vehicle retailed	\$1,950	\$1,971	-1.1%
Retail net profit per new vehicle retailed	(\$585)	(\$406)	
Average number of new vehicles retailed	516	532	-3.0%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	89.0%	89.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,341,981	\$10,723,142	5.8%
Used-vehicle dept. sales as % of total sales	32.1%	31.1%	
Used-vehicle dept. gross as % of total gross	25.8%	25.3%	
Used-vehicle selling price (retail) ³	\$20,427	\$19,897	2.7%
Gross as % of selling price	11.6%	12.0%	
Retail gross profit per used vehicle retailed	\$2,368	\$2,386	-0.8%
Retail net profit per used vehicle retailed	\$101	\$112	
Average number of used vehicles retailed	436	421	3.6%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	73.0%	73.0%	
Used- to new-unit vehicle ratio (retail only)	84.5%	79.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,307,489	\$4,151,297	3.8%
Fixed-ops sales as % of total sales	12.2%	12.0%	
Fixed-ops gross as % of total gross	49.3%	48.4%	
Warranty as % of total fixed-ops sales	18.0%	18.8%	
ADVERTISING EXPENSE ⁴	\$325,772	\$337,150	-3.4%
As % of total gross	8.0%	8.4%	
Per new vehicle retailed	\$632	\$634	-0.4%

RENT & EQUIVALENT		\$462,927	\$433,623	6.8%
As % of total gross		11.4%	10.8%	
Per new vehicle retailed		\$898	\$815	10.1%
FLOORPLAN INTEREST		\$34,488	(\$9,720)	-454.8%
As % of total gross		0.8%	-0.2%	
Per new vehicle retailed		\$67	(\$18)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,588,633	\$3,528,007	1.7%
As % of total sales		10.1%	10.2%	
As % of total gross		88.1%	87.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.8	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-15.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-12.9%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.4	1.1%	17.1	

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 July 2018	YTD July 2017	Percent Change
TOTAL SALES	\$31,546,131	\$30,932,818	2.0%
TOTAL GROSS ¹	\$3,520,249	\$3,500,292	0.6%
As % of total sales	11.2%	11.3%	
TOTAL EXPENSE	\$3,357,649	\$3,291,025	2.0%
As % of total sales	10.6%	10.6%	
As % of total gross	95.4%	94.0%	
TOTAL OPERATING PROFIT	\$162,600	\$209,267	-22.3%
As % of total sales	0.5%	0.7%	
As % of total gross	4.6%	6.0%	
NET PROFIT BEFORE TAX	\$674,325	\$705,899	-4.5%
As % of total sales	2.1%	2.3%	
As % of total gross	19.2%	20.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$17,855,621	\$17,719,872	0.8%
New-vehicle dept. sales as % of total sales	56.6%	57.3%	
New-vehicle dept. gross as % of total gross	27.6%	28.2%	
New-vehicle selling price (retail) ³	\$38,535	\$37,387	3.1%
Gross as % of selling price	5.9%	6.0%	
Retail gross profit per new vehicle retailed	\$2,255	\$2,254	0.0%
Retail net profit per new vehicle retailed	(\$272)	(\$156)	
Average number of new vehicles retailed	419	428	-2.1%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	91.6%	93.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,098,872	\$9,757,586	3.5%
Used-vehicle dept. sales as % of total sales	32.0%	31.5%	
Used-vehicle dept. gross as % of total gross	27.3%	27.9%	
Used-vehicle selling price (retail) ³	\$20,326	\$19,674	3.3%
Gross as % of selling price	12.2%	12.8%	
Retail gross profit per used vehicle retailed	\$2,482	\$2,524	-1.7%
Retail net profit per used vehicle retailed	\$216	\$287	
Average number of used vehicles retailed	388	389	-0.2%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	71.8%	74.0%	
Used- to new-unit vehicle ratio (retail only)	92.6%	90.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,578,544	\$3,443,987	3.9%
Fixed-ops sales as % of total sales	11.3%	11.1%	
Fixed-ops gross as % of total gross	45.1%	43.8%	
Warranty as % of total fixed-ops sales	16.5%	16.8%	
ADVERTISING EXPENSE ⁴	\$278,539	\$285,405	-2.4%
As % of total gross	7.9%	8.2%	
Per new vehicle retailed	\$664	\$666	-0.4%

RENT & EQUIVALENT		\$353,740	\$345,832	2.3%
As % of total gross		10.0%	9.9%	
Per new vehicle retailed		\$843	\$808	4.4%
FLOORPLAN INTEREST		\$45,155	\$11,691	286.2%
As % of total gross		1.3%	0.3%	
Per new vehicle retailed		\$108	\$27	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,993,582	\$2,965,767	0.9%
As % of total sales		9.5%	9.6%	
As % of total gross		85.0%	84.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.8	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-15.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-12.9%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.4	1.1%	17.1	

