



AVERAGE DEALERSHIP PROFILE

	YTD Feb 2019	YTD Feb 2018	Percent Change
TOTAL SALES	\$8,999,933	\$8,803,972	2.2%
TOTAL GROSS ¹	\$1,065,469	\$1,044,532	2.0%
As % of total sales	11.8%	11.9%	
TOTAL EXPENSE	\$1,127,661	\$1,091,418	3.3%
As % of total sales	12.5%	12.4%	
As % of total gross	105.8%	104.5%	
TOTAL OPERATING PROFIT	(\$62,192)	(\$46,883)	32.7%
As % of total sales	-0.7%	-0.5%	
As % of total gross	-5.8%	-4.5%	
NET PROFIT BEFORE TAX	\$148,640	\$151,437	-1.8%
As % of total sales	1.7%	1.7%	
As % of total gross	14.0%	14.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,723,999	\$4,713,492	0.2%
New-vehicle dept. sales as % of total sales	52.5%	53.5%	
New-vehicle dept. gross as % of total gross	21.8%	23.2%	
New-vehicle selling price (retail) ³	\$36,489	\$35,206	3.6%
Gross as % of selling price	5.4%	5.5%	
Retail gross profit per new vehicle retailed	\$1,953	\$1,932	1.1%
Retail net profit per new vehicle retailed	(\$1,141)	(\$866)	
Average number of new vehicles retailed	118	124	-5.2%
F&I gross as % of new-vehicle dept. sales	2.9%	2.8%	
F&I penetration (new vehicles)	94.0%	93.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,048,875	\$2,918,050	4.5%
Used-vehicle dept. sales as % of total sales	33.9%	33.1%	
Used-vehicle dept. gross as % of total gross	24.7%	25.1%	
Used-vehicle selling price (retail) ³	\$20,775	\$19,935	4.2%
Gross as % of selling price	11.1%	11.5%	
Retail gross profit per used vehicle retailed	\$2,303	\$2,284	0.8%
Retail net profit per used vehicle retailed	(\$88)	(\$58)	
Average number of used vehicles retailed	115	114	0.4%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	75.7%	73.8%	
Used- to new-unit vehicle ratio (retail only)	97.2%	91.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,225,530	\$1,171,022	4.7%
Fixed-ops sales as % of total sales	13.6%	13.3%	
Fixed-ops gross as % of total gross	53.5%	51.8%	
Warranty as % of total fixed-ops sales	19.0%	18.9%	
ADVERTISING EXPENSE ⁴	\$85,089	\$86,736	-1.9%
As % of total gross	8.0%	8.3%	
Per new vehicle retailed	\$722	\$698	3.5%

RENT & EQUIVALENT		\$131,604	\$129,474	1.6%
As % of total gross		12.4%	12.4%	
Per new vehicle retailed		\$1,117	\$1,041	7.2%
FLOORPLAN INTEREST		\$24,681	\$7,717	219.8%
As % of total gross		2.3%	0.7%	
Per new vehicle retailed		\$209	\$62	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$988,924	\$970,815	1.9%
As % of total sales		11.0%	11.0%	
As % of total gross		92.8%	92.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.0	-6.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-11.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.2	-7.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.8	0.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	4.0	-2.0%	17.2	
				YTD
				Feb 19
				YTD
				Feb 18

