



AVERAGE DEALERSHIP PROFILE

	YTD Nov 2018	YTD Nov 2017	Percent Change
TOTAL SALES	\$56,924,384	\$54,346,172	4.7%
TOTAL GROSS ¹	\$6,454,776	\$6,259,433	3.1%
As % of total sales	11.3%	11.5%	
TOTAL EXPENSE	\$6,412,005	\$6,096,695	5.2%
As % of total sales	11.3%	11.2%	
As % of total gross	99.3%	97.4%	
TOTAL OPERATING PROFIT	\$42,780	\$162,748	-73.7%
As % of total sales	0.1%	0.3%	
As % of total gross	0.7%	2.6%	
NET PROFIT BEFORE TAX	\$1,297,659	\$1,326,339	-2.2%
As % of total sales	2.3%	2.4%	
As % of total gross	20.1%	21.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$32,184,734	\$31,111,500	3.4%
New-vehicle dept. sales as % of total sales	56.5%	57.2%	
New-vehicle dept. gross as % of total gross	25.2%	26.5%	
New-vehicle selling price (retail) ³	\$35,478	\$34,550	2.7%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$1,941	\$1,974	-1.7%
Retail net profit per new vehicle retailed	(\$564)	(\$406)	
Average number of new vehicles retailed	831	836	-0.7%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	88.9%	94.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$17,818,036	\$16,609,013	7.3%
Used-vehicle dept. sales as % of total sales	31.3%	30.6%	
Used-vehicle dept. gross as % of total gross	25.1%	24.6%	
Used-vehicle selling price (retail) ³	\$20,507	\$19,995	2.6%
Gross as % of selling price	11.5%	11.8%	
Retail gross profit per used vehicle retailed	\$2,359	\$2,359	0.0%
Retail net profit per used vehicle retailed	\$36	\$53	
Average number of used vehicles retailed	680	647	5.1%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	72.0%	73.2%	
Used- to new-unit vehicle ratio (retail only)	81.8%	77.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,917,682	\$6,608,574	4.7%
Fixed-ops sales as % of total sales	12.2%	12.2%	
Fixed-ops gross as % of total gross	49.7%	48.9%	
Warranty as % of total fixed-ops sales	17.8%	18.8%	
ADVERTISING EXPENSE ⁴	\$520,739	\$529,087	-1.6%
As % of total gross	8.1%	8.5%	
Per new vehicle retailed	\$627	\$633	-0.9%

RENT & EQUIVALENT		\$734,775	\$686,597	7.0%
As % of total gross		11.4%	11.0%	
Per new vehicle retailed		\$885	\$821	7.7%
FLOORPLAN INTEREST		\$53,687	(\$16,248)	-430.4%
As % of total gross		0.8%	-0.3%	
Per new vehicle retailed		\$65	(\$19)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,720,337	\$5,514,730	3.7%
As % of total sales		10.0%	10.1%	
As % of total gross		88.6%	88.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2018	Change	2017	
Domestic Cars	4.1	-11.6%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	5.3	-12.8%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.9	7.7%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.2	0.5%	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 Nov 2018	YTD Nov 2017	Percent Change
TOTAL SALES	\$50,627,473	\$48,463,353	4.5%
TOTAL GROSS ¹	\$5,606,512	\$5,447,241	2.9%
As % of total sales	11.1%	11.2%	
TOTAL EXPENSE	\$5,380,766	\$5,134,142	4.8%
As % of total sales	10.6%	10.6%	
As % of total gross	96.0%	94.3%	
TOTAL OPERATING PROFIT	\$225,745	\$313,099	-27.9%
As % of total sales	0.4%	0.6%	
As % of total gross	4.0%	5.7%	
NET PROFIT BEFORE TAX	\$1,071,647	\$1,074,289	-0.2%
As % of total sales	2.1%	2.2%	
As % of total gross	19.1%	19.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,829,171	\$27,886,210	3.4%
New-vehicle dept. sales as % of total sales	56.9%	57.5%	
New-vehicle dept. gross as % of total gross	27.4%	28.5%	
New-vehicle selling price (retail) ³	\$39,084	\$37,777	3.5%
Gross as % of selling price	5.7%	6.0%	
Retail gross profit per new vehicle retailed	\$2,242	\$2,265	-1.0%
Retail net profit per new vehicle retailed	(\$287)	(\$152)	
Average number of new vehicles retailed	666	669	-0.5%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	93.7%	94.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,892,039	\$15,069,416	5.5%
Used-vehicle dept. sales as % of total sales	31.4%	31.1%	
Used-vehicle dept. gross as % of total gross	26.5%	27.0%	
Used-vehicle selling price (retail) ³	\$20,458	\$19,758	3.5%
Gross as % of selling price	12.0%	12.6%	
Retail gross profit per used vehicle retailed	\$2,463	\$2,498	-1.4%
Retail net profit per used vehicle retailed	\$144	\$231	
Average number of used vehicles retailed	606	594	2.0%
F&I gross as % of used-vehicle sales	3.7%	3.7%	
F&I penetration (used)	72.5%	74.0%	
Used- to new-unit vehicle ratio (retail only)	91.1%	88.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,887,330	\$5,487,492	7.3%
Fixed-ops sales as % of total sales	11.6%	11.3%	
Fixed-ops gross as % of total gross	46.1%	44.5%	
Warranty as % of total fixed-ops sales	16.3%	16.8%	
ADVERTISING EXPENSE ⁴	\$446,649	\$448,223	-0.4%
As % of total gross	8.0%	8.2%	
Per new vehicle retailed	\$671	\$670	0.1%

