



AVERAGE DEALERSHIP PROFILE

	YTD Apr 2019	YTD Apr 2018	Percent Change
TOTAL SALES	\$19,791,806	\$19,225,294	2.9%
TOTAL GROSS ¹	\$2,325,286	\$2,249,782	3.4%
As % of total sales	11.7%	11.7%	
TOTAL EXPENSE	\$2,333,147	\$2,249,372	3.7%
As % of total sales	11.8%	11.7%	
As % of total gross	100.3%	100.0%	
TOTAL OPERATING PROFIT	(\$7,861)	\$407	-2029.1%
As % of total sales	0.0%	0.0%	
As % of total gross	-0.3%	0.0%	
NET PROFIT BEFORE TAX	\$442,039	\$426,809	3.6%
As % of total sales	2.2%	2.2%	
As % of total gross	19.0%	19.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$10,616,641	\$10,549,152	0.6%
New-vehicle dept. sales as % of total sales	53.6%	54.9%	
New-vehicle dept. gross as % of total gross	22.9%	24.5%	
New-vehicle selling price (retail) ³	\$36,642	\$35,482	3.3%
Gross as % of selling price	5.5%	5.6%	
Retail gross profit per new vehicle retailed	\$2,004	\$1,976	1.4%
Retail net profit per new vehicle retailed	(\$878)	(\$645)	
Average number of new vehicles retailed	263	276	-4.5%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	89.7%	91.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$6,615,977	\$6,259,685	5.7%
Used-vehicle dept. sales as % of total sales	33.4%	32.6%	
Used-vehicle dept. gross as % of total gross	25.7%	25.8%	
Used-vehicle selling price (retail) ³	\$20,979	\$20,218	3.8%
Gross as % of selling price	11.4%	11.7%	
Retail gross profit per used vehicle retailed	\$2,385	\$2,356	1.2%
Retail net profit per used vehicle retailed	\$81	\$84	
Average number of used vehicles retailed	248	243	2.3%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	76.2%	74.4%	
Used- to new-unit vehicle ratio (retail only)	94.2%	87.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,552,541	\$2,413,690	5.8%
Fixed-ops sales as % of total sales	12.9%	12.6%	
Fixed-ops gross as % of total gross	51.4%	49.7%	
Warranty as % of total fixed-ops sales	19.4%	18.5%	
ADVERTISING EXPENSE ⁴	\$179,077	\$180,894	-1.0%
As % of total gross	7.7%	8.0%	
Per new vehicle retailed	\$680	\$655	3.7%

RENT & EQUIVALENT		\$262,430	\$261,395	0.4%
As % of total gross		11.3%	11.6%	
Per new vehicle retailed		\$996	\$947	5.2%
FLOORPLAN INTEREST		\$48,202	\$17,665	172.9%
As % of total gross		2.1%	0.8%	
Per new vehicle retailed		\$183	\$64	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,058,696	\$2,004,318	2.7%
As % of total sales		10.4%	10.4%	
As % of total gross		88.5%	89.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.6	-10.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-7.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.1	-9.7%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	1.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	6.9	2.1%	17.2	
				YTD
				Apr 19
				YTD
				Apr 19