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 Feb 2019	YTD Feb 2018	Percent Change
TOTAL SALES	\$8,195,095	\$8,006,482	2.4%
TOTAL GROSS ¹	\$944,136	\$910,669	3.7%
As % of total sales	11.5%	11.4%	
TOTAL EXPENSE	\$974,063	\$919,935	5.9%
As % of total sales	11.9%	11.5%	
As % of total gross	103.2%	101.0%	
TOTAL OPERATING PROFIT	(\$29,927)	(\$9,266)	223.0%
As % of total sales	-0.4%	-0.1%	
As % of total gross	-3.2%	-1.0%	
NET PROFIT BEFORE TAX	\$124,162	\$128,702	-3.5%
As % of total sales	1.5%	1.6%	
As % of total gross	13.2%	14.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,278,052	\$4,359,534	-1.9%
New-vehicle dept. sales as % of total sales	52.20%	54.5%	
New-vehicle dept. gross as % of total gross	22.70%	25.5%	
New-vehicle selling price (retail) ³	\$39,952	\$38,431	4.0%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$2,179	\$2,206	-1.2%
Retail net profit per new vehicle retailed	(\$963)	(\$562)	
Average number of new vehicles retailed	96	103	-6.8%
F&I gross as % of new-vehicle dept. sales	2.6%	2.5%	
F&I penetration (new vehicles)	93.0%	93.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$2,824,468	\$2,661,535	6.1%
Used-vehicle dept. sales as % of total sales	34.5%	33.2%	
Used-vehicle dept. gross as % of total gross	26.6%	27.0%	
Used-vehicle selling price (retail) ³	\$20,743	\$19,934	4.1%
Gross as % of selling price	11.6%	12.1%	
Retail gross profit per used vehicle retailed	\$2,410	\$2,407	0.1%
Retail net profit per used vehicle retailed	\$39	\$88	
Average number of used vehicles retailed	106	104	2.0%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	75.2%	74.9%	
Used- to new-unit vehicle ratio (retail only)	110.8%	101.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,089,652	\$982,233	10.9%
Fixed-ops sales as % of total sales	13.3%	12.3%	
Fixed-ops gross as % of total gross	50.7%	47.4%	
Warranty as % of total fixed-ops sales	16.7%	16.7%	
ADVERTISING EXPENSE ⁴	\$72,569	\$75,295	-3.6%
As % of total gross	7.7%	8.3%	
Per new vehicle retailed	\$759	\$734	3.4%

RENT & EQUIVALENT		\$104,752	\$100,618	4.1%
As % of total gross		11.1%	11.0%	
Per new vehicle retailed		\$1,096	\$981	11.7%
FLOORPLAN INTEREST		\$28,595	\$11,498	148.7%
As % of total gross		3.0%	1.3%	
Per new vehicle retailed		\$299	\$112	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$852,199	\$817,388	4.3%
As % of total sales		10.4%	10.2%	
As % of total gross		90.3%	89.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.0	-6.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-11.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.2	-7.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.8	0.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	4.0	-2.0%	17.2	
				YTD
				Feb 19
				YTD
				Feb 18

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IMPORT DEALERSHIP PROFILE

	YTD Feb 2019	YTD Feb 2018	Percent Change
TOTAL SALES	\$9,762,985	\$9,417,467	3.7%
TOTAL GROSS ¹	\$1,180,503	\$1,147,510	2.9%
As % of total sales	12.1%	12.2%	
TOTAL EXPENSE	\$1,273,284	\$1,223,338	4.1%
As % of total sales	13.0%	13.0%	
As % of total gross	107.9%	106.6%	
TOTAL OPERATING PROFIT	(\$92,781)	(\$75,820)	22.4%
As % of total sales	-1.0%	-0.8%	
As % of total gross	-7.9%	-6.6%	
NET PROFIT BEFORE TAX	\$171,847	\$168,927	1.7%
As % of total sales	1.8%	1.8%	
As % of total gross	14.6%	14.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$5,146,794	\$4,985,785	3.2%
New-vehicle dept. sales as % of total sales	52.72%	52.9%	
New-vehicle dept. gross as % of total gross	21.06%	21.7%	
New-vehicle selling price (retail) ³	\$34,231	\$33,404	2.5%
Gross as % of selling price	5.3%	5.3%	
Retail gross profit per new vehicle retailed	\$1,806	\$1,779	1.5%
Retail net profit per new vehicle retailed	(\$1,257)	(\$1,036)	
Average number of new vehicles retailed	139	141	-1.5%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	94.7%	94.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,261,631	\$3,115,383	4.7%
Used-vehicle dept. sales as % of total sales	33.4%	33.1%	
Used-vehicle dept. gross as % of total gross	23.3%	23.9%	
Used-vehicle selling price (retail) ³	\$20,801	\$19,935	4.3%
Gross as % of selling price	10.6%	11.1%	
Retail gross profit per used vehicle retailed	\$2,215	\$2,203	0.5%
Retail net profit per used vehicle retailed	(\$191)	(\$153)	
Average number of used vehicles retailed	123	122	0.6%
F&I gross as % of used-vehicle sales	4.1%	3.9%	
F&I penetration (used)	76.2%	73.1%	
Used- to new-unit vehicle ratio (retail only)	88.4%	86.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,354,355	\$1,316,254	2.9%
Fixed-ops sales as % of total sales	13.9%	14.0%	
Fixed-ops gross as % of total gross	55.6%	54.4%	
Warranty as % of total fixed-ops sales	20.8%	20.2%	
ADVERTISING EXPENSE ⁴	\$96,959	\$95,536	1.5%
As % of total gross	8.2%	8.3%	
Per new vehicle retailed	\$698	\$677	3.0%

