



AVERAGE DEALERSHIP PROFILE

	YTD June 2019	YTD June 2018	Percent Change
TOTAL SALES	\$30,985,903	\$30,002,343	3.3%
TOTAL GROSS ¹	\$3,643,645	\$3,480,325	4.7%
As % of total sales	11.8%	11.6%	
TOTAL EXPENSE	\$3,590,119	\$3,419,792	5.0%
As % of total sales	11.6%	11.4%	
As % of total gross	98.5%	98.3%	
TOTAL OPERATING PROFIT	\$53,526	\$60,532	-11.6%
As % of total sales	0.2%	0.2%	
As % of total gross	1.5%	1.7%	
NET PROFIT BEFORE TAX	\$714,480	\$704,137	1.5%
As % of total sales	2.3%	2.3%	
As % of total gross	19.6%	20.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,740,305	\$16,633,600	0.6%
New-vehicle dept. sales as % of total sales	54.0%	55.4%	
New-vehicle dept. gross as % of total gross	23.5%	25.0%	
New-vehicle selling price (retail) ³	\$36,402	\$35,249	3.3%
Gross as % of selling price	5.5%	5.6%	
Retail gross profit per new vehicle retailed	\$1,999	\$1,980	1.0%
Retail net profit per new vehicle retailed	(\$735)	(\$560)	
Average number of new vehicles retailed	425	435	-2.3%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	90.1%	89.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,263,960	\$9,691,842	5.9%
Used-vehicle dept. sales as % of total sales	33.1%	32.3%	
Used-vehicle dept. gross as % of total gross	25.9%	25.9%	
Used-vehicle selling price (retail) ³	\$20,835	\$20,390	2.2%
Gross as % of selling price	11.5%	11.6%	
Retail gross profit per used vehicle retailed	\$2,388	\$2,374	0.6%
Retail net profit per used vehicle retailed	\$107	\$114	
Average number of used vehicles retailed	389	373	4.3%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	76.1%	73.0%	
Used- to new-unit vehicle ratio (retail only)	91.7%	85.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,953,571	\$3,672,762	7.6%
Fixed-ops sales as % of total sales	12.8%	12.2%	
Fixed-ops gross as % of total gross	50.6%	49.1%	
Warranty as % of total fixed-ops sales	18.8%	18.1%	
ADVERTISING EXPENSE ⁴	\$278,367	\$278,902	-0.2%
As % of total gross	7.6%	8.0%	
Per new vehicle retailed	\$655	\$642	2.2%

RENT & EQUIVALENT		\$397,690	\$389,635	2.1%
As % of total gross		10.9%	11.2%	
Per new vehicle retailed		\$936	\$896	4.5%
FLOORPLAN INTEREST		\$65,908	\$27,396	140.6%
As % of total gross		1.8%	0.8%	
Per new vehicle retailed		\$155	\$63	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,179,632	\$3,053,390	4.1%
As % of total sales		10.3%	10.2%	
As % of total gross		87.3%	87.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD July	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.2	-11.3%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-3.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.9	-9.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.9	2.2%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.8	-1.5%	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.
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Source: NADA Industry Analysis