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 Apr 2019	YTD Apr 2018	Percent Change
TOTAL SALES	\$17,924,233	\$17,281,288	3.7%
TOTAL GROSS ¹	\$2,047,245	\$1,938,931	5.6%
As % of total sales	11.4%	11.2%	
TOTAL EXPENSE	\$2,011,260	\$1,872,552	7.4%
As % of total sales	11.2%	10.8%	
As % of total gross	98.2%	96.6%	
TOTAL OPERATING PROFIT	\$35,985	\$66,379	-45.8%
As % of total sales	0.2%	0.4%	
As % of total gross	1.8%	3.4%	
NET PROFIT BEFORE TAX	\$351,846	\$348,374	1.0%
As % of total sales	2.0%	2.0%	
As % of total gross	17.2%	18.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$9,565,789	\$9,683,372	-1.2%
New-vehicle dept. sales as % of total sales	53.37%	56.0%	
New-vehicle dept. gross as % of total gross	23.80%	27.3%	
New-vehicle selling price (retail) ³	\$39,964	\$38,577	3.6%
Gross as % of selling price	5.6%	5.9%	
Retail gross profit per new vehicle retailed	\$2,218	\$2,263	-2.0%
Retail net profit per new vehicle retailed	(\$717)	(\$308)	
Average number of new vehicles retailed	214	227	-5.8%
F&I gross as % of new-vehicle dept. sales	2.7%	2.6%	
F&I penetration (new vehicles)	93.9%	94.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$6,116,334	\$5,607,518	9.1%
Used-vehicle dept. sales as % of total sales	34.1%	32.4%	
Used-vehicle dept. gross as % of total gross	27.8%	27.6%	
Used-vehicle selling price (retail) ³	\$20,902	\$20,174	3.6%
Gross as % of selling price	11.9%	12.3%	
Retail gross profit per used vehicle retailed	\$2,493	\$2,473	0.8%
Retail net profit per used vehicle retailed	\$218	\$214	
Average number of used vehicles retailed	230	217	5.7%
F&I gross as % of used-vehicle sales	3.9%	3.7%	
F&I penetration (used)	75.7%	75.8%	
Used- to new-unit vehicle ratio (retail only)	107.4%	95.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,235,640	\$1,984,216	12.7%
Fixed-ops sales as % of total sales	12.5%	11.5%	
Fixed-ops gross as % of total gross	48.4%	45.1%	
Warranty as % of total fixed-ops sales	17.1%	16.6%	
ADVERTISING EXPENSE ⁴	\$154,393	\$153,638	0.5%
As % of total gross	7.5%	7.9%	
Per new vehicle retailed	\$722	\$676	6.7%

RENT & EQUIVALENT		\$209,089	\$199,022	5.1%
As % of total gross		10.2%	10.3%	
Per new vehicle retailed		\$977	\$876	11.5%
FLOORPLAN INTEREST		\$54,889	\$24,266	126.2%
As % of total gross		2.7%	1.3%	
Per new vehicle retailed		\$257	\$107	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,769,681	\$1,668,692	6.1%
As % of total sales		9.9%	9.7%	
As % of total gross		86.4%	86.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.6	-10.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-7.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.1	-9.7%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	1.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	6.9	2.1%	17.2	
				YTD
				Apr 19
				YTD
				Apr 19

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IMPORT DEALERSHIP PROFILE

	YTD Apr 2019	YTD Apr 2018	Percent Change
TOTAL SALES	\$21,562,418	\$20,720,783	4.1%
TOTAL GROSS ¹	\$2,588,892	\$2,488,915	4.0%
As % of total sales	12.0%	12.0%	
TOTAL EXPENSE	\$2,638,322	\$2,539,254	3.9%
As % of total sales	12.2%	12.3%	
As % of total gross	101.9%	102.0%	
TOTAL OPERATING PROFIT	(\$49,431)	(\$50,343)	-1.8%
As % of total sales	-0.2%	-0.2%	
As % of total gross	-1.9%	-2.0%	
NET PROFIT BEFORE TAX	\$527,549	\$487,147	8.3%
As % of total sales	2.4%	2.4%	
As % of total gross	20.4%	19.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$11,612,935	\$11,215,181	3.5%
New-vehicle dept. sales as % of total sales	53.86%	54.1%	
New-vehicle dept. gross as % of total gross	22.20%	22.8%	
New-vehicle selling price (retail) ³	\$34,472	\$33,757	2.1%
Gross as % of selling price	5.4%	5.4%	
Retail gross profit per new vehicle retailed	\$1,865	\$1,817	2.6%
Retail net profit per new vehicle retailed	(\$984)	(\$833)	
Average number of new vehicles retailed	310	314	-1.0%
F&I gross as % of new-vehicle dept. sales	3.2%	3.1%	
F&I penetration (new vehicles)	87.0%	90.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,089,679	\$6,761,385	4.9%
Used-vehicle dept. sales as % of total sales	32.9%	32.6%	
Used-vehicle dept. gross as % of total gross	24.2%	24.8%	
Used-vehicle selling price (retail) ³	\$21,043	\$20,246	3.9%
Gross as % of selling price	10.9%	11.3%	
Retail gross profit per used vehicle retailed	\$2,297	\$2,281	0.7%
Retail net profit per used vehicle retailed	(\$31)	\$1	
Average number of used vehicles retailed	266	262	1.5%
F&I gross as % of used-vehicle sales	4.1%	3.9%	
F&I penetration (used)	76.7%	73.5%	
Used- to new-unit vehicle ratio (retail only)	85.6%	83.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,852,989	\$2,744,077	4.0%
Fixed-ops sales as % of total sales	13.2%	13.2%	
Fixed-ops gross as % of total gross	53.6%	52.4%	
Warranty as % of total fixed-ops sales	21.1%	19.5%	
ADVERTISING EXPENSE ⁴	\$202,480	\$201,861	0.3%
As % of total gross	7.8%	8.1%	
Per new vehicle retailed	\$652	\$644	1.3%

