



AVERAGE DEALERSHIP PROFILE

	YTD Aug 2019	YTD Aug 2018	Percent Change
TOTAL SALES	\$41,897,546	\$41,235,111	1.6%
TOTAL GROSS ¹	\$4,849,923	\$4,720,183	2.7%
As % of total sales	11.6%	11.4%	
TOTAL EXPENSE	\$4,753,885	\$4,642,711	2.4%
As % of total sales	11.3%	11.3%	
As % of total gross	98.0%	98.4%	
TOTAL OPERATING PROFIT	\$96,038	\$79,395	21.0%
As % of total sales	0.2%	0.2%	
As % of total gross	2.0%	1.7%	
NET PROFIT BEFORE TAX	\$991,455	\$967,269	2.5%
As % of total sales	2.4%	2.3%	
As % of total gross	20.4%	20.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,010,492	\$23,115,318	-0.5%
New-vehicle dept. sales as % of total sales	54.9%	56.1%	
New-vehicle dept. gross as % of total gross	23.9%	25.2%	
New-vehicle selling price (retail) ³	\$36,664	\$35,155	4.3%
Gross as % of selling price	5.4%	5.5%	
Retail gross profit per new vehicle retailed	\$1,988	\$1,949	2.0%
Retail net profit per new vehicle retailed	(\$680)	(\$550)	
Average number of new vehicles retailed	581	604	-3.9%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	90.1%	87.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,620,163	\$13,133,740	3.7%
Used-vehicle dept. sales as % of total sales	32.5%	31.9%	
Used-vehicle dept. gross as % of total gross	25.5%	25.7%	
Used-vehicle selling price (retail) ³	\$21,050	\$20,459	2.9%
Gross as % of selling price	11.4%	11.6%	
Retail gross profit per used vehicle retailed	\$2,390	\$2,377	0.5%
Retail net profit per used vehicle retailed	\$91	\$104	
Average number of used vehicles retailed	511	503	1.6%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	75.5%	72.1%	
Used- to new-unit vehicle ratio (retail only)	88.0%	83.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,259,527	\$4,980,227	5.6%
Fixed-ops sales as % of total sales	12.6%	12.1%	
Fixed-ops gross as % of total gross	50.6%	49.1%	
Warranty as % of total fixed-ops sales	18.7%	18.0%	
ADVERTISING EXPENSE ⁴	\$367,714	\$377,219	-2.5%
As % of total gross	7.6%	8.0%	
Per new vehicle retailed	\$633	\$624	1.5%

