



AVERAGE DEALERSHIP PROFILE

	YTD Aug 2018	YTD Aug 2017	Percent Change
TOTAL SALES	\$41,235,111	\$39,866,388	3.4%
TOTAL GROSS ¹	\$4,720,183	\$4,628,614	2.0%
As % of total sales	11.4%	11.6%	
TOTAL EXPENSE	\$4,642,711	\$4,468,576	3.9%
As % of total sales	11.3%	11.2%	
As % of total gross	98.4%	96.5%	
TOTAL OPERATING PROFIT	\$79,395	\$160,370	-50.5%
As % of total sales	0.2%	0.4%	
As % of total gross	1.7%	3.5%	
NET PROFIT BEFORE TAX	\$967,269	\$992,308	-2.5%
As % of total sales	2.3%	2.5%	
As % of total gross	20.5%	21.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,115,318	\$22,632,537	2.1%
New-vehicle dept. sales as % of total sales	56.1%	56.8%	
New-vehicle dept. gross as % of total gross	25.2%	26.2%	
New-vehicle selling price (retail) ³	\$35,155	\$34,259	2.6%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$1,949	\$1,965	-0.8%
Retail net profit per new vehicle retailed	(\$550)	(\$395)	
Average number of new vehicles retailed	604	616	-1.9%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	87.9%	91.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,133,740	\$12,328,206	6.5%
Used-vehicle dept. sales as % of total sales	31.9%	30.9%	
Used-vehicle dept. gross as % of total gross	25.7%	25.1%	
Used-vehicle selling price (retail) ³	\$20,459	\$19,922	2.7%
Gross as % of selling price	11.6%	11.9%	
Retail gross profit per used vehicle retailed	\$2,377	\$2,377	0.0%
Retail net profit per used vehicle retailed	\$104	\$108	
Average number of used vehicles retailed	503	482	4.3%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	72.1%	72.4%	
Used- to new-unit vehicle ratio (retail only)	83.2%	78.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,980,227	\$4,809,760	3.5%
Fixed-ops sales as % of total sales	12.1%	12.1%	
Fixed-ops gross as % of total gross	49.1%	48.7%	
Warranty as % of total fixed-ops sales	18.0%	18.8%	
ADVERTISING EXPENSE ⁴	\$377,219	\$387,277	-2.6%
As % of total gross	8.0%	8.4%	
Per new vehicle retailed	\$624	\$628	-0.7%

RENT & EQUIVALENT		\$529,261	\$494,641	7.0%
As % of total gross		11.2%	10.7%	
Per new vehicle retailed		\$876	\$803	9.1%
FLOORPLAN INTEREST		\$38,037	(\$9,709)	-491.8%
As % of total gross		0.8%	-0.2%	
Per new vehicle retailed		\$63	(\$16)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,144,341	\$4,047,459	2.4%
As % of total sales		10.1%	10.2%	
As % of total gross		87.8%	87.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.1	-13.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-15.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.0	-13.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.8	8.4%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.8	0.3%	17.1	
				YTD
				Aug 18
				YTD
				Aug 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 Aug 2018	YTD Aug 2017	Percent Change
TOTAL SALES	\$36,682,165	\$35,708,037	2.7%
TOTAL GROSS ¹	\$4,076,956	\$4,030,667	1.1%
As % of total sales	11.1%	11.3%	
TOTAL EXPENSE	\$3,872,899	\$3,782,662	2.4%
As % of total sales	10.6%	10.6%	
As % of total gross	95.0%	93.8%	
TOTAL OPERATING PROFIT	\$208,482	\$248,745	-16.2%
As % of total sales	0.6%	0.7%	
As % of total gross	5.1%	6.2%	
NET PROFIT BEFORE TAX	\$798,865	\$817,755	-2.3%
As % of total sales	2.2%	2.3%	
As % of total gross	19.6%	20.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$20,839,434	\$20,485,074	1.7%
New-vehicle dept. sales as % of total sales	56.8%	57.4%	
New-vehicle dept. gross as % of total gross	27.6%	28.2%	
New-vehicle selling price (retail) ³	\$38,648	\$37,488	3.1%
Gross as % of selling price	5.8%	6.0%	
Retail gross profit per new vehicle retailed	\$2,255	\$2,245	0.4%
Retail net profit per new vehicle retailed	(\$252)	(\$165)	
Average number of new vehicles retailed	486	495	-1.7%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	91.4%	93.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,661,643	\$11,219,510	3.9%
Used-vehicle dept. sales as % of total sales	31.8%	31.4%	
Used-vehicle dept. gross as % of total gross	27.2%	27.7%	
Used-vehicle selling price (retail) ³	\$20,355	\$19,666	3.5%
Gross as % of selling price	12.2%	12.8%	
Retail gross profit per used vehicle retailed	\$2,483	\$2,511	-1.1%
Retail net profit per used vehicle retailed	\$211	\$287	
Average number of used vehicles retailed	448	447	0.1%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	71.2%	73.3%	
Used- to new-unit vehicle ratio (retail only)	92.0%	90.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,168,638	\$3,996,486	4.3%
Fixed-ops sales as % of total sales	11.4%	11.2%	
Fixed-ops gross as % of total gross	45.2%	44.1%	
Warranty as % of total fixed-ops sales	16.4%	16.9%	
ADVERTISING EXPENSE ⁴	\$320,421	\$329,896	-2.9%
As % of total gross	7.9%	8.2%	
Per new vehicle retailed	\$659	\$667	-1.2%