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IMPORT DEALERSHIP PROFILE

	YTD July 2018	YTD July 2017	Percent Change
TOTAL SALES	\$38,330,203	\$37,249,466	2.9%
TOTAL GROSS ¹	\$4,496,715	\$4,429,840	1.5%
As % of total sales	11.7%	11.9%	
TOTAL EXPENSE	\$4,540,643	\$4,373,946	3.8%
As % of total sales	11.8%	11.7%	
As % of total gross	101.0%	98.7%	
TOTAL OPERATING PROFIT	(\$43,931)	\$55,899	-178.6%
As % of total sales	-0.1%	0.2%	
As % of total gross	-1.0%	1.3%	
NET PROFIT BEFORE TAX	\$927,411	\$958,871	-3.3%
As % of total sales	2.4%	2.6%	
As % of total gross	20.6%	21.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,163,193	\$20,933,823	1.1%
New-vehicle dept. sales as % of total sales	55.2%	56.2%	
New-vehicle dept. gross as % of total gross	23.4%	24.9%	
New-vehicle selling price (retail) ³	\$33,372	\$32,352	3.2%
Gross as % of selling price	5.3%	5.6%	
Retail gross profit per new vehicle retailed	\$1,784	\$1,816	-1.8%
Retail net profit per new vehicle retailed	(\$756)	(\$544)	
Average number of new vehicles retailed	590	614	-3.9%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	87.5%	87.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,298,283	\$11,486,187	7.1%
Used-vehicle dept. sales as % of total sales	32.1%	30.8%	
Used-vehicle dept. gross as % of total gross	24.8%	23.7%	
Used-vehicle selling price (retail) ³	\$20,491	\$20,050	2.2%
Gross as % of selling price	11.2%	11.4%	
Retail gross profit per used vehicle retailed	\$2,296	\$2,291	0.2%
Retail net profit per used vehicle retailed	\$28	(\$9)	
Average number of used vehicles retailed	472	446	5.9%
F&I gross as % of used-vehicle sales	3.9%	3.8%	
F&I penetration (used)	73.8%	72.3%	
Used- to new-unit vehicle ratio (retail only)	80.1%	72.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,868,253	\$4,710,258	3.4%
Fixed-ops sales as % of total sales	12.7%	12.6%	
Fixed-ops gross as % of total gross	51.8%	51.3%	
Warranty as % of total fixed-ops sales	18.9%	19.9%	
ADVERTISING EXPENSE ⁴	\$362,108	\$378,043	-4.2%
As % of total gross	8.1%	8.5%	
Per new vehicle retailed	\$614	\$616	-0.3%

RENT & EQUIVALENT		\$546,923	\$503,000	8.7%
As % of total gross		12.2%	11.4%	
Per new vehicle retailed		\$927	\$819	13.1%
FLOORPLAN INTEREST		\$26,282	(\$26,640)	-198.7%
As % of total gross		0.6%	-0.6%	
Per new vehicle retailed		\$45	(\$43)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,046,395	\$3,972,324	1.9%
As % of total sales		10.6%	10.7%	
As % of total gross		90.0%	89.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.8	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-15.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-12.9%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.4	1.1%	17.1	

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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 July 2018	YTD July 2017	Percent Change
TOTAL SALES	\$51,239,312	\$49,069,879	4.4%
TOTAL GROSS ¹	\$5,754,199	\$5,662,729	1.6%
As % of total sales	11.2%	11.5%	
TOTAL EXPENSE	\$5,882,534	\$5,602,962	5.0%
As % of total sales	11.5%	11.4%	
As % of total gross	102.2%	98.9%	
TOTAL OPERATING PROFIT	(\$128,346)	\$59,790	-314.7%
As % of total sales	-0.3%	0.1%	
As % of total gross	-2.2%	1.1%	
NET PROFIT BEFORE TAX	\$1,375,009	\$1,326,857	3.6%
As % of total sales	2.7%	2.7%	
As % of total gross	23.9%	23.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$26,893,971	\$25,787,333	4.3%
New-vehicle dept. sales as % of total sales	52.5%	52.6%	
New-vehicle dept. gross as % of total gross	19.2%	19.7%	
New-vehicle selling price (retail) ³	\$54,387	\$52,329	3.9%
Gross as % of selling price	4.6%	4.6%	
Retail gross profit per new vehicle retailed	\$2,477	\$2,413	2.6%
Retail net profit per new vehicle retailed	(\$1,585)	(\$1,193)	
Average number of new vehicles retailed	436	454	-4.0%
F&I gross as % of new-vehicle dept. sales	2.1%	2.1%	
F&I penetration (new vehicles)	64.4%	69.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$17,115,597	\$16,266,930	5.2%
Used-vehicle dept. sales as % of total sales	33.4%	33.2%	
Used-vehicle dept. gross as % of total gross	20.0%	20.0%	
Used-vehicle selling price (retail) ³	\$30,842	\$30,471	1.2%
Gross as % of selling price	8.4%	8.6%	
Retail gross profit per used vehicle retailed	\$2,576	\$2,619	-1.6%
Retail net profit per used vehicle retailed	(\$64)	\$14	
Average number of used vehicles retailed	431	411	5.1%
F&I gross as % of used-vehicle sales	2.6%	2.6%	
F&I penetration (used)	51.7%	48.0%	
Used- to new-unit vehicle ratio (retail only)	99.0%	90.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,227,639	\$7,013,272	3.1%
Fixed-ops sales as % of total sales	14.1%	14.3%	
Fixed-ops gross as % of total gross	60.7%	60.3%	
Warranty as % of total fixed-ops sales	20.6%	21.4%	
ADVERTISING EXPENSE ⁴	\$312,112	\$340,250	-8.3%
As % of total gross	5.4%	6.0%	
Per new vehicle retailed	\$716	\$750	-4.5%