RENT & EQUIVALENT		\$563,142	\$541,193	4.1%
As % of total gross		10.0%	9.9%	
Per new vehicle retailed		\$846	\$809	4.5%
FLOORPLAN INTEREST		\$75,439	\$22,160	240.4%
As % of total gross		1.3%	0.4%	
Per new vehicle retailed		\$113	\$33	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,798,171	\$4,622,134	3.8%
As % of total sales		9.5%	9.5%	
As % of total gross		85.6%	84.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2018	Change	2017	
Domestic Cars	4.1	-11.6%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	5.3	-12.8%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.9	7.7%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.2	0.5%	17.1	
				YTD
				Nov 18
				YTD
				Nov 17

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IMPORT DEALERSHIP PROFILE

	YTD Nov 2018	YTD Nov 2017	Percent Change
TOTAL SALES	\$61,768,487	\$58,995,150	4.7%
TOTAL GROSS ¹	\$7,107,330	\$6,901,278	3.0%
As % of total sales	11.5%	11.7%	
TOTAL EXPENSE	\$7,205,319	\$6,857,365	5.1%
As % of total sales	11.7%	11.6%	
As % of total gross	101.4%	99.4%	
TOTAL OPERATING PROFIT	(\$97,973)	\$43,930	-323.0%
As % of total sales	-0.2%	0.1%	
As % of total gross	-1.4%	0.6%	
NET PROFIT BEFORE TAX	\$1,471,527	\$1,525,526	-3.5%
As % of total sales	2.4%	2.6%	
As % of total gross	20.7%	22.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$34,766,110	\$33,660,330	3.3%
New-vehicle dept. sales as % of total sales	56.3%	57.1%	
New-vehicle dept. gross as % of total gross	23.9%	25.3%	
New-vehicle selling price (retail) ³	\$33,550	\$32,789	2.3%
Gross as % of selling price	5.3%	5.5%	
Retail gross profit per new vehicle retailed	\$1,780	\$1,815	-1.9%
Retail net profit per new vehicle retailed	(\$713)	(\$545)	
Average number of new vehicles retailed	957	968	-1.1%
F&I gross as % of new-vehicle dept. sales	3.0%	3.1%	
F&I penetration (new vehicles)	86.3%	94.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$19,299,671	\$17,825,701	8.3%
Used-vehicle dept. sales as % of total sales	31.2%	30.2%	
Used-vehicle dept. gross as % of total gross	24.3%	23.1%	
Used-vehicle selling price (retail) ³	\$20,538	\$20,156	1.9%
Gross as % of selling price	11.2%	11.2%	
Retail gross profit per used vehicle retailed	\$2,294	\$2,264	1.3%
Retail net profit per used vehicle retailed	(\$32)	(\$69)	
Average number of used vehicles retailed	736	689	6.9%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	71.7%	72.7%	
Used- to new-unit vehicle ratio (retail only)	76.9%	71.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,710,313	\$7,494,524	2.9%
Fixed-ops sales as % of total sales	12.5%	12.7%	
Fixed-ops gross as % of total gross	51.8%	51.6%	
Warranty as % of total fixed-ops sales	18.7%	19.9%	
ADVERTISING EXPENSE ⁴	\$577,735	\$592,991	-2.6%
As % of total gross	8.1%	8.6%	
Per new vehicle retailed	\$603	\$613	-1.5%

