



AVERAGE DEALERSHIP PROFILE

	YTD Oct 2019	YTD Oct 2018	Percent Change
TOTAL SALES	\$52,162,747	\$50,109,371	4.1%
TOTAL GROSS ¹	\$6,019,346	\$5,718,472	5.3%
As % of total sales	11.5%	11.4%	
TOTAL EXPENSE	\$5,912,439	\$5,656,335	4.5%
As % of total sales	11.3%	11.3%	
As % of total gross	98.2%	98.9%	
TOTAL OPERATING PROFIT	\$108,157	\$62,138	74.1%
As % of total sales	0.2%	0.1%	
As % of total gross	1.8%	1.1%	
NET PROFIT BEFORE TAX	\$1,234,603	\$1,161,382	6.3%
As % of total sales	2.4%	2.3%	
As % of total gross	20.5%	20.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,679,724	\$28,276,491	1.4%
New-vehicle dept. sales as % of total sales	55.0%	56.4%	
New-vehicle dept. gross as % of total gross	24.1%	25.2%	
New-vehicle selling price (retail) ³	\$36,744	\$35,377	3.9%
Gross as % of selling price	5.4%	5.5%	
Retail gross profit per new vehicle retailed	\$2,000	\$1,943	3.0%
Retail net profit per new vehicle retailed	(\$663)	(\$557)	
Average number of new vehicles retailed	720	736	-2.1%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	90.8%	89.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,912,999	\$15,872,961	6.6%
Used-vehicle dept. sales as % of total sales	32.4%	31.7%	
Used-vehicle dept. gross as % of total gross	25.3%	25.4%	
Used-vehicle selling price (retail) ³	\$21,076	\$20,528	2.7%
Gross as % of selling price	11.3%	11.5%	
Retail gross profit per used vehicle retailed	\$2,383	\$2,369	0.6%
Retail net profit per used vehicle retailed	\$59	\$62	
Average number of used vehicles retailed	634	605	4.8%
F&I gross as % of used-vehicle sales	4.0%	3.7%	
F&I penetration (used)	75.6%	72.3%	
Used- to new-unit vehicle ratio (retail only)	88.0%	82.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,551,401	\$6,049,797	8.3%
Fixed-ops sales as % of total sales	12.6%	12.1%	
Fixed-ops gross as % of total gross	50.6%	49.4%	
Warranty as % of total fixed-ops sales	18.6%	17.9%	
ADVERTISING EXPENSE ⁴	\$460,996	\$462,915	-0.4%
As % of total gross	7.7%	8.1%	
Per new vehicle retailed	\$640	\$629	1.8%

