



AVERAGE DEALERSHIP PROFILE

	YTD May 2019	YTD May 2018	Percent Change
TOTAL SALES	\$25,674,243	\$24,718,589	3.9%
TOTAL GROSS ¹	\$2,990,501	\$2,871,251	4.2%
As % of total sales	11.6%	11.6%	
TOTAL EXPENSE	\$2,968,012	\$2,835,159	4.7%
As % of total sales	11.6%	11.5%	
As % of total gross	99.2%	98.7%	
TOTAL OPERATING PROFIT	\$22,488	\$36,090	-37.7%
As % of total sales	0.1%	0.1%	
As % of total gross	0.8%	1.3%	
NET PROFIT BEFORE TAX	\$586,101	\$578,196	1.4%
As % of total sales	2.3%	2.3%	
As % of total gross	19.6%	20.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$14,008,775	\$13,728,612	2.0%
New-vehicle dept. sales as % of total sales	54.6%	55.5%	
New-vehicle dept. gross as % of total gross	23.5%	25.0%	
New-vehicle selling price (retail) ³	\$36,675	\$35,257	4.0%
Gross as % of selling price	5.5%	5.6%	
Retail gross profit per new vehicle retailed	\$1,999	\$1,981	0.9%
Retail net profit per new vehicle retailed	(\$777)	(\$567)	
Average number of new vehicles retailed	349	359	-2.8%
F&I gross as % of new-vehicle dept. sales	2.9%	2.9%	
F&I penetration (new vehicles)	90.3%	89.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$8,390,482	\$7,946,742	5.6%
Used-vehicle dept. sales as % of total sales	32.7%	32.1%	
Used-vehicle dept. gross as % of total gross	25.6%	25.8%	
Used-vehicle selling price (retail) ³	\$20,931	\$20,275	3.2%
Gross as % of selling price	11.4%	11.7%	
Retail gross profit per used vehicle retailed	\$2,385	\$2,373	0.5%
Retail net profit per used vehicle retailed	\$95	\$103	
Average number of used vehicles retailed	316	307	2.7%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	56.9%	73.3%	
Used- to new-unit vehicle ratio (retail only)	90.5%	85.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,257,955	\$3,039,696	7.2%
Fixed-ops sales as % of total sales	12.7%	12.3%	
Fixed-ops gross as % of total gross	50.9%	49.2%	
Warranty as % of total fixed-ops sales	19.2%	18.3%	
ADVERTISING EXPENSE ⁴	\$227,217	\$230,352	-1.4%
As % of total gross	7.6%	8.0%	
Per new vehicle retailed	\$652	\$642	1.5%

RENT & EQUIVALENT		\$330,552	\$325,793	1.5%
As % of total gross		11.1%	11.3%	
Per new vehicle retailed		\$948	\$909	4.4%
FLOORPLAN INTEREST		\$59,698	\$22,024	171.1%
As % of total gross		2.0%	0.8%	
Per new vehicle retailed		\$171	\$61	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,622,184	\$2,529,045	3.7%
As % of total sales		10.2%	10.2%	
As % of total gross		87.7%	88.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.9	-10.1%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-5.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-9.0%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.9	1.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.4	-1.9%	17.2	
				YTD
				May 19
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2019 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