RENT & EQUIVALENT		\$521,852	\$529,261	-1.4%
As % of total gross		10.8%	11.2%	
Per new vehicle retailed		\$899	\$876	2.6%
FLOORPLAN INTEREST		\$74,223	\$38,037	95.1%
As % of total gross		1.5%	0.8%	
Per new vehicle retailed		\$128	\$63	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,229,196	\$4,144,341	2.0%
As % of total sales		10.1%	10.1%	
As % of total gross		87.2%	87.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.7	-11.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-3.5%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-9.6%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.1	2.7%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.7	-1.1%	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 Aug 2019	YTD Aug 2018	Percent Change
TOTAL SALES	\$38,219,312	\$36,682,165	4.2%
TOTAL GROSS ¹	\$4,259,794	\$4,076,956	4.5%
As % of total sales	11.1%	11.1%	
TOTAL EXPENSE	\$4,084,220	\$3,872,899	5.5%
As % of total sales	10.7%	10.6%	
As % of total gross	95.9%	95.0%	
TOTAL OPERATING PROFIT	\$175,574	\$208,482	-15.8%
As % of total sales	0.5%	0.6%	
As % of total gross	4.1%	5.1%	
NET PROFIT BEFORE TAX	\$821,959	\$798,865	2.9%
As % of total sales	2.2%	2.2%	
As % of total gross	19.3%	19.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,057,076	\$20,839,434	1.0%
New-vehicle dept. sales as % of total sales	55.1%	56.8%	
New-vehicle dept. gross as % of total gross	25.0%	27.6%	
New-vehicle selling price (retail) ³	\$40,229	\$38,648	4.1%
Gross as % of selling price	5.5%	5.8%	
Retail gross profit per new vehicle retailed	\$2,216	\$2,255	-1.7%
Retail net profit per new vehicle retailed	(\$489)	(\$252)	
Average number of new vehicles retailed	470	486	-3.3%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	94.7%	91.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,568,993	\$11,661,643	7.8%
Used-vehicle dept. sales as % of total sales	32.9%	31.8%	
Used-vehicle dept. gross as % of total gross	27.3%	27.2%	
Used-vehicle selling price (retail) ³	\$21,069	\$20,355	3.5%
Gross as % of selling price	11.8%	12.2%	
Retail gross profit per used vehicle retailed	\$2,494	\$2,483	0.4%
Retail net profit per used vehicle retailed	\$207	\$211	
Average number of used vehicles retailed	470	448	4.9%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	74.8%	71.2%	
Used- to new-unit vehicle ratio (retail only)	99.9%	92.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,578,915	\$4,168,638	9.8%
Fixed-ops sales as % of total sales	12.0%	11.4%	
Fixed-ops gross as % of total gross	47.7%	45.2%	
Warranty as % of total fixed-ops sales	16.8%	16.4%	
ADVERTISING EXPENSE ⁴	\$320,998	\$320,421	0.2%
As % of total gross	7.5%	7.9%	
Per new vehicle retailed	\$683	\$659	3.6%

RENT & EQUIVALENT		\$420,214	\$405,231	3.7%
As % of total gross		9.9%	9.9%	
Per new vehicle retailed		\$893	\$833	7.2%
FLOORPLAN INTEREST		\$88,525	\$50,489	75.3%
As % of total gross		2.1%	1.2%	
Per new vehicle retailed		\$188	\$104	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,621,613	\$3,457,150	4.8%
As % of total sales		9.5%	9.4%	
As % of total gross		85.0%	84.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.7	-11.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-3.5%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-9.6%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.1	2.7%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.7	-1.1%	17.2	
				YTD
				Aug 19
				YTD
				Aug 18

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IMPORT DEALERSHIP PROFILE

	YTD Aug 2019	YTD Aug 2018	Percent Change
TOTAL SALES	\$45,384,814	\$44,737,612	1.4%
TOTAL GROSS ¹	\$5,409,413	\$5,215,006	3.7%
As % of total sales	11.9%	11.7%	
TOTAL EXPENSE	\$5,388,783	\$5,234,913	2.9%
As % of total sales	11.9%	11.7%	
As % of total gross	99.6%	100.4%	
TOTAL OPERATING PROFIT	\$20,631	(\$19,909)	-203.6%
As % of total sales	0.0%	0.0%	
As % of total gross	0.4%	-0.4%	
NET PROFIT BEFORE TAX	\$1,152,150	\$1,096,819	5.0%
As % of total sales	2.5%	2.5%	
As % of total gross	21.3%	21.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$24,862,491	\$24,866,115	0.0%
New-vehicle dept. sales as % of total sales	54.8%	55.6%	
New-vehicle dept. gross as % of total gross	23.1%	23.8%	
New-vehicle selling price (retail) ³	\$34,343	\$33,274	3.2%
Gross as % of selling price	5.4%	5.4%	
Retail gross profit per new vehicle retailed	\$1,840	\$1,784	3.1%
Retail net profit per new vehicle retailed	(\$804)	(\$710)	
Average number of new vehicles retailed	685	695	-1.4%
F&I gross as % of new-vehicle dept. sales	3.3%	3.1%	
F&I penetration (new vehicles)	87.1%	86.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,616,759	\$14,266,198	2.5%
Used-vehicle dept. sales as % of total sales	32.2%	31.9%	
Used-vehicle dept. gross as % of total gross	24.1%	24.8%	
Used-vehicle selling price (retail) ³	\$21,035	\$20,525	2.5%
Gross as % of selling price	11.0%	11.3%	
Retail gross profit per used vehicle retailed	\$2,306	\$2,310	-0.2%
Retail net profit per used vehicle retailed	(\$3)	\$37	
Average number of used vehicles retailed	550	545	0.8%
F&I gross as % of used-vehicle sales	4.2%	3.8%	
F&I penetration (used)	76.1%	72.6%	
Used- to new-unit vehicle ratio (retail only)	80.3%	78.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,904,804	\$5,604,567	5.4%
Fixed-ops sales as % of total sales	13.0%	12.5%	
Fixed-ops gross as % of total gross	52.7%	51.4%	
Warranty as % of total fixed-ops sales	20.2%	18.9%	
ADVERTISING EXPENSE ⁴	\$412,004	\$420,913	-2.1%
As % of total gross	7.6%	8.1%	
Per new vehicle retailed	\$601	\$606	-0.7%