RENT & EQUIVALENT		\$157,063	\$151,672	3.6%
As % of total gross		13.3%	13.2%	
Per new vehicle retailed		\$1,130	\$1,075	5.1%
FLOORPLAN INTEREST		\$20,971	\$4,808	336.2%
As % of total gross		1.8%	0.4%	
Per new vehicle retailed		\$151	\$34	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,118,550	\$1,088,844	2.7%
As % of total sales		11.5%	11.6%	
As % of total gross		94.8%	94.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.0	-6.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-11.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.2	-7.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.8	0.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	4.0	-2.0%	17.2	
				YTD
				Feb 19
				YTD
				Feb 18

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LUXURY DEALERSHIP PROFILE

	YTD Feb 2019	YTD Feb 2018	Percent Change
TOTAL SALES	\$13,380,537	\$12,331,897	8.5%
TOTAL GROSS ¹	\$1,527,838	\$1,477,579	3.4%
As % of total sales	11.4%	12.0%	
TOTAL EXPENSE	\$1,688,169	\$1,600,114	5.5%
As % of total sales	12.6%	13.0%	
As % of total gross	110.5%	108.3%	
TOTAL OPERATING PROFIT	(\$160,332)	(\$122,505)	30.9%
As % of total sales	-1.2%	-1.0%	
As % of total gross	-10.5%	-8.3%	
NET PROFIT BEFORE TAX	\$242,864	\$230,247	5.5%
As % of total sales	1.8%	1.9%	
As % of total gross	15.9%	15.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$6,796,890	\$6,060,964	12.1%
New-vehicle dept. sales as % of total sales	50.8%	49.1%	
New-vehicle dept. gross as % of total gross	16.8%	17.4%	
New-vehicle selling price (retail) ³	\$56,511	\$54,596	3.5%
Gross as % of selling price	4.3%	4.5%	
Retail gross profit per new vehicle retailed	\$2,433	\$2,460	-1.1%
Retail net profit per new vehicle retailed	(\$2,675)	(\$2,097)	
Average number of new vehicles retailed	104	103	1.5%
F&I gross as % of new-vehicle dept. sales	2.1%	2.2%	
F&I penetration (new vehicles)	71.0%	66.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$4,574,836	\$4,285,331	6.8%
Used-vehicle dept. sales as % of total sales	34.2%	34.7%	
Used-vehicle dept. gross as % of total gross	18.7%	17.7%	
Used-vehicle selling price (retail) ³	\$30,738	\$30,578	0.5%
Gross as % of selling price	8.0%	7.8%	
Retail gross profit per used vehicle retailed	\$2,446	\$2,397	2.1%
Retail net profit per used vehicle retailed	(\$441)	(\$486)	
Average number of used vehicles retailed	115	108	6.7%
F&I gross as % of used-vehicle sales	2.8%	2.6%	
F&I penetration (used)	52.4%	51.4%	
Used- to new-unit vehicle ratio (retail only)	110.2%	104.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,007,908	\$1,985,405	1.1%
Fixed-ops sales as % of total sales	15.0%	16.1%	
Fixed-ops gross as % of total gross	64.5%	64.9%	
Warranty as % of total fixed-ops sales	22.3%	21.8%	
ADVERTISING EXPENSE ⁴	\$91,889	\$80,400	14.3%
As % of total gross	6.0%	5.4%	
Per new vehicle retailed	\$882	\$784	12.6%