RENT & EQUIVALENT		\$652,717	\$643,681	1.4%
As % of total gross		10.8%	11.3%	
Per new vehicle retailed		\$906	\$874	3.6%
FLOORPLAN INTEREST		\$84,784	\$44,449	90.7%
As % of total gross		1.4%	0.8%	
Per new vehicle retailed		\$118	\$60	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,264,445	\$5,053,212	4.2%
As % of total sales		10.1%	10.1%	
As % of total gross		87.5%	88.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.3	-12.5%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-3.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.4	-10.4%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	3.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-0.9%	17.2	
				YTD
				Oct 19
				YTD
				Oct 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 Oct 2019	YTD Oct 2018	Percent Change
TOTAL SALES	\$47,833,553	\$45,788,530	4.5%
TOTAL GROSS ¹	\$5,332,930	\$5,090,563	4.8%
As % of total sales	11.1%	11.1%	
TOTAL EXPENSE	\$5,120,023	\$4,863,685	5.3%
As % of total sales	10.7%	10.6%	
As % of total gross	96.0%	95.5%	
TOTAL OPERATING PROFIT	\$212,906	\$226,878	-6.2%
As % of total sales	0.4%	0.5%	
As % of total gross	4.0%	4.5%	
NET PROFIT BEFORE TAX	\$1,018,326	\$981,460	3.8%
As % of total sales	2.1%	2.1%	
As % of total gross	19.1%	19.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$26,448,356	\$26,262,240	0.7%
New-vehicle dept. sales as % of total sales	55.3%	57.4%	
New-vehicle dept. gross as % of total gross	25.2%	27.6%	
New-vehicle selling price (retail) ³	\$40,435	\$38,973	3.8%
Gross as % of selling price	5.5%	5.8%	
Retail gross profit per new vehicle retailed	\$2,240	\$2,243	-0.1%
Retail net profit per new vehicle retailed	(\$452)	(\$271)	
Average number of new vehicles retailed	587	609	-3.6%
F&I gross as % of new-vehicle dept. sales	2.7%	2.6%	
F&I penetration (new vehicles)	94.3%	95.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,577,249	\$14,452,585	7.8%
Used-vehicle dept. sales as % of total sales	32.6%	31.6%	
Used-vehicle dept. gross as % of total gross	26.8%	26.6%	
Used-vehicle selling price (retail) ³	\$21,102	\$20,433	3.3%
Gross as % of selling price	11.8%	12.1%	
Retail gross profit per used vehicle retailed	\$2,485	\$2,468	0.7%
Retail net profit per used vehicle retailed	\$161	\$165	
Average number of used vehicles retailed	581	551	5.4%
F&I gross as % of used-vehicle sales	3.8%	3.6%	
F&I penetration (used)	74.6%	72.4%	
Used- to new-unit vehicle ratio (retail only)	99.0%	90.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,785,588	\$5,270,501	9.8%
Fixed-ops sales as % of total sales	12.1%	11.5%	
Fixed-ops gross as % of total gross	48.0%	45.8%	
Warranty as % of total fixed-ops sales	16.7%	16.4%	
ADVERTISING EXPENSE ⁴	\$402,433	\$406,937	-1.1%
As % of total gross	7.5%	8.0%	
Per new vehicle retailed	\$686	\$668	2.6%

RENT & EQUIVALENT		\$528,273	\$509,799	3.6%
As % of total gross		9.9%	10.0%	
Per new vehicle retailed		\$900	\$837	7.5%
FLOORPLAN INTEREST		\$100,098	\$66,155	51.3%
As % of total gross		1.9%	1.3%	
Per new vehicle retailed		\$171	\$109	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,550,022	\$4,337,103	4.9%
As % of total sales		9.5%	9.5%	
As % of total gross		85.3%	85.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.3	-12.5%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-3.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.4	-10.4%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	3.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-0.9%	17.2	
				YTD
				Oct 19
				YTD
				Oct 18

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IMPORT DEALERSHIP PROFILE

	YTD Oct 2019	YTD Oct 2018	Percent Change
TOTAL SALES	\$56,267,180	\$53,433,318	5.3%
TOTAL GROSS ¹	\$6,670,126	\$6,201,511	7.6%
As % of total sales	11.9%	11.6%	
TOTAL EXPENSE	\$6,663,715	\$6,266,106	6.3%
As % of total sales	11.8%	11.7%	
As % of total gross	99.9%	101.0%	
TOTAL OPERATING PROFIT	\$8,847	(\$64,593)	-113.7%
As % of total sales	0.0%	-0.1%	
As % of total gross	0.1%	-1.0%	
NET PROFIT BEFORE TAX	\$1,439,651	\$1,299,793	10.8%
As % of total sales	2.6%	2.4%	
As % of total gross	21.6%	21.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,795,244	\$29,826,019	3.2%
New-vehicle dept. sales as % of total sales	54.7%	55.8%	
New-vehicle dept. gross as % of total gross	23.2%	23.7%	
New-vehicle selling price (retail) ³	\$34,319	\$33,357	2.9%
Gross as % of selling price	5.4%	5.3%	
Retail gross profit per new vehicle retailed	\$1,843	\$1,775	3.8%
Retail net profit per new vehicle retailed	(\$802)	(\$717)	
Average number of new vehicles retailed	847	834	1.6%
F&I gross as % of new-vehicle dept. sales	3.3%	3.1%	
F&I penetration (new vehicles)	88.5%	86.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$18,179,400	\$16,965,632	7.2%
Used-vehicle dept. sales as % of total sales	32.3%	31.8%	
Used-vehicle dept. gross as % of total gross	24.2%	24.6%	
Used-vehicle selling price (retail) ³	\$21,054	\$20,590	2.3%
Gross as % of selling price	10.9%	11.2%	
Retail gross profit per used vehicle retailed	\$2,301	\$2,304	-0.2%
Retail net profit per used vehicle retailed	(\$23)	(\$5)	
Average number of used vehicles retailed	684	645	5.9%
F&I gross as % of used-vehicle sales	4.2%	3.8%	
F&I penetration (used)	76.4%	72.2%	
Used- to new-unit vehicle ratio (retail only)	80.7%	77.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,277,455	\$6,649,296	9.4%
Fixed-ops sales as % of total sales	12.9%	12.4%	
Fixed-ops gross as % of total gross	52.6%	51.7%	
Warranty as % of total fixed-ops sales	19.9%	18.8%	
ADVERTISING EXPENSE ⁴	\$516,520	\$505,978	2.1%
As % of total gross	7.7%	8.2%	
Per new vehicle retailed	\$610	\$607	0.5%

