



AVERAGE DEALERSHIP PROFILE

	YTD Oct 2018	YTD Oct 2017	Percent Change
TOTAL SALES	\$50,109,371	\$49,892,474	0.4%
TOTAL GROSS ¹	\$5,718,472	\$5,757,576	-0.7%
As % of total sales	11.4%	11.5%	
TOTAL EXPENSE	\$5,656,335	\$5,589,008	1.2%
As % of total sales	11.3%	11.2%	
As % of total gross	98.9%	97.1%	
TOTAL OPERATING PROFIT	\$62,138	\$168,576	-63.1%
As % of total sales	0.1%	0.3%	
As % of total gross	1.1%	2.9%	
NET PROFIT BEFORE TAX	\$1,161,382	\$1,232,698	-5.8%
As % of total sales	2.3%	2.5%	
As % of total gross	20.3%	21.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,276,491	\$28,603,244	-1.1%
New-vehicle dept. sales as % of total sales	56.4%	57.3%	
New-vehicle dept. gross as % of total gross	25.2%	26.6%	
New-vehicle selling price (retail) ³	\$35,377	\$34,490	2.6%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$1,943	\$1,974	-1.6%
Retail net profit per new vehicle retailed	(\$557)	(\$400)	
Average number of new vehicles retailed	736	770	-4.4%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	89.7%	89.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,872,961	\$15,233,765	4.2%
Used-vehicle dept. sales as % of total sales	31.7%	30.5%	
Used-vehicle dept. gross as % of total gross	25.4%	24.7%	
Used-vehicle selling price (retail) ³	\$20,528	\$19,990	2.7%
Gross as % of selling price	11.5%	11.8%	
Retail gross profit per used vehicle retailed	\$2,369	\$2,362	0.3%
Retail net profit per used vehicle retailed	\$62	\$72	
Average number of used vehicles retailed	605	595	1.6%
F&I gross as % of used-vehicle sales	3.7%	3.8%	
F&I penetration (used)	72.3%	72.6%	
Used- to new-unit vehicle ratio (retail only)	82.1%	77.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,049,797	\$6,047,969	0.0%
Fixed-ops sales as % of total sales	12.1%	12.1%	
Fixed-ops gross as % of total gross	49.4%	48.7%	
Warranty as % of total fixed-ops sales	17.9%	18.7%	
ADVERTISING EXPENSE ⁴	\$462,915	\$482,838	-4.1%
As % of total gross	8.1%	8.4%	
Per new vehicle retailed	\$629	\$627	0.3%

