



AVERAGE DEALERSHIP PROFILE

	YTD Jan 2019	YTD Jan 2018	Percent Change
TOTAL SALES	\$4,516,332	\$4,489,154	0.6%
TOTAL GROSS ¹	\$540,825	\$539,344	0.3%
As % of total sales	12.0%	12.0%	
TOTAL EXPENSE	\$577,271	\$566,135	2.0%
As % of total sales	12.8%	12.6%	
As % of total gross	106.7%	105.0%	
TOTAL OPERATING PROFIT	(\$36,446)	(\$26,790)	36.0%
As % of total sales	-0.8%	-0.6%	
As % of total gross	-6.7%	-5.0%	
NET PROFIT BEFORE TAX	\$70,787	\$76,891	-7.9%
As % of total sales	1.6%	1.7%	
As % of total gross	13.1%	14.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,347,244	\$2,387,832	-1.7%
New-vehicle dept. sales as % of total sales	51.97%	53.2%	
New-vehicle dept. gross as % of total gross	21.15%	22.5%	
New-vehicle selling price (retail) ³	\$36,410	\$35,244	3.3%
Gross as % of selling price	5.3%	5.5%	
Retail gross profit per new vehicle retailed	\$1,943	\$1,924	0.9%
Retail net profit per new vehicle retailed	(\$1,252)	(\$962)	
Average number of new vehicles retailed	58	63	-7.1%
F&I gross as % of new-vehicle dept. sales	2.8%	2.8%	
F&I penetration (new vehicles)	89.6%	88.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,523,750	\$1,478,644	3.1%
Used-vehicle dept. sales as % of total sales	33.7%	32.9%	
Used-vehicle dept. gross as % of total gross	23.6%	24.0%	
Used-vehicle selling price (retail) ³	\$20,797	\$19,946	4.3%
Gross as % of selling price	10.9%	11.3%	
Retail gross profit per used vehicle retailed	\$2,268	\$2,251	0.8%
Retail net profit per used vehicle retailed	(\$186)	(\$131)	
Average number of used vehicles retailed	56	57	-1.4%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	72.9%	72.5%	
Used- to new-unit vehicle ratio (retail only)	96.5%	90.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$644,220	\$627,606	2.6%
Fixed-ops sales as % of total sales	14.3%	14.0%	
Fixed-ops gross as % of total gross	55.2%	53.4%	
Warranty as % of total fixed-ops sales	19.0%	18.5%	
ADVERTISING EXPENSE ⁴	\$42,028	\$43,807	-4.1%
As % of total gross	7.8%	8.1%	
Per new vehicle retailed	\$719	\$697	3.3%

RENT & EQUIVALENT		\$66,697	\$65,899	1.2%
As % of total gross		12.3%	12.2%	
Per new vehicle retailed		\$1,142	\$1,048	8.9%
FLOORPLAN INTEREST		\$14,693	\$4,759	208.7%
As % of total gross		2.7%	0.9%	
Per new vehicle retailed		\$251	\$76	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSES		\$504,954	\$503,912	0.2%
As % of total sales		11.2%	11.2%	
As % of total gross		93.4%	93.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Feb	%	Full Year	YTD
	2019	Change	2018	Jan 19
				Jan 18
Domestic Cars	0.6	-5.8%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-12.0%	1.2	1.30
Total Cars	0.7	-7.2%	5.3	1.23
Light-Duty Trucks	1.7	0.5%	11.9	1.24
Total light-duty	2.4	-2.0%	17.2	Service & Parts absorptio (S&P gross profit as % of total fixed overhead expense)
				57.8%
				57.2%
				Return on equity
				1.2%
				1.4%
				(Annualized net pretax profit as % of net worth + lifo)

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.