RENT & EQUIVALENT		\$618,214	\$624,675	-1.0%
As % of total gross		11.4%	12.0%	
Per new vehicle retailed		\$902	\$899	0.4%
FLOORPLAN INTEREST		\$60,663	\$28,458	113.2%
As % of total gross		1.1%	0.5%	
Per new vehicle retailed		\$89	\$41	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,805,235	\$4,672,985	2.8%
As % of total sales		10.6%	10.4%	
As % of total gross		88.8%	89.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.7	-11.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-3.5%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-9.6%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.1	2.7%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.7	-1.1%	17.2	

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LUXURY DEALERSHIP PROFILE

	YTD Aug 2019	YTD Aug 2018	Percent Change
TOTAL SALES	\$58,587,608	\$59,191,253	-1.0%
TOTAL GROSS ¹	\$6,687,334	\$6,560,926	1.9%
As % of total sales	11.4%	11.1%	
TOTAL EXPENSE	\$6,893,268	\$6,711,278	2.7%
As % of total sales	11.8%	11.3%	
As % of total gross	103.1%	102.3%	
TOTAL OPERATING PROFIT	(\$205,934)	(\$150,361)	37.0%
As % of total sales	-0.4%	-0.3%	
As % of total gross	-3.1%	-2.3%	
NET PROFIT BEFORE TAX	\$1,503,912	\$1,554,793	-3.3%
As % of total sales	2.6%	2.6%	
As % of total gross	22.5%	23.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,487,925	\$31,018,597	-1.7%
New-vehicle dept. sales as % of total sales	52.0%	52.4%	
New-vehicle dept. gross as % of total gross	19.4%	19.0%	
New-vehicle selling price (retail) ³	\$56,479	\$53,897	4.8%
Gross as % of selling price	4.5%	4.5%	
Retail gross profit per new vehicle retailed	\$2,534	\$2,403	5.5%
Retail net profit per new vehicle retailed	(\$1,734)	(\$1,568)	
Average number of new vehicles retailed	506	505	0.2%
F&I gross as % of new-vehicle dept. sales	2.3%	2.1%	
F&I penetration (new vehicles)	68.6%	62.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$19,623,389	\$19,945,580	-1.6%
Used-vehicle dept. sales as % of total sales	33.5%	33.7%	
Used-vehicle dept. gross as % of total gross	19.3%	20.4%	
Used-vehicle selling price (retail) ³	\$31,472	\$30,668	2.6%
Gross as % of selling price	8.2%	8.3%	
Retail gross profit per used vehicle retailed	\$2,575	\$2,555	0.8%
Retail net profit per used vehicle retailed	(\$263)	(\$52)	
Average number of used vehicles retailed	487	506	-3.8%
F&I gross as % of used-vehicle sales	2.9%	2.6%	
F&I penetration (used)	50.7%	50.7%	
Used- to new-unit vehicle ratio (retail only)	96.2%	100.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$8,472,951	\$8,223,828	3.0%
Fixed-ops sales as % of total sales	14.5%	13.9%	
Fixed-ops gross as % of total gross	61.3%	60.6%	
Warranty as % of total fixed-ops sales	22.0%	20.7%	
ADVERTISING EXPENSE ⁴	\$364,032	\$356,958	2.0%
As % of total gross	5.4%	5.4%	
Per new vehicle retailed	\$720	\$707	1.8%