RENT & EQUIVALENT		\$643,681	\$628,011	2.5%
As % of total gross		11.3%	10.9%	
Per new vehicle retailed		\$874	\$816	7.2%
FLOORPLAN INTEREST		\$44,449	(\$13,985)	-417.8%
As % of total gross		0.8%	-0.2%	
Per new vehicle retailed		\$60	(\$18)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,053,212	\$5,055,242	0.0%
As % of total sales		10.1%	10.1%	
As % of total gross		88.4%	87.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.7	-12.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-16.2%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-13.2%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	10.7	7.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.6	0.3%	17.1	
				YTD
				Oct 18
				YTD
				Oct 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 Oct 2018	YTD Oct 2017	Percent Change
TOTAL SALES	\$45,788,530	\$44,777,156	2.3%
TOTAL GROSS ¹	\$5,090,563	\$5,021,887	1.4%
As % of total sales	11.1%	11.2%	
TOTAL EXPENSE	\$4,863,685	\$4,727,242	2.9%
As % of total sales	10.6%	10.6%	
As % of total gross	95.5%	94.1%	
TOTAL OPERATING PROFIT	\$226,878	\$294,644	-23.0%
As % of total sales	0.5%	0.7%	
As % of total gross	4.5%	5.9%	
NET PROFIT BEFORE TAX	\$981,460	\$998,549	-1.7%
As % of total sales	2.1%	2.2%	
As % of total gross	19.3%	19.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$26,262,240	\$25,888,110	1.4%
New-vehicle dept. sales as % of total sales	57.4%	57.8%	
New-vehicle dept. gross as % of total gross	27.6%	28.5%	
New-vehicle selling price (retail) ³	\$38,973	\$37,673	3.5%
Gross as % of selling price	5.8%	6.0%	
Retail gross profit per new vehicle retailed	\$2,243	\$2,247	-0.2%
Retail net profit per new vehicle retailed	(\$271)	(\$156)	
Average number of new vehicles retailed	609	623	-2.2%
F&I gross as % of new-vehicle dept. sales	2.6%	2.7%	
F&I penetration (new vehicles)	95.1%	94.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,452,585	\$13,840,654	4.4%
Used-vehicle dept. sales as % of total sales	31.6%	30.9%	
Used-vehicle dept. gross as % of total gross	26.6%	27.1%	
Used-vehicle selling price (retail) ³	\$20,433	\$19,719	3.6%
Gross as % of selling price	12.1%	12.7%	
Retail gross profit per used vehicle retailed	\$2,468	\$2,503	-1.4%
Retail net profit per used vehicle retailed	\$165	\$252	
Average number of used vehicles retailed	551	548	0.6%
F&I gross as % of used-vehicle sales	3.6%	3.7%	
F&I penetration (used)	72.4%	73.5%	
Used- to new-unit vehicle ratio (retail only)	90.6%	88.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,270,501	\$5,032,350	4.7%
Fixed-ops sales as % of total sales	11.5%	11.2%	
Fixed-ops gross as % of total gross	45.8%	44.3%	
Warranty as % of total fixed-ops sales	16.4%	16.9%	
ADVERTISING EXPENSE ⁴	\$406,937	\$411,462	-1.1%
As % of total gross	8.0%	8.2%	
Per new vehicle retailed	\$668	\$661	1.2%

RENT & EQUIVALENT		\$509,799	\$497,258	2.5%
As % of total gross		10.0%	9.9%	
Per new vehicle retailed		\$837	\$798	4.9%
FLOORPLAN INTEREST		\$66,155	\$21,216	211.8%
As % of total gross		1.3%	0.4%	
Per new vehicle retailed		\$109	\$34	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,337,103	\$4,255,537	1.9%
As % of total sales		9.5%	9.5%	
As % of total gross		85.2%	84.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.7	-12.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-16.2%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-13.2%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	10.7	7.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.6	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



IMPORT DEALERSHIP PROFILE

	YTD Oct 2018	YTD Oct 2017	Percent Change
TOTAL SALES	\$53,433,318	\$53,934,925	-0.9%
TOTAL GROSS ¹	\$6,201,511	\$6,338,965	-2.2%
As % of total sales	11.6%	11.8%	
TOTAL EXPENSE	\$6,266,106	\$6,270,030	-0.1%
As % of total sales	11.7%	11.6%	
As % of total gross	101.0%	98.9%	
TOTAL OPERATING PROFIT	(\$64,593)	\$68,949	-193.7%
As % of total sales	-0.1%	0.1%	
As % of total gross	-1.0%	1.1%	
NET PROFIT BEFORE TAX	\$1,299,793	\$1,417,737	-8.3%
As % of total sales	2.4%	2.6%	
As % of total gross	21.0%	22.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$29,826,019	\$30,748,916	-3.0%
New-vehicle dept. sales as % of total sales	55.8%	57.0%	
New-vehicle dept. gross as % of total gross	23.7%	25.4%	
New-vehicle selling price (retail) ³	\$33,357	\$32,722	1.9%
Gross as % of selling price	5.3%	5.6%	
Retail gross profit per new vehicle retailed	\$1,775	\$1,822	-2.6%
Retail net profit per new vehicle retailed	(\$717)	(\$536)	
Average number of new vehicles retailed	834	886	-5.9%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	86.7%	87.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,965,632	\$16,334,689	3.9%
Used-vehicle dept. sales as % of total sales	31.8%	30.3%	
Used-vehicle dept. gross as % of total gross	24.6%	23.2%	
Used-vehicle selling price (retail) ³	\$20,590	\$20,176	2.1%
Gross as % of selling price	11.2%	11.2%	
Retail gross profit per used vehicle retailed	\$2,304	\$2,266	1.7%
Retail net profit per used vehicle retailed	(\$5)	(\$51)	
Average number of used vehicles retailed	645	632	2.2%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	72.2%	71.9%	
Used- to new-unit vehicle ratio (retail only)	77.4%	71.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,649,296	\$6,850,576	-2.9%
Fixed-ops sales as % of total sales	12.4%	12.7%	
Fixed-ops gross as % of total gross	51.7%	51.5%	
Warranty as % of total fixed-ops sales	18.8%	19.8%	
ADVERTISING EXPENSE ⁴	\$505,978	\$539,244	-6.2%
As % of total gross	8.2%	8.5%	
Per new vehicle retailed	\$607	\$609	-0.3%