DOMESTIC DEALERSHIP PROFILE

	YTD Jan 2019	YTD Jan 2018	Percent Change
TOTAL SALES	\$4,066,148	\$4,106,906	-1.0%
TOTAL GROSS ¹	\$473,902	\$473,103	0.2%
As % of total sales	11.7%	11.5%	
TOTAL EXPENSE	\$496,238	\$478,691	3.7%
As % of total sales	12.2%	11.7%	
As % of total gross	104.7%	101.2%	
TOTAL OPERATING PROFIT	(\$22,337)	(\$5,588)	299.7%
As % of total sales	-0.5%	-0.1%	
As % of total gross	-4.7%	-1.2%	
NET PROFIT BEFORE TAX	\$54,058	\$64,657	-16.4%
As % of total sales	1.3%	1.6%	
As % of total gross	11.4%	13.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,105,519	\$2,221,234	-5.2%
New-vehicle dept. sales as % of total sales	51.78%	54.1%	
New-vehicle dept. gross as % of total gross	22.24%	25.3%	
New-vehicle selling price (retail) ³	\$39,995	\$38,678	3.4%
Gross as % of selling price	5.5%	5.8%	
Retail gross profit per new vehicle retailed	\$2,190	\$2,246	-2.5%
Retail net profit per new vehicle retailed	(\$1,097)	(\$630)	
Average number of new vehicles retailed	47	52	-9.7%
F&I gross as % of new-vehicle dept. sales	2.6%	2.5%	
F&I penetration (new vehicles)	92.5%	92.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,388,940	\$1,358,492	2.2%
Used-vehicle dept. sales as % of total sales	34.2%	33.1%	
Used-vehicle dept. gross as % of total gross	25.2%	26.0%	
Used-vehicle selling price (retail) ³	\$20,789	\$20,078	3.5%
Gross as % of selling price	11.4%	11.9%	
Retail gross profit per used vehicle retailed	\$2,373	\$2,395	-0.9%
Retail net profit per used vehicle retailed	(\$80)	\$33	
Average number of used vehicles retailed	51	52	-1.7%
F&I gross as % of used-vehicle sales	3.7%	3.6%	
F&I penetration (used)	70.7%	74.3%	
Used- to new-unit vehicle ratio (retail only)	109.4%	100.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$569,499	\$525,419	8.4%
Fixed-ops sales as % of total sales	14.0%	12.8%	
Fixed-ops gross as % of total gross	52.5%	48.7%	
Warranty as % of total fixed-ops sales	16.7%	16.2%	
ADVERTISING EXPENSE ⁴	\$35,180	\$37,616	-6.5%
As % of total gross	7.4%	8.0%	
Per new vehicle retailed	\$751	\$725	3.6%

RENT & EQUIVALENT		\$52,633	\$51,575	2.1%
As % of total gross		11.1%	10.9%	
Per new vehicle retailed		\$1,124	\$994	13.0%
FLOORPLAN INTEREST		\$17,275	\$7,690	124.6%
As % of total gross		3.6%	1.6%	
Per new vehicle retailed		\$369	\$148	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSES		\$432,408	\$424,314	1.9%
As % of total sales		10.6%	10.3%	
As % of total gross		91.2%	89.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Feb	%	Full Year	YTD
	2019	Change	2018	Jan 19
				Jan 18
Domestic Cars	0.6	-5.8%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-12.0%	1.2	1.56
Total Cars	0.7	-7.2%	5.3	1.66
Light-Duty Trucks	1.7	0.5%	11.9	Current ratio (Current assets to current liabilities)
Total light-duty	2.4	-2.0%	17.2	1.18
				Service & Parts absorptio (S&P gross profit as % of total fixed overhead expense)
				56.1%
				54.5%
				Return on equity (Annualized net pretax profit as % of net worth + lifo)
				1.4%
				1.8%

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



IMPORT DEALERSHIP PROFILE

	YTD Jan 2019	YTD Jan 2018	Percent Change
TOTAL SALES	\$4,943,144	\$4,783,211	3.3%
TOTAL GROSS ¹	\$604,274	\$590,302	2.4%
As % of total sales	12.2%	12.3%	
TOTAL EXPENSE	\$654,097	\$633,403	3.3%
As % of total sales	13.2%	13.2%	
As % of total gross	108.2%	107.3%	
TOTAL OPERATING PROFIT	(\$49,822)	(\$43,100)	15.6%
As % of total sales	-1.0%	-0.9%	
As % of total gross	-8.2%	-7.3%	
NET PROFIT BEFORE TAX	\$86,648	\$86,302	0.4%
As % of total sales	1.8%	1.8%	
As % of total gross	14.3%	14.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,576,420	\$2,515,992	2.4%
New-vehicle dept. sales as % of total sales	52.12%	52.6%	
New-vehicle dept. gross as % of total gross	20.34%	20.8%	
New-vehicle selling price (retail) ³	\$34,118	\$33,324	2.4%
Gross as % of selling price	5.2%	5.2%	
Retail gross profit per new vehicle retailed	\$1,784	\$1,744	2.3%
Retail net profit per new vehicle retailed	(\$1,350)	(\$1,148)	
Average number of new vehicles retailed	69	71	-2.7%
F&I gross as % of new-vehicle dept. sales	3.0%	3.0%	
F&I penetration (new vehicles)	87.8%	86.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,651,561	\$1,571,075	5.1%
Used-vehicle dept. sales as % of total sales	33.4%	32.8%	
Used-vehicle dept. gross as % of total gross	22.5%	22.8%	
Used-vehicle selling price (retail) ³	\$20,804	\$19,860	4.8%
Gross as % of selling price	10.5%	10.9%	
Retail gross profit per used vehicle retailed	\$2,184	\$2,156	1.3%
Retail net profit per used vehicle retailed	(\$271)	(\$238)	
Average number of used vehicles retailed	61	61	0.3%
F&I gross as % of used-vehicle sales	3.9%	3.8%	
F&I penetration (used)	74.6%	71.4%	
Used- to new-unit vehicle ratio (retail only)	88.3%	85.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$715,061	\$706,217	1.3%
Fixed-ops sales as % of total sales	14.5%	14.8%	
Fixed-ops gross as % of total gross	57.2%	56.3%	
Warranty as % of total fixed-ops sales	20.7%	19.9%	
ADVERTISING EXPENSE ⁴	\$48,520	\$48,569	-0.1%
As % of total gross	8.0%	8.2%	
Per new vehicle retailed	\$699	\$681	2.7%