DOMESTIC DEALERSHIP PROFILE

	YTD June 2019	YTD June 2018	Percent Change
TOTAL SALES	\$27,838,591	\$26,735,276	4.1%
TOTAL GROSS ¹	\$3,138,865	\$2,995,403	4.8%
As % of total sales	11.3%	11.2%	
TOTAL EXPENSE	\$3,036,608	\$2,845,663	6.7%
As % of total sales	10.9%	10.6%	
As % of total gross	96.7%	95.0%	
TOTAL OPERATING PROFIT	\$102,255	\$149,740	-31.7%
As % of total sales	0.4%	0.6%	
As % of total gross	3.3%	5.0%	
NET PROFIT BEFORE TAX	\$579,795	\$582,153	-0.4%
As % of total sales	2.1%	2.2%	
As % of total gross	18.5%	19.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$15,194,135	\$15,056,166	0.9%
New-vehicle dept. sales as % of total sales	54.58%	56.3%	
New-vehicle dept. gross as % of total gross	24.73%	27.5%	
New-vehicle selling price (retail) ³	\$40,153	\$38,587	4.1%
Gross as % of selling price	5.6%	5.9%	
Retail gross profit per new vehicle retailed	\$2,234	\$2,270	-1.6%
Retail net profit per new vehicle retailed	(\$567)	(\$255)	
Average number of new vehicles retailed	339	353	-4.1%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	94.1%	91.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$9,253,362	\$8,632,030	7.2%
Used-vehicle dept. sales as % of total sales	33.2%	32.3%	
Used-vehicle dept. gross as % of total gross	27.6%	27.5%	
Used-vehicle selling price (retail) ³	\$21,022	\$20,291	3.6%
Gross as % of selling price	11.9%	12.2%	
Retail gross profit per used vehicle retailed	\$2,505	\$2,481	1.0%
Retail net profit per used vehicle retailed	\$224	\$234	
Average number of used vehicles retailed	347	333	4.2%
F&I gross as % of used-vehicle sales	3.9%	3.7%	
F&I penetration (used)	74.5%	71.3%	
Used- to new-unit vehicle ratio (retail only)	102.4%	94.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,381,466	\$3,037,863	11.3%
Fixed-ops sales as % of total sales	12.1%	11.4%	
Fixed-ops gross as % of total gross	47.7%	45.0%	
Warranty as % of total fixed-ops sales	16.8%	16.4%	
ADVERTISING EXPENSE ⁴	\$234,980	\$235,837	-0.4%
As % of total gross	7.5%	7.9%	
Per new vehicle retailed	\$694	\$668	3.9%

RENT & EQUIVALENT		\$314,506	\$300,184	4.8%
As % of total gross		10.0%	10.0%	
Per new vehicle retailed		\$928	\$850	9.2%
FLOORPLAN INTEREST		\$76,934	\$36,210	112.5%
As % of total gross		2.5%	1.2%	
Per new vehicle retailed		\$227	\$103	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,679,047	\$2,538,880	5.5%
As % of total sales		9.6%	9.5%	
As % of total gross		85.4%	84.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD July	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.2	-11.3%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-3.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.9	-9.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.9	2.2%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.8	-1.5%	17.2	

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD June 2019	YTD June 2018	Percent Change
TOTAL SALES	\$34,014,456	\$32,515,641	4.6%
TOTAL GROSS ¹	\$4,129,379	\$3,853,367	7.2%
As % of total sales	12.1%	11.9%	
TOTAL EXPENSE	\$4,122,743	\$3,861,459	6.8%
As % of total sales	12.1%	11.9%	
As % of total gross	99.8%	100.2%	
TOTAL OPERATING PROFIT	\$6,636	(\$8,094)	-182.0%
As % of total sales	0.0%	0.0%	
As % of total gross	0.2%	-0.2%	
NET PROFIT BEFORE TAX	\$844,083	\$797,977	5.8%
As % of total sales	2.5%	2.5%	
As % of total gross	20.4%	20.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$18,228,132	\$17,847,092	2.1%
New-vehicle dept. sales as % of total sales	53.59%	54.9%	
New-vehicle dept. gross as % of total gross	22.63%	23.5%	
New-vehicle selling price (retail) ³	\$33,993	\$33,425	1.7%
Gross as % of selling price	5.4%	5.4%	
Retail gross profit per new vehicle retailed	\$1,848	\$1,822	1.5%
Retail net profit per new vehicle retailed	(\$843)	(\$726)	
Average number of new vehicles retailed	508	497	2.0%
F&I gross as % of new-vehicle dept. sales	3.3%	3.1%	
F&I penetration (new vehicles)	87.6%	87.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,236,426	\$10,507,136	6.9%
Used-vehicle dept. sales as % of total sales	33.0%	32.3%	
Used-vehicle dept. gross as % of total gross	24.6%	25.0%	
Used-vehicle selling price (retail) ³	\$20,690	\$20,453	1.2%
Gross as % of selling price	11.1%	11.3%	
Retail gross profit per used vehicle retailed	\$2,297	\$2,307	-0.4%
Retail net profit per used vehicle retailed	\$17	\$38	
Average number of used vehicles retailed	430	405	6.3%
F&I gross as % of used-vehicle sales	4.2%	3.9%	
F&I penetration (used)	77.3%	74.0%	
Used- to new-unit vehicle ratio (retail only)	84.8%	81.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,504,089	\$4,161,179	8.2%
Fixed-ops sales as % of total sales	13.2%	12.8%	
Fixed-ops gross as % of total gross	52.7%	51.6%	
Warranty as % of total fixed-ops sales	20.2%	19.0%	
ADVERTISING EXPENSE ⁴	\$320,116	\$312,031	2.6%
As % of total gross	7.8%	8.1%	
Per new vehicle retailed	\$631	\$627	0.6%