RENT & EQUIVALENT		\$770,700	\$746,674	3.2%
As % of total gross		11.6%	12.0%	
Per new vehicle retailed		\$910	\$895	1.6%
FLOORPLAN INTEREST		\$70,265	\$27,751	153.2%
As % of total gross		1.1%	0.4%	
Per new vehicle retailed		\$83	\$33	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,941,776	\$5,604,102	6.0%
As % of total sales		10.6%	10.5%	
As % of total gross		89.1%	90.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.3	-12.5%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-3.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.4	-10.4%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	3.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-0.9%	17.2	

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LUXURY DEALERSHIP PROFILE

	YTD Oct 2019	YTD Oct 2018	Percent Change
TOTAL SALES	\$71,981,627	\$72,127,979	-0.2%
TOTAL GROSS ¹	\$8,180,053	\$7,969,349	2.6%
As % of total sales	11.4%	11.0%	
TOTAL EXPENSE	\$8,431,777	\$8,269,880	2.0%
As % of total sales	11.7%	11.5%	
As % of total gross	103.1%	103.8%	
TOTAL OPERATING PROFIT	(\$251,724)	(\$300,524)	-16.2%
As % of total sales	-0.3%	-0.4%	
As % of total gross	-3.1%	-3.8%	
NET PROFIT BEFORE TAX	\$1,918,494	\$1,832,980	4.7%
As % of total sales	2.7%	2.5%	
As % of total gross	23.5%	23.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$37,227,618	\$38,174,068	-2.5%
New-vehicle dept. sales as % of total sales	51.7%	52.9%	
New-vehicle dept. gross as % of total gross	18.6%	18.5%	
New-vehicle selling price (retail) ³	\$56,483	\$53,487	5.6%
Gross as % of selling price	4.3%	4.3%	
Retail gross profit per new vehicle retailed	\$2,448	\$2,293	6.8%
Retail net profit per new vehicle retailed	(\$1,856)	(\$1,658)	
Average number of new vehicles retailed	613	628	-2.5%
F&I gross as % of new-vehicle dept. sales	2.3%	2.1%	
F&I penetration (new vehicles)	68.2%	66.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$24,368,839	\$23,852,583	2.2%
Used-vehicle dept. sales as % of total sales	33.9%	33.1%	
Used-vehicle dept. gross as % of total gross	19.9%	20.0%	
Used-vehicle selling price (retail) ³	\$30,819	\$30,492	1.1%
Gross as % of selling price	8.3%	8.3%	
Retail gross profit per used vehicle retailed	\$2,555	\$2,535	0.8%
Retail net profit per used vehicle retailed	(\$207)	(\$145)	
Average number of used vehicles retailed	624	608	2.8%
F&I gross as % of used-vehicle sales	3.0%	2.6%	
F&I penetration (used)	52.0%	50.3%	
Used- to new-unit vehicle ratio (retail only)	101.9%	96.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$10,318,851	\$10,095,753	2.2%
Fixed-ops sales as % of total sales	14.3%	14.0%	
Fixed-ops gross as % of total gross	61.5%	61.5%	
Warranty as % of total fixed-ops sales	22.3%	20.6%	
ADVERTISING EXPENSE ⁴	\$447,430	\$455,105	-1.7%
As % of total gross	5.5%	5.7%	
Per new vehicle retailed	\$730	\$724	0.8%