RENT & EQUIVALENT		\$405,231	\$395,739	2.4%
As % of total gross		9.9%	9.8%	
Per new vehicle retailed		\$833	\$800	4.1%
FLOORPLAN INTEREST		\$50,489	\$15,486	226.0%
As % of total gross		1.2%	0.4%	
Per new vehicle retailed		\$104	\$31	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,457,150	\$3,408,120	1.4%
As % of total sales		9.4%	9.5%	
As % of total gross		84.8%	84.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.1	-13.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-15.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.0	-13.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.8	8.4%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.8	0.3%	17.1	
				YTD
				Aug 18
				YTD
				Aug 17

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2. Includes F&I sales unless otherwise noted.

3. Excludes F&I sales.

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IMPORT DEALERSHIP PROFILE

	YTD Aug 2018	YTD Aug 2017	Percent Change
TOTAL SALES	\$44,737,612	\$43,152,581	3.7%
TOTAL GROSS ¹	\$5,215,006	\$5,101,151	2.2%
As % of total sales	11.7%	11.8%	
TOTAL EXPENSE	\$5,234,913	\$5,010,629	4.5%
As % of total sales	11.7%	11.6%	
As % of total gross	100.4%	98.2%	
TOTAL OPERATING PROFIT	(\$19,909)	\$90,531	-122.0%
As % of total sales	0.0%	0.2%	
As % of total gross	-0.4%	1.8%	
NET PROFIT BEFORE TAX	\$1,096,819	\$1,130,251	-3.0%
As % of total sales	2.5%	2.6%	
As % of total gross	21.0%	22.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$24,866,115	\$24,329,599	2.2%
New-vehicle dept. sales as % of total sales	55.6%	56.4%	
New-vehicle dept. gross as % of total gross	23.8%	25.0%	
New-vehicle selling price (retail) ³	\$33,274	\$32,487	2.4%
Gross as % of selling price	5.4%	5.6%	
Retail gross profit per new vehicle retailed	\$1,784	\$1,811	-1.5%
Retail net profit per new vehicle retailed	(\$710)	(\$520)	
Average number of new vehicles retailed	695	712	-2.4%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	86.0%	90.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,266,198	\$13,204,368	8.0%
Used-vehicle dept. sales as % of total sales	31.9%	30.6%	
Used-vehicle dept. gross as % of total gross	24.8%	23.4%	
Used-vehicle selling price (retail) ³	\$20,525	\$20,100	2.1%
Gross as % of selling price	11.3%	11.4%	
Retail gross profit per used vehicle retailed	\$2,310	\$2,284	1.1%
Retail net profit per used vehicle retailed	\$37	(\$16)	
Average number of used vehicles retailed	545	510	7.0%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	72.6%	71.8%	
Used- to new-unit vehicle ratio (retail only)	78.5%	71.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,604,567	\$5,452,462	2.8%
Fixed-ops sales as % of total sales	12.5%	12.6%	
Fixed-ops gross as % of total gross	51.4%	51.5%	
Warranty as % of total fixed-ops sales	18.9%	19.9%	
ADVERTISING EXPENSE ⁴	\$420,913	\$432,624	-2.7%
As % of total gross	8.1%	8.5%	
Per new vehicle retailed	\$606	\$607	-0.3%