RENT & EQUIVALENT		\$313,002	\$309,377	1.2%
As % of total gross		12.1%	12.4%	
Per new vehicle retailed		\$1,009	\$987	2.2%
FLOORPLAN INTEREST		\$41,863	\$12,587	232.6%
As % of total gross		1.6%	0.5%	
Per new vehicle retailed		\$135	\$40	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,332,706	\$2,262,509	3.1%
As % of total sales		10.8%	10.9%	
As % of total gross		90.1%	90.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.6	-10.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-7.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.1	-9.7%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	1.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	6.9	2.1%	17.2	
				YTD
				Apr 19
				YTD
				Apr 19

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LUXURY DEALERSHIP PROFILE

	YTD Apr 2019	YTD Apr 2018	Percent Change
TOTAL SALES	\$30,600,478	\$27,667,070	10.6%
TOTAL GROSS ¹	\$3,376,309	\$3,235,109	4.4%
As % of total sales	11.0%	11.7%	
TOTAL EXPENSE	\$3,557,009	\$3,300,635	7.8%
As % of total sales	11.6%	11.9%	
As % of total gross	105.4%	102.0%	
TOTAL OPERATING PROFIT	(\$180,704)	(\$65,543)	175.7%
As % of total sales	-0.6%	-0.2%	
As % of total gross	-5.4%	-2.0%	
NET PROFIT BEFORE TAX	\$755,647	\$737,183	2.5%
As % of total sales	2.5%	2.7%	
As % of total gross	22.4%	22.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,103,058	\$14,216,057	13.3%
New-vehicle dept. sales as % of total sales	52.6%	51.4%	
New-vehicle dept. gross as % of total gross	18.9%	19.6%	
New-vehicle selling price (retail) ³	\$56,950	\$54,966	3.6%
Gross as % of selling price	4.5%	4.7%	
Retail gross profit per new vehicle retailed	\$2,560	\$2,603	-1.7%
Retail net profit per new vehicle retailed	(\$2,052)	(\$1,499)	
Average number of new vehicles retailed	245	240	2.0%
F&I gross as % of new-vehicle dept. sales	2.1%	2.2%	
F&I penetration (new vehicles)	72.6%	66.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,246,325	\$9,325,144	9.9%
Used-vehicle dept. sales as % of total sales	33.5%	33.7%	
Used-vehicle dept. gross as % of total gross	19.4%	18.9%	
Used-vehicle selling price (retail) ³	\$31,534	\$30,344	3.9%
Gross as % of selling price	7.9%	8.2%	
Retail gross profit per used vehicle retailed	\$2,495	\$2,485	0.4%
Retail net profit per used vehicle retailed	(\$275)	(\$215)	
Average number of used vehicles retailed	253	238	6.3%
F&I gross as % of used-vehicle sales	2.8%	2.6%	
F&I penetration (used)	48.9%	52.2%	
Used- to new-unit vehicle ratio (retail only)	103.3%	99.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,249,465	\$4,125,248	3.0%
Fixed-ops sales as % of total sales	13.9%	14.9%	
Fixed-ops gross as % of total gross	61.7%	61.5%	
Warranty as % of total fixed-ops sales	22.0%	20.5%	
ADVERTISING EXPENSE ⁴	\$198,018	\$168,485	17.5%
As % of total gross	5.9%	5.2%	
Per new vehicle retailed	\$809	\$702	15.2%