DOMESTIC DEALERSHIP PROFILE

	YTD May 2019	YTD May 2018	Percent Change
TOTAL SALES	\$22,917,037	\$22,174,132	3.4%
TOTAL GROSS ¹	\$2,592,201	\$2,484,739	4.3%
As % of total sales	11.3%	11.2%	
TOTAL EXPENSE	\$2,525,848	\$2,366,123	6.8%
As % of total sales	11.0%	10.7%	
As % of total gross	97.4%	95.2%	
TOTAL OPERATING PROFIT	\$66,353	\$118,617	-44.1%
As % of total sales	0.3%	0.5%	
As % of total gross	2.6%	4.8%	
NET PROFIT BEFORE TAX	\$464,523	\$478,102	-2.8%
As % of total sales	2.0%	2.2%	
As % of total gross	17.9%	19.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$12,416,638	\$12,493,100	-0.6%
New-vehicle dept. sales as % of total sales	54.18%	56.3%	
New-vehicle dept. gross as % of total gross	24.32%	27.6%	
New-vehicle selling price (retail) ³	\$40,078	\$38,592	3.8%
Gross as % of selling price	5.5%	5.9%	
Retail gross profit per new vehicle retailed	\$2,214	\$2,277	-2.8%
Retail net profit per new vehicle retailed	(\$635)	(\$243)	
Average number of new vehicles retailed	278	293	-5.2%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	94.1%	90.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,683,688	\$7,149,959	7.5%
Used-vehicle dept. sales as % of total sales	33.5%	32.2%	
Used-vehicle dept. gross as % of total gross	27.6%	27.5%	
Used-vehicle selling price (retail) ³	\$21,005	\$20,250	3.7%
Gross as % of selling price	11.9%	12.2%	
Retail gross profit per used vehicle retailed	\$2,501	\$2,479	0.9%
Retail net profit per used vehicle retailed	\$226	\$225	
Average number of used vehicles retailed	288	276	4.5%
F&I gross as % of used-vehicle sales	3.9%	3.7%	
F&I penetration (used)	32.2%	71.7%	
Used- to new-unit vehicle ratio (retail only)	103.7%	94.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,808,351	\$2,523,188	11.3%
Fixed-ops sales as % of total sales	12.3%	11.4%	
Fixed-ops gross as % of total gross	48.0%	44.9%	
Warranty as % of total fixed-ops sales	17.0%	16.5%	
ADVERTISING EXPENSE ⁴	\$194,221	\$193,533	0.4%
As % of total gross	7.5%	7.8%	
Per new vehicle retailed	\$699	\$660	5.9%

RENT & EQUIVALENT		\$260,906	\$250,936	4.0%
As % of total gross		10.1%	10.1%	
Per new vehicle retailed		\$939	\$856	9.7%
FLOORPLAN INTEREST		\$67,735	\$29,711	128.0%
As % of total gross		2.6%	1.2%	
Per new vehicle retailed		\$244	\$101	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,225,196	\$2,110,221	5.4%
As % of total sales		9.7%	9.5%	
As % of total gross		85.8%	84.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.9	-10.1%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-5.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-9.0%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.9	1.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.4	-1.9%	17.2	
				YTD
				May 19
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2019 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD May 2019	YTD May 2018	Percent Change
TOTAL SALES	\$28,288,300	\$26,675,995	6.0%
TOTAL GROSS ¹	\$3,368,122	\$3,168,588	6.3%
As % of total sales	11.9%	11.9%	
TOTAL EXPENSE	\$3,387,220	\$3,195,981	6.0%
As % of total sales	12.0%	12.0%	
As % of total gross	100.6%	100.9%	
TOTAL OPERATING PROFIT	(\$19,099)	(\$27,396)	-30.3%
As % of total sales	-0.1%	-0.1%	
As % of total gross	-0.6%	-0.9%	
NET PROFIT BEFORE TAX	\$701,366	\$655,197	7.0%
As % of total sales	2.5%	2.5%	
As % of total gross	20.8%	20.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$15,518,251	\$14,679,069	5.7%
New-vehicle dept. sales as % of total sales	54.86%	55.0%	
New-vehicle dept. gross as % of total gross	22.92%	23.4%	
New-vehicle selling price (retail) ³	\$34,519	\$33,418	3.3%
Gross as % of selling price	5.4%	5.4%	
Retail gross profit per new vehicle retailed	\$1,863	\$1,818	2.5%
Retail net profit per new vehicle retailed	(\$867)	(\$746)	
Average number of new vehicles retailed	416	409	1.7%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	87.8%	89.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$9,060,581	\$8,559,693	5.9%
Used-vehicle dept. sales as % of total sales	32.0%	32.1%	
Used-vehicle dept. gross as % of total gross	24.0%	24.8%	
Used-vehicle selling price (retail) ³	\$20,873	\$20,292	2.9%
Gross as % of selling price	11.0%	11.4%	
Retail gross profit per used vehicle retailed	\$2,293	\$2,305	-0.5%
Retail net profit per used vehicle retailed	(\$10)	\$25	
Average number of used vehicles retailed	342	331	3.1%
F&I gross as % of used-vehicle sales	4.1%	3.9%	
F&I penetration (used)	76.7%	74.3%	
Used- to new-unit vehicle ratio (retail only)	82.2%	81.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,684,217	\$3,437,037	7.2%
Fixed-ops sales as % of total sales	13.0%	12.9%	
Fixed-ops gross as % of total gross	53.1%	51.8%	
Warranty as % of total fixed-ops sales	20.8%	19.3%	
ADVERTISING EXPENSE ⁴	\$258,499	\$258,676	-0.1%
As % of total gross	7.7%	8.2%	
Per new vehicle retailed	\$622	\$633	-1.7%