RENT & EQUIVALENT		\$80,030	\$76,919	4.0%
As % of total gross		13.2%	13.0%	
Per new vehicle retailed		\$1,153	\$1,078	7.0%
FLOORPLAN INTEREST		\$12,244	\$2,504	389.0%
As % of total gross		2.0%	0.4%	
Per new vehicle retailed		\$176	\$35	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSES		\$573,733	\$565,145	1.5%
As % of total sales		11.6%	11.8%	
As % of total gross		94.9%	95.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Feb	%	Full Year	YTD
	2019	Change	2018	Jan 19
				Jan 18
Domestic Cars	0.6	-5.8%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-12.0%	1.2	1.18
Total Cars	0.7	-7.2%	5.3	1.15
Light-Duty Trucks	1.7	0.5%	11.9	Current ratio (Current assets to current liabilities)
Total light-duty	2.4	-2.0%	17.2	1.28
				Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
				59.0%
				58.8%
				Return on equity (Annualized net pretax profit as % of net worth + lifo)
				1.2%
				1.3%

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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LUXURY DEALERSHIP PROFILE

	YTD Jan 2019	YTD Jan 2018	Percent Change
TOTAL SALES	\$6,679,536	\$6,116,189	9.2%
TOTAL GROSS ¹	\$774,831	\$758,188	2.2%
As % of total sales	11.6%	12.4%	
TOTAL EXPENSE	\$854,237	\$824,972	3.5%
As % of total sales	12.8%	13.5%	
As % of total gross	110.2%	108.8%	
TOTAL OPERATING PROFIT	(\$79,406)	(\$66,780)	18.9%
As % of total sales	-1.2%	-1.1%	
As % of total gross	-10.2%	-8.8%	
NET PROFIT BEFORE TAX	\$126,052	\$111,914	12.6%
As % of total sales	1.9%	1.8%	
As % of total gross	16.3%	14.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$3,298,026	\$2,958,981	11.5%
New-vehicle dept. sales as % of total sales	49.4%	48.4%	
New-vehicle dept. gross as % of total gross	15.6%	16.5%	
New-vehicle selling price (retail) ³	\$56,548	\$54,114	4.5%
Gross as % of selling price	4.2%	4.5%	
Retail gross profit per new vehicle retailed	\$2,403	\$2,430	-1.1%
Retail net profit per new vehicle retailed	(\$3,026)	(\$2,450)	
Average number of new vehicles retailed	50	50	-1.3%
F&I gross as % of new-vehicle dept. sales	2.1%	2.2%	
F&I penetration (new vehicles)	70.2%	63.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$2,337,008	\$2,159,431	8.2%
Used-vehicle dept. sales as % of total sales	35.0%	35.3%	
Used-vehicle dept. gross as % of total gross	18.4%	17.2%	
Used-vehicle selling price (retail) ³	\$30,644	\$30,129	1.7%
Gross as % of selling price	7.8%	8.0%	
Retail gross profit per used vehicle retailed	\$2,404	\$2,395	0.3%
Retail net profit per used vehicle retailed	(\$483)	(\$545)	
Average number of used vehicles retailed	58	54	7.0%
F&I gross as % of used-vehicle sales	2.7%	2.5%	
F&I penetration (used)	50.1%	49.2%	
Used- to new-unit vehicle ratio (retail only)	116.5%	107.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,044,054	\$1,042,818	0.1%
Fixed-ops sales as % of total sales	15.6%	17.1%	
Fixed-ops gross as % of total gross	66.0%	66.3%	
Warranty as % of total fixed-ops sales	22.2%	21.3%	
ADVERTISING EXPENSE ⁴	\$44,988	\$43,351	3.8%
As % of total gross	5.8%	5.7%	
Per new vehicle retailed	\$906	\$862	5.2%