RENT & EQUIVALENT		\$415,523	\$420,286	-1.1%
As % of total gross		12.3%	13.0%	
Per new vehicle retailed		\$1,697	\$1,751	-3.1%
FLOORPLAN INTEREST		\$75,827	\$8,493	792.8%
As % of total gross		2.2%	0.3%	
Per new vehicle retailed		\$310	\$35	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,153,358	\$2,950,382	6.9%
As % of total sales		10.3%	10.7%	
As % of total gross		93.4%	91.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.6	-10.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-7.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.1	-9.7%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	1.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	6.9	2.1%	17.2	
				YTD
				Apr 19
				YTD
				Apr 19

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Apr 2019	YTD Apr 2018	Percent Change
TOTAL SALES	\$18,382,952	\$18,030,599	2.0%
TOTAL GROSS ¹	\$2,188,282	\$2,110,233	3.7%
As % of total sales	11.9%	11.7%	
TOTAL EXPENSE	\$2,173,488	\$2,100,251	3.5%
As % of total sales	11.8%	11.6%	
As % of total gross	99.3%	99.5%	
TOTAL OPERATING PROFIT	\$14,794	\$9,982	48.2%
As % of total sales	0.1%	0.1%	
As % of total gross	0.7%	0.5%	
NET PROFIT BEFORE TAX	\$401,166	\$382,521	4.9%
As % of total sales	2.2%	2.1%	
As % of total gross	18.3%	18.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$9,902,540	\$10,033,933	-1.3%
New-vehicle dept. sales as % of total sales	53.87%	55.6%	
New-vehicle dept. gross as % of total gross	23.70%	25.5%	
New-vehicle selling price (retail) ³	\$34,201	\$33,103	3.3%
Gross as % of selling price	5.7%	5.7%	
Retail gross profit per new vehicle retailed	\$1,937	\$1,899	2.0%
Retail net profit per new vehicle retailed	(\$737)	(\$540)	
Average number of new vehicles retailed	266	281	-5.5%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	91.8%	95.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$6,141,986	\$5,823,443	5.5%
Used-vehicle dept. sales as % of total sales	33.4%	32.3%	
Used-vehicle dept. gross as % of total gross	27.0%	27.4%	
Used-vehicle selling price (retail) ³	\$19,570	\$18,796	4.1%
Gross as % of selling price	12.1%	12.4%	
Retail gross profit per used vehicle retailed	\$2,370	\$2,338	1.4%
Retail net profit per used vehicle retailed	\$129	\$125	
Average number of used vehicles retailed	248	243	1.8%
F&I gross as % of used-vehicle sales	4.3%	4.1%	
F&I penetration (used)	79.9%	77.6%	
Used- to new-unit vehicle ratio (retail only)	93.1%	86.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,331,137	\$2,170,152	7.4%
Fixed-ops sales as % of total sales	12.7%	12.0%	
Fixed-ops gross as % of total gross	49.3%	47.1%	
Warranty as % of total fixed-ops sales	18.8%	17.9%	
ADVERTISING EXPENSE ⁴	\$176,679	\$182,835	-3.4%
As % of total gross	8.1%	8.7%	
Per new vehicle retailed	\$664	\$650	2.2%

RENT & EQUIVALENT		\$242,543	\$238,937	1.5%
As % of total gross		11.1%	11.3%	
Per new vehicle retailed		\$912	\$849	7.4%
FLOORPLAN INTEREST		\$44,356	\$18,683	137.4%
As % of total gross		2.0%	0.9%	
Per new vehicle retailed		\$167	\$66	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,915,983	\$1,870,171	2.4%
As % of total sales		10.4%	10.4%	
As % of total gross		87.6%	88.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.6	-10.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-7.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.1	-9.7%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.8	1.6%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	6.9	2.1%	17.2	
				YTD
				Apr 19
				YTD
				Apr 19

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