RENT & EQUIVALENT		\$746,674	\$731,340	2.1%
As % of total gross		12.0%	11.5%	
Per new vehicle retailed		\$895	\$825	8.5%
FLOORPLAN INTEREST		\$27,751	(\$41,802)	-166.4%
As % of total gross		0.4%	-0.7%	
Per new vehicle retailed		\$33	(\$47)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,604,102	\$5,687,221	-1.5%
As % of total sales		10.5%	10.5%	
As % of total gross		90.4%	89.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.7	-12.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-16.2%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-13.2%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	10.7	7.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.6	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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LUXURY DEALERSHIP PROFILE

	YTD Oct 2018	YTD Oct 2017	Percent Change
TOTAL SALES	\$72,127,979	\$73,659,326	-2.1%
TOTAL GROSS ¹	\$7,969,349	\$8,439,274	-5.6%
As % of total sales	11.0%	11.5%	
TOTAL EXPENSE	\$8,269,880	\$8,374,386	-1.2%
As % of total sales	11.5%	11.4%	
As % of total gross	103.8%	99.2%	
TOTAL OPERATING PROFIT	(\$300,524)	\$64,947	-562.7%
As % of total sales	-0.4%	0.1%	
As % of total gross	-3.8%	0.8%	
NET PROFIT BEFORE TAX	\$1,832,980	\$2,072,548	-11.6%
As % of total sales	2.5%	2.8%	
As % of total gross	23.0%	24.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$38,174,068	\$39,397,208	-3.1%
New-vehicle dept. sales as % of total sales	52.9%	53.5%	
New-vehicle dept. gross as % of total gross	18.5%	20.9%	
New-vehicle selling price (retail) ³	\$53,487	\$53,013	0.9%
Gross as % of selling price	4.3%	4.7%	
Retail gross profit per new vehicle retailed	\$2,293	\$2,486	-7.8%
Retail net profit per new vehicle retailed	(\$1,658)	(\$1,102)	
Average number of new vehicles retailed	628	685	-8.3%
F&I gross as % of new-vehicle dept. sales	2.1%	2.1%	
F&I penetration (new vehicles)	66.1%	70.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$23,852,583	\$23,797,497	0.2%
Used-vehicle dept. sales as % of total sales	33.1%	32.3%	
Used-vehicle dept. gross as % of total gross	20.0%	19.0%	
Used-vehicle selling price (retail) ³	\$30,492	\$30,407	0.3%
Gross as % of selling price	8.3%	8.4%	
Retail gross profit per used vehicle retailed	\$2,535	\$2,561	-1.0%
Retail net profit per used vehicle retailed	(\$145)	(\$117)	
Average number of used vehicles retailed	608	600	1.2%
F&I gross as % of used-vehicle sales	2.6%	2.6%	
F&I penetration (used)	50.3%	50.7%	
Used- to new-unit vehicle ratio (retail only)	96.7%	87.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$10,095,753	\$10,461,535	-3.5%
Fixed-ops sales as % of total sales	14.0%	14.2%	
Fixed-ops gross as % of total gross	61.5%	60.0%	
Warranty as % of total fixed-ops sales	20.6%	20.7%	
ADVERTISING EXPENSE ⁴	\$455,105	\$479,218	-5.0%
As % of total gross	5.7%	5.7%	
Per new vehicle retailed	\$724	\$699	3.6%