RENT & EQUIVALENT		\$396,583	\$383,379	3.4%
As % of total gross		11.8%	12.1%	
Per new vehicle retailed		\$954	\$938	1.7%
FLOORPLAN INTEREST		\$52,078	\$16,110	223.3%
As % of total gross		1.5%	0.5%	
Per new vehicle retailed		\$125	\$39	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,998,561	\$2,851,238	5.2%
As % of total sales		10.6%	10.7%	
As % of total gross		89.0%	90.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.9	-10.1%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-5.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-9.0%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.9	1.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.4	-1.9%	17.2	
				YTD
				May 19
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2019 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



LUXURY DEALERSHIP PROFILE

	YTD May 2019	YTD May 2018	Percent Change
TOTAL SALES	\$37,699,108	\$35,316,095	6.7%
TOTAL GROSS ¹	\$4,097,515	\$4,013,006	2.1%
As % of total sales	10.9%	11.4%	
TOTAL EXPENSE	\$4,272,582	\$4,088,296	4.5%
As % of total sales	11.3%	11.6%	
As % of total gross	104.3%	101.9%	
TOTAL OPERATING PROFIT	(\$175,072)	(\$75,303)	132.5%
As % of total sales	-0.5%	-0.2%	
As % of total gross	-4.3%	-1.9%	
NET PROFIT BEFORE TAX	\$952,472	\$960,905	-0.9%
As % of total sales	2.5%	2.7%	
As % of total gross	23.2%	23.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$20,450,936	\$18,655,100	9.6%
New-vehicle dept. sales as % of total sales	54.2%	52.8%	
New-vehicle dept. gross as % of total gross	19.5%	19.7%	
New-vehicle selling price (retail) ³	\$57,045	\$54,540	4.6%
Gross as % of selling price	4.4%	4.7%	
Retail gross profit per new vehicle retailed	\$2,526	\$2,565	-1.5%
Retail net profit per new vehicle retailed	(\$1,816)	(\$1,463)	
Average number of new vehicles retailed	312	301	3.4%
F&I gross as % of new-vehicle dept. sales	2.0%	2.1%	
F&I penetration (new vehicles)	72.8%	64.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,072,544	\$11,605,177	4.0%
Used-vehicle dept. sales as % of total sales	32.0%	32.9%	
Used-vehicle dept. gross as % of total gross	19.1%	19.4%	
Used-vehicle selling price (retail) ³	\$31,241	\$30,349	2.9%
Gross as % of selling price	8.1%	8.3%	
Retail gross profit per used vehicle retailed	\$2,532	\$2,532	0.0%
Retail net profit per used vehicle retailed	(\$252)	(\$139)	
Average number of used vehicles retailed	297	297	0.3%
F&I gross as % of used-vehicle sales	2.8%	2.6%	
F&I penetration (used)	50.6%	52.5%	
Used- to new-unit vehicle ratio (retail only)	95.5%	98.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,172,940	\$5,054,948	2.3%
Fixed-ops sales as % of total sales	13.7%	14.3%	
Fixed-ops gross as % of total gross	61.4%	60.9%	
Warranty as % of total fixed-ops sales	22.1%	20.7%	
ADVERTISING EXPENSE ⁴	\$231,532	\$215,512	7.4%
As % of total gross	5.7%	5.4%	
Per new vehicle retailed	\$743	\$715	3.9%