RENT & EQUIVALENT		\$740,260	\$658,765	12.4%
As % of total gross		12.9%	11.6%	
Per new vehicle retailed		\$1,699	\$1,452	17.0%
FLOORPLAN INTEREST		\$26,065	(\$41,134)	-163.4%
As % of total gross		0.5%	-0.7%	
Per new vehicle retailed		\$60	(\$91)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,247,627	\$5,103,498	2.8%
As % of total sales		10.2%	10.4%	
As % of total gross		91.2%	90.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.8	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-15.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-12.9%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.4	1.1%	17.1	

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3. Excludes F&I sales.

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MASS MARKET DEALERSHIP PROFILE

	YTD July 2018	YTD July 2017	Percent Change
TOTAL SALES	\$33,142,428	\$32,390,452	2.3%
TOTAL GROSS ¹	\$3,835,099	\$3,786,824	1.3%
As % of total sales	11.6%	11.7%	
TOTAL EXPENSE	\$3,763,606	\$3,653,420	3.0%
As % of total sales	11.4%	11.3%	
As % of total gross	98.1%	96.5%	
TOTAL OPERATING PROFIT	\$71,492	\$133,404	-46.4%
As % of total sales	0.2%	0.4%	
As % of total gross	1.9%	3.5%	
NET PROFIT BEFORE TAX	\$738,174	\$779,511	-5.3%
As % of total sales	2.2%	2.4%	
As % of total gross	19.2%	20.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$18,720,810	\$18,629,370	0.5%
New-vehicle dept. sales as % of total sales	56.5%	57.5%	
New-vehicle dept. gross as % of total gross	26.2%	27.6%	
New-vehicle selling price (retail) ³	\$32,936	\$31,981	3.0%
Gross as % of selling price	5.7%	6.0%	
Retail gross profit per new vehicle retailed	\$1,888	\$1,918	-1.6%
Retail net profit per new vehicle retailed	(\$465)	(\$312)	
Average number of new vehicles retailed	528	543	-2.8%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	91.9%	91.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,522,027	\$9,934,667	5.9%
Used-vehicle dept. sales as % of total sales	31.7%	30.7%	
Used-vehicle dept. gross as % of total gross	27.0%	26.5%	
Used-vehicle selling price (retail) ³	\$18,953	\$18,432	2.8%
Gross as % of selling price	12.3%	12.8%	
Retail gross profit per used vehicle retailed	\$2,338	\$2,354	-0.7%
Retail net profit per used vehicle retailed	\$124	\$125	
Average number of used vehicles retailed	437	422	3.4%
F&I gross as % of used-vehicle sales	4.1%	4.1%	
F&I penetration (used)	76.0%	76.5%	
Used- to new-unit vehicle ratio (retail only)	82.7%	77.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,893,083	\$3,745,145	4.0%
Fixed-ops sales as % of total sales	11.7%	11.6%	
Fixed-ops gross as % of total gross	46.8%	45.9%	
Warranty as % of total fixed-ops sales	17.4%	18.1%	
ADVERTISING EXPENSE ⁴	\$328,010	\$336,859	-2.6%
As % of total gross	8.6%	8.9%	
Per new vehicle retailed	\$621	\$620	0.2%

RENT & EQUIVALENT		\$423,802	\$402,050	5.4%
As % of total gross		11.1%	10.6%	
Per new vehicle retailed		\$803	\$740	8.5%
FLOORPLAN INTEREST		\$35,168	(\$5,949)	-691.1%
As % of total gross		0.9%	-0.2%	
Per new vehicle retailed		\$67	(\$11)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,354,023	\$3,304,296	1.5%
As % of total sales		10.1%	10.2%	
As % of total gross		87.5%	87.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2018	Change	2017	
Domestic Cars	2.8	-12.3%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-15.0%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-12.9%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	9.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.4	1.1%	17.1	

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