RENT & EQUIVALENT		\$866,808	\$801,504	8.1%
As % of total gross		12.2%	11.6%	
Per new vehicle retailed		\$905	\$828	9.4%
FLOORPLAN INTEREST		\$36,953	(\$46,602)	-179.3%
As % of total gross		0.5%	-0.7%	
Per new vehicle retailed		\$39	(\$48)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,429,744	\$6,220,116	3.4%
As % of total sales		10.4%	10.5%	
As % of total gross		90.5%	90.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2018	Change	2017	
Domestic Cars	4.1	-11.6%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	5.3	-12.8%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.9	7.7%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.2	0.5%	17.1	

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LUXURY DEALERSHIP PROFILE

	YTD Nov 2018	YTD Nov 2017	Percent Change
TOTAL SALES	\$82,939,824	\$79,526,057	4.3%
TOTAL GROSS ¹	\$8,983,588	\$9,042,974	-0.7%
As % of total sales	10.8%	11.4%	
TOTAL EXPENSE	\$9,347,211	\$8,990,499	4.0%
As % of total sales	11.3%	11.3%	
As % of total gross	104.0%	99.4%	
TOTAL OPERATING PROFIT	(\$363,551)	\$52,555	-791.8%
As % of total sales	-0.4%	0.1%	
As % of total gross	-4.0%	0.6%	
NET PROFIT BEFORE TAX	\$2,111,056	\$2,244,944	-6.0%
As % of total sales	2.5%	2.8%	
As % of total gross	23.5%	24.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$45,129,051	\$42,650,226	5.8%
New-vehicle dept. sales as % of total sales	54.4%	53.6%	
New-vehicle dept. gross as % of total gross	18.7%	21.0%	
New-vehicle selling price (retail) ³	\$53,474	\$53,126	0.7%
Gross as % of selling price	4.3%	4.7%	
Retail gross profit per new vehicle retailed	\$2,276	\$2,523	-9.8%
Retail net profit per new vehicle retailed	(\$1,612)	(\$1,107)	
Average number of new vehicles retailed	726	739	-1.8%
F&I gross as % of new-vehicle dept. sales	2.1%	2.1%	
F&I penetration (new vehicles)	66.1%	108.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$26,436,698	\$25,579,822	3.3%
Used-vehicle dept. sales as % of total sales	31.9%	32.2%	
Used-vehicle dept. gross as % of total gross	19.8%	18.9%	
Used-vehicle selling price (retail) ³	\$30,408	\$30,485	-0.3%
Gross as % of selling price	8.4%	8.5%	
Retail gross profit per used vehicle retailed	\$2,541	\$2,577	-1.4%
Retail net profit per used vehicle retailed	(\$164)	(\$132)	
Average number of used vehicles retailed	676	642	5.2%
F&I gross as % of used-vehicle sales	2.7%	2.6%	
F&I penetration (used)	50.3%	51.8%	
Used- to new-unit vehicle ratio (retail only)	93.1%	87.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$11,367,798	\$11,232,473	1.2%
Fixed-ops sales as % of total sales	13.7%	14.1%	
Fixed-ops gross as % of total gross	61.4%	60.1%	
Warranty as % of total fixed-ops sales	20.5%	20.9%	
ADVERTISING EXPENSE ⁴	\$512,234	\$519,263	-1.4%
As % of total gross	5.7%	5.7%	
Per new vehicle retailed	\$706	\$703	0.4%