RENT & EQUIVALENT		\$213,238	\$208,634	2.2%
As % of total gross		14.0%	14.1%	
Per new vehicle retailed		\$2,048	\$2,034	0.7%
FLOORPLAN INTEREST		\$34,216	\$3,706	823.3%
As % of total gross		2.2%	0.3%	
Per new vehicle retailed		\$329	\$36	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,479,260	\$1,425,440	3.8%
As % of total sales		11.1%	11.6%	
As % of total gross		96.8%	96.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.0	-6.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-11.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.2	-7.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.8	0.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	4.0	-2.0%	17.2	
				YTD
				Feb 19
				YTD
				Feb 18

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Feb 2019	YTD Feb 2018	Percent Change
TOTAL SALES	\$8,430,752	\$8,300,566	1.6%
TOTAL GROSS ¹	\$1,005,526	\$982,716	2.3%
As % of total sales	11.9%	11.8%	
TOTAL EXPENSE	\$1,054,838	\$1,018,611	3.6%
As % of total sales	12.5%	12.3%	
As % of total gross	104.9%	103.7%	
TOTAL OPERATING PROFIT	(\$49,312)	(\$35,895)	37.4%
As % of total sales	-0.6%	-0.4%	
As % of total gross	-4.9%	-3.7%	
NET PROFIT BEFORE TAX	\$136,388	\$140,212	-2.7%
As % of total sales	1.6%	1.7%	
As % of total gross	13.6%	14.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,454,735	\$4,522,329	-1.5%
New-vehicle dept. sales as % of total sales	52.84%	54.5%	
New-vehicle dept. gross as % of total gross	22.75%	24.4%	
New-vehicle selling price (retail) ³	\$34,219	\$32,974	3.8%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$1,899	\$1,871	1.5%
Retail net profit per new vehicle retailed	(\$966)	(\$723)	
Average number of new vehicles retailed	120	127	-6.1%
F&I gross as % of new-vehicle dept. sales	3.0%	3.0%	
F&I penetration (new vehicles)	96.6%	97.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$2,850,585	\$2,722,140	4.7%
Used-vehicle dept. sales as % of total sales	33.8%	32.8%	
Used-vehicle dept. gross as % of total gross	25.9%	26.7%	
Used-vehicle selling price (retail) ³	\$19,474	\$18,507	5.2%
Gross as % of selling price	11.7%	12.3%	
Retail gross profit per used vehicle retailed	\$2,283	\$2,269	0.7%
Retail net profit per used vehicle retailed	(\$42)	(\$0)	
Average number of used vehicles retailed	115	115	-0.4%
F&I gross as % of used-vehicle sales	4.2%	4.1%	
F&I penetration (used)	78.8%	76.8%	
Used- to new-unit vehicle ratio (retail only)	95.7%	90.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,123,825	\$1,054,517	6.6%
Fixed-ops sales as % of total sales	13.3%	12.7%	
Fixed-ops gross as % of total gross	51.3%	48.9%	
Warranty as % of total fixed-ops sales	18.3%	18.2%	
ADVERTISING EXPENSE ⁴	\$84,245	\$87,677	-3.9%
As % of total gross	8.4%	8.9%	
Per new vehicle retailed	\$704	\$688	2.3%

RENT & EQUIVALENT		\$121,039	\$118,179	2.4%
As % of total gross		12.0%	12.0%	
Per new vehicle retailed		\$1,011	\$927	9.1%
FLOORPLAN INTEREST		\$23,324	\$8,155	186.0%
As % of total gross		2.3%	0.8%	
Per new vehicle retailed		\$195	\$64	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$925,258	\$905,794	2.1%
As % of total sales		11.0%	10.9%	
As % of total gross		92.0%	92.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.0	-6.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-11.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.2	-7.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.8	0.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	4.0	-2.0%	17.2	

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