RENT & EQUIVALENT		\$1,027,877	\$1,024,937	0.3%
As % of total gross		12.9%	12.1%	
Per new vehicle retailed		\$1,636	\$1,495	9.4%
FLOORPLAN INTEREST		\$28,204	(\$84,416)	-133.4%
As % of total gross		0.4%	-1.0%	
Per new vehicle retailed		\$45	(\$123)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$7,400,787	\$7,609,752	-2.7%
As % of total sales		10.3%	10.3%	
As % of total gross		92.9%	90.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.7	-12.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-16.2%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-13.2%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	10.7	7.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.6	0.3%	17.1	

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Oct 2018	YTD Oct 2017	Percent Change
TOTAL SALES	\$46,976,025	\$46,528,576	1.0%
TOTAL GROSS ¹	\$5,398,260	\$5,377,845	0.4%
As % of total sales	11.5%	11.6%	
TOTAL EXPENSE	\$5,283,371	\$5,193,869	1.7%
As % of total sales	11.2%	11.2%	
As % of total gross	97.9%	96.6%	
TOTAL OPERATING PROFIT	\$114,889	\$183,976	-37.6%
As % of total sales	0.2%	0.4%	
As % of total gross	2.1%	3.4%	
NET PROFIT BEFORE TAX	\$1,065,702	\$1,113,858	-4.3%
As % of total sales	2.3%	2.4%	
As % of total gross	19.7%	20.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$26,875,168	\$27,082,322	-0.8%
New-vehicle dept. sales as % of total sales	57.2%	58.2%	
New-vehicle dept. gross as % of total gross	26.7%	27.8%	
New-vehicle selling price (retail) ³	\$33,219	\$32,182	3.2%
Gross as % of selling price	5.7%	5.9%	
Retail gross profit per new vehicle retailed	\$1,901	\$1,909	-0.4%
Retail net profit per new vehicle retailed	(\$424)	(\$312)	
Average number of new vehicles retailed	752	782	-3.9%
F&I gross as % of new-vehicle dept. sales	3.0%	3.1%	
F&I penetration (new vehicles)	92.6%	92.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,732,332	\$14,016,461	5.1%
Used-vehicle dept. sales as % of total sales	31.4%	30.1%	
Used-vehicle dept. gross as % of total gross	26.5%	25.9%	
Used-vehicle selling price (retail) ³	\$19,094	\$18,490	3.3%
Gross as % of selling price	12.3%	12.6%	
Retail gross profit per used vehicle retailed	\$2,345	\$2,333	0.5%
Retail net profit per used vehicle retailed	\$92	\$99	
Average number of used vehicles retailed	604	594	1.7%
F&I gross as % of used-vehicle sales	4.0%	4.0%	
F&I penetration (used)	75.5%	75.7%	
Used- to new-unit vehicle ratio (retail only)	80.3%	75.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,472,071	\$5,421,680	0.9%
Fixed-ops sales as % of total sales	11.6%	11.7%	
Fixed-ops gross as % of total gross	46.8%	46.2%	
Warranty as % of total fixed-ops sales	17.2%	18.2%	
ADVERTISING EXPENSE ⁴	\$464,291	\$483,651	-4.0%
As % of total gross	8.6%	9.0%	
Per new vehicle retailed	\$617	\$618	-0.1%

RENT & EQUIVALENT		\$589,032	\$572,197	2.9%
As % of total gross		10.9%	10.6%	
Per new vehicle retailed		\$783	\$731	7.1%
FLOORPLAN INTEREST		\$46,046	(\$4,870)	-1045.5%
As % of total gross		0.9%	-0.1%	
Per new vehicle retailed		\$61	(\$6)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,718,488	\$4,692,960	0.5%
As % of total sales		10.0%	10.1%	
As % of total gross		87.4%	87.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2018	Change	2017	
Domestic Cars	3.7	-12.2%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-16.2%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-13.2%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	10.7	7.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.6	0.3%	17.1	

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