RENT & EQUIVALENT		\$477,735	\$458,448	4.2%
As % of total gross		11.6%	11.9%	
Per new vehicle retailed		\$941	\$922	2.1%
FLOORPLAN INTEREST		\$55,299	\$20,616	168.2%
As % of total gross		1.3%	0.5%	
Per new vehicle retailed		\$109	\$41	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,661,328	\$3,449,193	6.2%
As % of total sales		10.8%	10.6%	
As % of total gross		88.7%	89.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD July	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.2	-11.3%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-3.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.9	-9.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.9	2.2%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.8	-1.5%	17.2	

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LUXURY DEALERSHIP PROFILE

	YTD June 2019	YTD June 2018	Percent Change
TOTAL SALES	\$42,485,275	\$42,892,568	-0.9%
TOTAL GROSS ¹	\$4,958,865	\$4,877,707	1.7%
As % of total sales	11.7%	11.4%	
TOTAL EXPENSE	\$5,096,751	\$4,906,411	3.9%
As % of total sales	12.0%	11.4%	
As % of total gross	102.8%	100.6%	
TOTAL OPERATING PROFIT	(\$137,886)	(\$28,713)	380.2%
As % of total sales	-0.3%	-0.1%	
As % of total gross	-2.8%	-0.6%	
NET PROFIT BEFORE TAX	\$1,083,866	\$1,190,992	-9.0%
As % of total sales	2.6%	2.8%	
As % of total gross	21.9%	24.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,799,258	\$22,400,423	-2.7%
New-vehicle dept. sales as % of total sales	51.3%	52.2%	
New-vehicle dept. gross as % of total gross	18.6%	19.6%	
New-vehicle selling price (retail) ³	\$55,615	\$54,861	1.4%
Gross as % of selling price	4.4%	4.7%	
Retail gross profit per new vehicle retailed	\$2,463	\$2,588	-4.9%
Retail net profit per new vehicle retailed	(\$1,787)	(\$1,423)	
Average number of new vehicles retailed	369	361	2.0%
F&I gross as % of new-vehicle dept. sales	2.3%	2.1%	
F&I penetration (new vehicles)	68.9%	65.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,382,886	\$14,401,913	-0.1%
Used-vehicle dept. sales as % of total sales	33.9%	33.6%	
Used-vehicle dept. gross as % of total gross	19.7%	20.0%	
Used-vehicle selling price (retail) ³	\$30,709	\$30,711	0.0%
Gross as % of selling price	8.3%	8.4%	
Retail gross profit per used vehicle retailed	\$2,563	\$2,566	-0.1%
Retail net profit per used vehicle retailed	(\$160)	(\$86)	
Average number of used vehicles retailed	367	366	0.4%
F&I gross as % of used-vehicle sales	2.9%	2.7%	
F&I penetration (used)	51.7%	52.4%	
Used- to new-unit vehicle ratio (retail only)	99.7%	101.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,299,955	\$6,089,193	3.5%
Fixed-ops sales as % of total sales	14.8%	14.2%	
Fixed-ops gross as % of total gross	61.7%	60.4%	
Warranty as % of total fixed-ops sales	22.0%	20.5%	
ADVERTISING EXPENSE ⁴	\$274,371	\$256,372	7.0%
As % of total gross	5.5%	5.3%	
Per new vehicle retailed	\$744	\$710	4.9%