RENT & EQUIVALENT		\$624,675	\$572,799	9.1%
As % of total gross		12.0%	11.2%	
Per new vehicle retailed		\$899	\$804	11.8%
FLOORPLAN INTEREST		\$28,458	(\$29,621)	-196.1%
As % of total gross		0.5%	-0.6%	
Per new vehicle retailed		\$41	(\$42)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,672,985	\$4,552,706	2.6%
As % of total sales		10.4%	10.6%	
As % of total gross		89.6%	89.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.1	-13.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-15.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.0	-13.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.8	8.4%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.8	0.3%	17.1	

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2. Includes F&I sales unless otherwise noted.
3. Excludes F&I sales.
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Source: NADA Industry Analysis



LUXURY DEALERSHIP PROFILE

	YTD Aug 2018	YTD Aug 2017	Percent Change
TOTAL SALES	\$59,191,253	\$57,085,537	3.7%
TOTAL GROSS ¹	\$6,560,926	\$6,585,465	-0.4%
As % of total sales	11.1%	11.5%	
TOTAL EXPENSE	\$6,711,278	\$6,482,573	3.5%
As % of total sales	11.3%	11.4%	
As % of total gross	102.3%	98.4%	
TOTAL OPERATING PROFIT	(\$150,361)	\$102,936	-246.1%
As % of total sales	-0.3%	0.2%	
As % of total gross	-2.3%	1.6%	
NET PROFIT BEFORE TAX	\$1,554,793	\$1,566,576	-0.8%
As % of total sales	2.6%	2.7%	
As % of total gross	23.7%	23.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$31,018,597	\$30,155,868	2.9%
New-vehicle dept. sales as % of total sales	52.4%	52.8%	
New-vehicle dept. gross as % of total gross	19.0%	19.9%	
New-vehicle selling price (retail) ³	\$53,897	\$52,445	2.8%
Gross as % of selling price	4.5%	4.6%	
Retail gross profit per new vehicle retailed	\$2,403	\$2,430	-1.1%
Retail net profit per new vehicle retailed	(\$1,568)	(\$1,177)	
Average number of new vehicles retailed	505	531	-5.0%
F&I gross as % of new-vehicle dept. sales	2.1%	2.1%	
F&I penetration (new vehicles)	62.8%	77.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$19,945,580	\$18,738,664	6.4%
Used-vehicle dept. sales as % of total sales	33.7%	32.8%	
Used-vehicle dept. gross as % of total gross	20.4%	19.6%	
Used-vehicle selling price (retail) ³	\$30,668	\$30,559	0.4%
Gross as % of selling price	8.3%	8.6%	
Retail gross profit per used vehicle retailed	\$2,555	\$2,619	-2.5%
Retail net profit per used vehicle retailed	(\$52)	(\$8)	
Average number of used vehicles retailed	506	472	7.3%
F&I gross as % of used-vehicle sales	2.6%	2.6%	
F&I penetration (used)	50.7%	47.5%	
Used- to new-unit vehicle ratio (retail only)	100.2%	88.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$8,223,828	\$8,188,299	0.4%
Fixed-ops sales as % of total sales	13.9%	14.3%	
Fixed-ops gross as % of total gross	60.6%	60.5%	
Warranty as % of total fixed-ops sales	20.7%	21.3%	
ADVERTISING EXPENSE ⁴	\$356,958	\$400,573	-10.9%
As % of total gross	5.4%	6.1%	
Per new vehicle retailed	\$707	\$754	-6.2%