RENT & EQUIVALENT		\$107,506	\$103,489	3.9%
As % of total gross		13.9%	13.6%	
Per new vehicle retailed		\$2,166	\$2,058	5.3%
FLOORPLAN INTEREST		\$19,240	\$2,097	817.4%
As % of total gross		2.5%	0.3%	
Per new vehicle retailed		\$388	\$42	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSES		\$746,664	\$738,228	1.1%
As % of total sales		11.2%	12.1%	
As % of total gross		96.4%	97.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Feb	%	Full Year	YTD
	2019	Change	2018	Jan 19
				Jan 18
Domestic Cars	0.6	-5.8%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-12.0%	1.2	1.20
Total Cars	0.7	-7.2%	5.3	1.15
Light-Duty Trucks	1.7	0.5%	11.9	Current ratio (Current assets to current liabilities)
Total light-duty	2.4	-2.0%	17.2	1.29
				1.31
				Service & Parts absorptio (S&P gross profit as % of total fixed overhead expense)
				65.9%
				67.2%
				Return on equity (Annualized net pretax profit as % of net worth + lifo)
				1.0%
				1.1%

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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MASS MARKET DEALERSHIP PROFILE

	YTD Jan 2019	YTD Jan 2018	Percent Change
TOTAL SALES	\$4,235,448	\$4,257,769	-0.5%
TOTAL GROSS ¹	\$510,515	\$508,153	0.5%
As % of total sales	12.1%	11.9%	
TOTAL EXPENSE	\$541,273	\$529,125	2.3%
As % of total sales	12.8%	12.4%	
As % of total gross	106.0%	104.1%	
TOTAL OPERATING PROFIT	(\$30,758)	(\$20,972)	46.7%
As % of total sales	-0.7%	-0.5%	
As % of total gross	-6.0%	-4.1%	
NET PROFIT BEFORE TAX	\$63,630	\$71,918	-11.5%
As % of total sales	1.5%	1.7%	
As % of total gross	12.5%	14.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,223,917	\$2,307,328	-3.6%
New-vehicle dept. sales as % of total sales	52.51%	54.2%	
New-vehicle dept. gross as % of total gross	22.25%	23.8%	
New-vehicle selling price (retail) ³	\$34,226	\$33,147	3.3%
Gross as % of selling price	5.5%	5.6%	
Retail gross profit per new vehicle retailed	\$1,893	\$1,868	1.4%
Retail net profit per new vehicle retailed	(\$1,058)	(\$796)	
Average number of new vehicles retailed	60	65	-7.9%
F&I gross as % of new-vehicle dept. sales	3.0%	3.0%	
F&I penetration (new vehicles)	91.7%	90.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,418,084	\$1,381,315	2.7%
Used-vehicle dept. sales as % of total sales	33.5%	32.4%	
Used-vehicle dept. gross as % of total gross	24.6%	25.4%	
Used-vehicle selling price (retail) ³	\$19,476	\$18,578	4.8%
Gross as % of selling price	11.5%	12.0%	
Retail gross profit per used vehicle retailed	\$2,249	\$2,231	0.8%
Retail net profit per used vehicle retailed	(\$147)	(\$75)	
Average number of used vehicles retailed	56	58	-2.5%
F&I gross as % of used-vehicle sales	4.0%	4.0%	
F&I penetration (used)	76.0%	75.7%	
Used- to new-unit vehicle ratio (retail only)	94.3%	89.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$592,243	\$568,252	4.2%
Fixed-ops sales as % of total sales	14.0%	13.3%	
Fixed-ops gross as % of total gross	53.1%	50.7%	
Warranty as % of total fixed-ops sales	18.3%	17.8%	
ADVERTISING EXPENSE ⁴	\$41,664	\$43,883	-5.1%
As % of total gross	8.2%	8.6%	
Per new vehicle retailed	\$699	\$678	3.1%

RENT & EQUIVALENT		\$61,409	\$60,542	1.4%
As % of total gross		12.0%	11.9%	
Per new vehicle retailed		\$1,030	\$935	10.2%
FLOORPLAN INTEREST		\$14,040	\$5,070	176.9%
As % of total gross		2.8%	1.0%	
Per new vehicle retailed		\$236	\$78	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSES		\$473,565	\$470,432	0.7%
As % of total sales		11.2%	11.0%	
As % of total gross		92.8%	92.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Feb	%	Full Year	YTD
	2019	Change	2018	Jan 19
				Jan 18
Domestic Cars	0.6	-5.8%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-12.0%	1.2	1.33
Total Cars	0.7	-7.2%	5.3	1.34
Light-Duty Trucks	1.7	0.5%	11.9	Current ratio (Current assets to current liabilities)
Total light-duty	2.4	-2.0%	17.2	1.22
				Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
				56.1%
				54.9%
				Return on equity (Annualized net pretax profit as % of net worth + lifo)
				1.3%
				1.5%

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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