RENT & EQUIVALENT		\$575,892	\$604,519	-4.7%
As % of total gross		11.6%	12.4%	
Per new vehicle retailed		\$1,562	\$1,674	-6.6%
FLOORPLAN INTEREST		\$69,638	\$13,568	413.2%
As % of total gross		1.4%	0.3%	
Per new vehicle retailed		\$189	\$38	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,573,087	\$4,395,944	4.0%
As % of total sales		10.8%	10.2%	
As % of total gross		92.2%	90.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD July	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.2	-11.3%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-3.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.9	-9.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.9	2.2%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.8	-1.5%	17.2	

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MASS MARKET DEALERSHIP PROFILE

	YTD June 2019	YTD June 2018	Percent Change
TOTAL SALES	\$29,606,849	\$28,185,480	5.0%
TOTAL GROSS ¹	\$3,485,765	\$3,283,608	6.2%
As % of total sales	11.8%	11.6%	
TOTAL EXPENSE	\$3,408,818	\$3,209,889	6.2%
As % of total sales	11.5%	11.4%	
As % of total gross	97.8%	97.8%	
TOTAL OPERATING PROFIT	\$76,946	\$73,719	4.4%
As % of total sales	0.3%	0.3%	
As % of total gross	2.2%	2.2%	
NET PROFIT BEFORE TAX	\$669,783	\$634,911	5.5%
As % of total sales	2.3%	2.3%	
As % of total gross	19.2%	19.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,136,863	\$15,826,833	2.0%
New-vehicle dept. sales as % of total sales	54.50%	56.2%	
New-vehicle dept. gross as % of total gross	24.38%	26.1%	
New-vehicle selling price (retail) ³	\$34,401	\$32,979	4.3%
Gross as % of selling price	5.7%	5.8%	
Retail gross profit per new vehicle retailed	\$1,950	\$1,909	2.2%
Retail net profit per new vehicle retailed	(\$626)	(\$459)	
Average number of new vehicles retailed	432	446	-3.1%
F&I gross as % of new-vehicle dept. sales	3.2%	3.1%	
F&I penetration (new vehicles)	92.3%	91.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$9,769,068	\$9,023,853	8.3%
Used-vehicle dept. sales as % of total sales	33.0%	32.0%	
Used-vehicle dept. gross as % of total gross	26.9%	27.2%	
Used-vehicle selling price (retail) ³	\$19,705	\$18,946	4.0%
Gross as % of selling price	12.0%	12.4%	
Retail gross profit per used vehicle retailed	\$2,368	\$2,348	0.9%
Retail net profit per used vehicle retailed	\$138	\$142	
Average number of used vehicles retailed	392	375	4.7%
F&I gross as % of used-vehicle sales	4.2%	4.1%	
F&I penetration (used)	78.9%	75.9%	
Used- to new-unit vehicle ratio (retail only)	90.8%	84.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,669,867	\$3,330,214	10.2%
Fixed-ops sales as % of total sales	12.4%	11.8%	
Fixed-ops gross as % of total gross	48.7%	46.7%	
Warranty as % of total fixed-ops sales	18.1%	17.4%	
ADVERTISING EXPENSE ⁴	\$279,179	\$282,392	-1.1%
As % of total gross	8.0%	8.6%	
Per new vehicle retailed	\$646	\$633	2.0%

RENT & EQUIVALENT		\$376,407	\$359,458	4.7%
As % of total gross		10.8%	10.9%	
Per new vehicle retailed		\$871	\$806	8.1%
FLOORPLAN INTEREST		\$65,194	\$28,910	125.5%
As % of total gross		1.9%	0.9%	
Per new vehicle retailed		\$151	\$65	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,011,869	\$2,863,893	5.2%
As % of total sales		10.2%	10.2%	
As % of total gross		86.4%	87.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD July	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.2	-11.3%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-3.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.9	-9.5%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.9	2.2%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.8	-1.5%	17.2	

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