RENT & EQUIVALENT		\$499,756	\$505,773	-1.2%
As % of total gross		12.2%	12.6%	
Per new vehicle retailed		\$1,604	\$1,678	-4.4%
FLOORPLAN INTEREST		\$81,924	\$12,693	545.4%
As % of total gross		2.0%	0.3%	
Per new vehicle retailed		\$263	\$42	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,793,596	\$3,658,092	3.7%
As % of total sales		10.1%	10.4%	
As % of total gross		92.6%	91.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.9	-10.1%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-5.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-9.0%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.9	1.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.4	-1.9%	17.2	
				YTD
				May 19
				YTD
				May 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

©2019 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD May 2019	YTD May 2018	Percent Change
TOTAL SALES	\$24,118,442	\$23,220,405	3.9%
TOTAL GROSS ¹	\$2,847,816	\$2,709,971	5.1%
As % of total sales	11.8%	11.7%	
TOTAL EXPENSE	\$2,799,469	\$2,657,522	5.3%
As % of total sales	11.6%	11.4%	
As % of total gross	98.3%	98.1%	
TOTAL OPERATING PROFIT	\$48,347	\$52,449	-7.8%
As % of total sales	0.2%	0.2%	
As % of total gross	1.7%	1.9%	
NET PROFIT BEFORE TAX	\$538,480	\$523,834	2.8%
As % of total sales	2.2%	2.3%	
As % of total gross	18.9%	19.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$13,175,683	\$13,036,363	1.1%
New-vehicle dept. sales as % of total sales	54.63%	56.1%	
New-vehicle dept. gross as % of total gross	24.25%	26.1%	
New-vehicle selling price (retail) ³	\$34,331	\$32,995	4.0%
Gross as % of selling price	5.6%	5.8%	
Retail gross profit per new vehicle retailed	\$1,938	\$1,913	1.3%
Retail net profit per new vehicle retailed	(\$658)	(\$461)	
Average number of new vehicles retailed	354	367	-3.6%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	92.3%	92.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,913,991	\$7,426,920	6.6%
Used-vehicle dept. sales as % of total sales	32.8%	32.0%	
Used-vehicle dept. gross as % of total gross	26.8%	27.2%	
Used-vehicle selling price (retail) ³	\$19,671	\$18,888	4.1%
Gross as % of selling price	12.0%	12.4%	
Retail gross profit per used vehicle retailed	\$2,367	\$2,351	0.7%
Retail net profit per used vehicle retailed	\$137	\$137	
Average number of used vehicles retailed	318	309	3.0%
F&I gross as % of used-vehicle sales	4.3%	4.1%	
F&I penetration (used)	57.7%	76.2%	
Used- to new-unit vehicle ratio (retail only)	89.9%	84.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,009,898	\$2,753,204	9.3%
Fixed-ops sales as % of total sales	12.5%	11.9%	
Fixed-ops gross as % of total gross	49.0%	46.7%	
Warranty as % of total fixed-ops sales	18.6%	17.6%	
ADVERTISING EXPENSE ⁴	\$226,898	\$232,661	-2.5%
As % of total gross	8.0%	8.6%	
Per new vehicle retailed	\$641	\$634	1.2%

RENT & EQUIVALENT		\$308,774	\$300,403	2.8%
As % of total gross		10.8%	11.1%	
Per new vehicle retailed		\$873	\$818	6.7%
FLOORPLAN INTEREST		\$56,565	\$22,971	146.3%
As % of total gross		2.0%	0.8%	
Per new vehicle retailed		\$160	\$63	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,470,880	\$2,369,088	4.3%
As % of total sales		10.2%	10.2%	
As % of total gross		86.8%	87.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD June	%	Full Year	
	2019	Change	2018	
Domestic Cars	1.9	-10.1%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-5.1%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-9.0%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	5.9	1.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	8.4	-1.9%	17.2	

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.

©2019 National Automobile Dealers Association

economics@nada.org

Source: NADA Industry Analysis