RENT & EQUIVALENT		\$1,164,087	\$1,089,659	6.8%
As % of total gross		13.0%	12.0%	
Per new vehicle retailed		\$1,604	\$1,475	8.7%
FLOORPLAN INTEREST		\$31,568	(\$85,125)	-137.1%
As % of total gross		0.4%	-0.9%	
Per new vehicle retailed		\$43	(\$115)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$8,363,379	\$8,176,716	2.3%
As % of total sales		10.1%	10.3%	
As % of total gross		93.1%	90.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2018	Change	2017	
Domestic Cars	4.1	-11.6%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	5.3	-12.8%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.9	7.7%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.2	0.5%	17.1	
				YTD
				Nov 18
				YTD
				Nov 17

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MASS MARKET DEALERSHIP PROFILE

	YTD Nov 2018	YTD Nov 2017	Percent Change
TOTAL SALES	\$53,253,443	\$50,781,488	4.9%
TOTAL GROSS ¹	\$6,099,273	\$5,865,129	4.0%
As % of total sales	11.5%	11.5%	
TOTAL EXPENSE	\$5,997,121	\$5,685,818	5.5%
As % of total sales	11.3%	11.2%	
As % of total gross	98.3%	96.9%	
TOTAL OPERATING PROFIT	\$102,152	\$179,311	-43.0%
As % of total sales	0.2%	0.4%	
As % of total gross	1.7%	3.1%	
NET PROFIT BEFORE TAX	\$1,182,338	\$1,196,434	-1.2%
As % of total sales	2.2%	2.4%	
As % of total gross	19.4%	20.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,364,704	\$29,485,308	3.0%
New-vehicle dept. sales as % of total sales	57.0%	58.1%	
New-vehicle dept. gross as % of total gross	26.6%	27.7%	
New-vehicle selling price (retail) ³	\$33,277	\$32,256	3.2%
Gross as % of selling price	5.7%	5.9%	
Retail gross profit per new vehicle retailed	\$1,900	\$1,905	-0.3%
Retail net profit per new vehicle retailed	(\$435)	(\$319)	
Average number of new vehicles retailed	846	850	-0.5%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	91.7%	93.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,598,722	\$15,334,053	8.2%
Used-vehicle dept. sales as % of total sales	31.2%	30.2%	
Used-vehicle dept. gross as % of total gross	26.2%	25.8%	
Used-vehicle selling price (retail) ³	\$19,100	\$18,513	3.2%
Gross as % of selling price	12.2%	12.6%	
Retail gross profit per used vehicle retailed	\$2,333	\$2,328	0.2%
Retail net profit per used vehicle retailed	\$64	\$79	
Average number of used vehicles retailed	681	648	5.1%
F&I gross as % of used-vehicle sales	4.0%	4.0%	
F&I penetration (used)	75.1%	76.2%	
Used- to new-unit vehicle ratio (retail only)	80.4%	76.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,286,441	\$5,951,926	5.6%
Fixed-ops sales as % of total sales	11.8%	11.7%	
Fixed-ops gross as % of total gross	47.2%	46.4%	
Warranty as % of total fixed-ops sales	17.1%	18.2%	
ADVERTISING EXPENSE ⁴	\$522,556	\$530,765	-1.5%
As % of total gross	8.6%	9.0%	
Per new vehicle retailed	\$617	\$624	-1.1%

RENT & EQUIVALENT		\$674,299	\$629,810	7.1%
As % of total gross		11.1%	10.7%	
Per new vehicle retailed		\$797	\$741	7.6%
FLOORPLAN INTEREST		\$56,102	(\$7,441)	-854.0%
As % of total gross		0.9%	-0.1%	
Per new vehicle retailed		\$66	(\$9)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,346,832	\$5,136,992	4.1%
As % of total sales		10.0%	10.1%	
As % of total gross		87.7%	87.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2018	Change	2017	
Domestic Cars	4.1	-11.6%	4.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-16.6%	1.4	Current ratio (Current assets to current liabilities)
Total Cars	5.3	-12.8%	6.1	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.9	7.7%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.2	0.5%	17.1	

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