RENT & EQUIVALENT		\$789,671	\$835,180	-5.4%
As % of total gross		11.8%	12.7%	
Per new vehicle retailed		\$1,561	\$1,655	-5.6%
FLOORPLAN INTEREST		\$104,830	\$28,019	274.1%
As % of total gross		1.6%	0.4%	
Per new vehicle retailed		\$207	\$56	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,159,795	\$5,994,461	2.8%
As % of total sales		10.5%	10.1%	
As % of total gross		92.1%	91.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.7	-11.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-3.5%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-9.6%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.1	2.7%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.7	-1.1%	17.2	

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Aug 2019	YTD Aug 2018	Percent Change
TOTAL SALES	\$39,726,157	\$38,704,615	2.6%
TOTAL GROSS ¹	\$4,610,561	\$4,461,177	3.3%
As % of total sales	11.6%	11.5%	
TOTAL EXPENSE	\$4,475,069	\$4,350,244	2.9%
As % of total sales	11.3%	11.2%	
As % of total gross	97.1%	97.5%	
TOTAL OPERATING PROFIT	\$135,492	\$113,133	19.8%
As % of total sales	0.3%	0.3%	
As % of total gross	2.9%	2.5%	
NET PROFIT BEFORE TAX	\$924,621	\$884,046	4.6%
As % of total sales	2.3%	2.3%	
As % of total gross	20.1%	19.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$22,040,768	\$22,011,225	0.1%
New-vehicle dept. sales as % of total sales	55.5%	56.9%	
New-vehicle dept. gross as % of total gross	24.8%	26.5%	
New-vehicle selling price (retail) ³	\$34,447	\$32,974	4.5%
Gross as % of selling price	5.6%	5.7%	
Retail gross profit per new vehicle retailed	\$1,927	\$1,896	1.6%
Retail net profit per new vehicle retailed	(\$562)	(\$430)	
Average number of new vehicles retailed	591	619	-4.6%
F&I gross as % of new-vehicle dept. sales	3.2%	3.1%	
F&I penetration (new vehicles)	92.5%	90.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,837,257	\$12,166,952	5.5%
Used-vehicle dept. sales as % of total sales	32.3%	31.4%	
Used-vehicle dept. gross as % of total gross	26.6%	26.8%	
Used-vehicle selling price (retail) ³	\$19,761	\$18,988	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	\$134	\$127	
Average number of used vehicles retailed	514	503	2.3%
F&I gross as % of used-vehicle sales	4.2%	4.1%	
F&I penetration (used)	78.6%	75.2%	
Used- to new-unit vehicle ratio (retail only)	87.0%	81.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,840,260	\$4,520,252	7.1%
Fixed-ops sales as % of total sales	12.2%	11.7%	
Fixed-ops gross as % of total gross	48.5%	46.7%	
Warranty as % of total fixed-ops sales	18.0%	17.2%	
ADVERTISING EXPENSE ⁴	\$368,358	\$380,445	-3.2%
As % of total gross	8.0%	8.5%	
Per new vehicle retailed	\$624	\$614	1.5%

RENT & EQUIVALENT		\$487,143	\$486,141	0.2%
As % of total gross		10.6%	10.9%	
Per new vehicle retailed		\$825	\$785	5.1%
FLOORPLAN INTEREST		\$69,735	\$38,892	79.3%
As % of total gross		1.5%	0.9%	
Per new vehicle retailed		\$118	\$63	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,977,767	\$3,882,912	2.4%
As % of total sales		10.0%	10.0%	
As % of total gross		86.3%	87.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2019	Change	2018	
Domestic Cars	2.7	-11.4%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.9	-3.5%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.6	-9.6%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	9.1	2.7%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	12.7	-1.1%	17.2	

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