RENT & EQUIVALENT		\$835,180	\$751,895	11.1%
As % of total gross		12.7%	11.4%	
Per new vehicle retailed		\$1,655	\$1,415	16.9%
FLOORPLAN INTEREST		\$28,019	(\$43,394)	-164.6%
As % of total gross		0.4%	-0.7%	
Per new vehicle retailed		\$56	(\$82)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,994,461	\$5,908,851	1.4%
As % of total sales		10.1%	10.4%	
As % of total gross		91.4%	89.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.1	-13.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-15.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.0	-13.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.8	8.4%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.8	0.3%	17.1	

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2. Includes F&I sales unless otherwise noted.
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MASS MARKET DEALERSHIP PROFILE

	YTD Aug 2018	YTD Aug 2017	Percent Change
TOTAL SALES	\$38,704,615	\$37,428,050	3.4%
TOTAL GROSS ¹	\$4,461,177	\$4,351,416	2.5%
As % of total sales	11.5%	11.6%	
TOTAL EXPENSE	\$4,350,244	\$4,182,483	4.0%
As % of total sales	11.2%	11.2%	
As % of total gross	97.5%	96.1%	
TOTAL OPERATING PROFIT	\$113,133	\$169,306	-33.2%
As % of total sales	0.3%	0.5%	
As % of total gross	2.5%	3.9%	
NET PROFIT BEFORE TAX	\$884,046	\$911,338	-3.0%
As % of total sales	2.3%	2.4%	
As % of total gross	19.8%	20.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$22,011,225	\$21,572,456	2.0%
New-vehicle dept. sales as % of total sales	56.9%	57.6%	
New-vehicle dept. gross as % of total gross	26.5%	27.6%	
New-vehicle selling price (retail) ³	\$32,974	\$32,073	2.8%
Gross as % of selling price	5.7%	5.9%	
Retail gross profit per new vehicle retailed	\$1,896	\$1,908	-0.6%
Retail net profit per new vehicle retailed	(\$430)	(\$300)	
Average number of new vehicles retailed	619	629	-1.5%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	90.8%	92.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,166,952	\$11,416,669	6.6%
Used-vehicle dept. sales as % of total sales	31.4%	30.5%	
Used-vehicle dept. gross as % of total gross	26.8%	26.2%	
Used-vehicle selling price (retail) ³	\$18,988	\$18,445	2.9%
Gross as % of selling price	12.4%	12.7%	
Retail gross profit per used vehicle retailed	\$2,351	\$2,343	0.4%
Retail net profit per used vehicle retailed	\$127	\$124	
Average number of used vehicles retailed	503	484	4.0%
F&I gross as % of used-vehicle sales	4.1%	4.0%	
F&I penetration (used)	75.2%	75.9%	
Used- to new-unit vehicle ratio (retail only)	81.2%	76.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,520,252	\$4,330,039	4.4%
Fixed-ops sales as % of total sales	11.7%	11.6%	
Fixed-ops gross as % of total gross	46.7%	46.1%	
Warranty as % of total fixed-ops sales	17.2%	18.1%	
ADVERTISING EXPENSE ⁴	\$380,445	\$385,552	-1.3%
As % of total gross	8.5%	8.9%	
Per new vehicle retailed	\$614	\$613	0.2%

RENT & EQUIVALENT		\$486,141	\$458,556	6.0%
As % of total gross		10.9%	10.5%	
Per new vehicle retailed		\$785	\$729	7.6%
FLOORPLAN INTEREST		\$38,892	(\$5,732)	-778.5%
As % of total gross		0.9%	-0.1%	
Per new vehicle retailed		\$63	(\$9)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,882,912	\$3,783,180	2.6%
As % of total sales		10.0%	10.1%	
As % of total gross		87.0%	86.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.1	-13.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-15.5%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.0	-13.7%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.8	8.4%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.8	0.3%	17.1	

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