RENT & EQUIVALENT		\$972,944	\$1,027,877	-5.3%
As % of total gross		11.9%	12.9%	
Per new vehicle retailed		\$1,588	\$1,636	-2.9%
FLOORPLAN INTEREST		\$136,036	\$28,204	382.3%
As % of total gross		1.7%	0.4%	
Per new vehicle retailed		\$222	\$45	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$7,519,707	\$7,400,787	1.6%
As % of total sales		10.4%	10.3%	
As % of total gross		91.9%	92.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.3	-12.5%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-3.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.4	-10.4%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	3.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-0.9%	17.2	

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MASS MARKET DEALERSHIP PROFILE

	YTD Oct 2019	YTD Oct 2018	Percent Change
TOTAL SALES	\$49,587,381	\$46,976,025	5.6%
TOTAL GROSS ¹	\$5,738,464	\$5,398,260	6.3%
As % of total sales	11.6%	11.5%	
TOTAL EXPENSE	\$5,584,286	\$5,283,371	5.7%
As % of total sales	11.3%	11.2%	
As % of total gross	97.3%	97.9%	
TOTAL OPERATING PROFIT	\$155,584	\$114,889	35.4%
As % of total sales	0.3%	0.2%	
As % of total gross	2.7%	2.1%	
NET PROFIT BEFORE TAX	\$1,145,600	\$1,065,702	7.5%
As % of total sales	2.3%	2.3%	
As % of total gross	20.0%	19.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$27,572,798	\$26,875,168	2.6%
New-vehicle dept. sales as % of total sales	55.6%	57.2%	
New-vehicle dept. gross as % of total gross	25.1%	26.7%	
New-vehicle selling price (retail) ³	\$34,593	\$33,219	4.1%
Gross as % of selling price	5.6%	5.7%	
Retail gross profit per new vehicle retailed	\$1,951	\$1,901	2.6%
Retail net profit per new vehicle retailed	(\$533)	(\$424)	
Average number of new vehicles retailed	735	752	-2.3%
F&I gross as % of new-vehicle dept. sales	3.2%	3.0%	
F&I penetration (new vehicles)	93.3%	92.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,941,476	\$14,732,332	8.2%
Used-vehicle dept. sales as % of total sales	32.1%	31.4%	
Used-vehicle dept. gross as % of total gross	26.3%	26.5%	
Used-vehicle selling price (retail) ³	\$19,823	\$19,094	3.8%
Gross as % of selling price	11.9%	12.3%	
Retail gross profit per used vehicle retailed	\$2,361	\$2,345	0.7%
Retail net profit per used vehicle retailed	\$93	\$92	
Average number of used vehicles retailed	635	604	5.1%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	78.7%	75.5%	
Used- to new-unit vehicle ratio (retail only)	86.4%	80.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,060,824	\$5,472,071	10.8%
Fixed-ops sales as % of total sales	12.2%	11.6%	
Fixed-ops gross as % of total gross	48.6%	46.8%	
Warranty as % of total fixed-ops sales	17.7%	17.2%	
ADVERTISING EXPENSE ⁴	\$462,945	\$464,291	-0.3%
As % of total gross	8.1%	8.6%	
Per new vehicle retailed	\$630	\$617	2.0%

RENT & EQUIVALENT		\$611,192	\$589,032	3.8%
As % of total gross		10.7%	10.9%	
Per new vehicle retailed		\$832	\$783	6.2%
FLOORPLAN INTEREST		\$77,516	\$46,046	68.3%
As % of total gross		1.4%	0.9%	
Per new vehicle retailed		\$105	\$61	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,970,932	\$4,718,488	5.4%
As % of total sales		10.0%	10.0%	
As % of total gross		86.6%	87.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Nov	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.3	-12.5%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.1	-3.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.4	-10.4%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	3.4%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	15.5	-0.9%	17.2	

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