



AVERAGE DEALERSHIP PROFILE

	YTD Nov 2019	YTD Nov 2018	Percent Change
TOTAL SALES	\$56,811,458	\$56,924,384	-0.2%
TOTAL GROSS ¹	\$6,542,387	\$6,454,776	1.4%
As % of total sales	11.5%	11.3%	
TOTAL EXPENSE	\$6,425,018	\$6,412,005	0.2%
As % of total sales	11.3%	11.3%	
As % of total gross	98.2%	99.3%	
TOTAL OPERATING PROFIT	\$117,369	\$42,780	174.4%
As % of total sales	0.2%	0.1%	
As % of total gross	1.8%	0.7%	
NET PROFIT BEFORE TAX	\$1,341,412	\$1,297,659	3.4%
As % of total sales	2.4%	2.3%	
As % of total gross	20.5%	20.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$31,514,914	\$32,184,734	-2.1%
New-vehicle dept. sales as % of total sales	55.5%	56.5%	
New-vehicle dept. gross as % of total gross	24.4%	25.2%	
New-vehicle selling price (retail) ³	\$36,948	\$35,478	4.1%
Gross as % of selling price	5.4%	5.5%	
Retail gross profit per new vehicle retailed	\$2,012	\$1,941	3.7%
Retail net profit per new vehicle retailed	(\$635)	(\$564)	
Average number of new vehicles retailed	788	831	-5.1%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	86.7%	88.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$18,172,023	\$17,818,036	2.0%
Used-vehicle dept. sales as % of total sales	32.0%	31.3%	
Used-vehicle dept. gross as % of total gross	24.9%	25.1%	
Used-vehicle selling price (retail) ³	\$21,133	\$20,507	3.0%
Gross as % of selling price	11.3%	11.5%	
Retail gross profit per used vehicle retailed	\$2,387	\$2,359	1.2%
Retail net profit per used vehicle retailed	\$45	\$36	
Average number of used vehicles retailed	680	680	0.0%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	75.0%	72.0%	
Used- to new-unit vehicle ratio (retail only)	86.2%	81.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,120,251	\$6,917,682	2.9%
Fixed-ops sales as % of total sales	12.5%	12.2%	
Fixed-ops gross as % of total gross	50.7%	49.7%	
Warranty as % of total fixed-ops sales	18.5%	17.8%	
ADVERTISING EXPENSE ⁴	\$502,003	\$520,739	-3.6%
As % of total gross	7.7%	8.1%	
Per new vehicle retailed	\$637	\$627	1.6%

RENT & EQUIVALENT		\$714,208	\$734,775	-2.8%
As % of total gross		10.9%	11.4%	
Per new vehicle retailed		\$906	\$885	2.4%
FLOORPLAN INTEREST		\$85,420	\$53,687	59.1%
As % of total gross		1.3%	0.8%	
Per new vehicle retailed		\$108	\$65	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,722,958	\$5,720,337	0.0%
As % of total sales		10.1%	10.0%	
As % of total gross		87.5%	88.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.6	-12.9%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-4.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-10.9%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	12.3	3.3%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.1	-0.7%	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 Nov 2019	YTD Nov 2018	Percent Change
TOTAL SALES	\$51,987,231	\$50,627,473	2.7%
TOTAL GROSS ¹	\$5,762,734	\$5,606,512	2.8%
As % of total sales	11.1%	11.1%	
TOTAL EXPENSE	\$5,538,146	\$5,380,766	2.9%
As % of total sales	10.7%	10.6%	
As % of total gross	96.1%	96.0%	
TOTAL OPERATING PROFIT	\$224,588	\$225,745	-0.5%
As % of total sales	0.4%	0.4%	
As % of total gross	3.9%	4.0%	
NET PROFIT BEFORE TAX	\$1,100,432	\$1,071,647	2.7%
As % of total sales	2.1%	2.1%	
As % of total gross	19.1%	19.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,883,653	\$28,829,171	0.2%
New-vehicle dept. sales as % of total sales	55.6%	56.9%	
New-vehicle dept. gross as % of total gross	25.4%	27.4%	
New-vehicle selling price (retail) ³	\$40,544	\$39,084	3.7%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$2,239	\$2,242	-0.1%
Retail net profit per new vehicle retailed	(\$432)	(\$287)	
Average number of new vehicles retailed	639	666	-4.0%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	86.5%	93.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,830,263	\$15,892,039	5.9%
Used-vehicle dept. sales as % of total sales	32.4%	31.4%	
Used-vehicle dept. gross as % of total gross	26.5%	26.5%	
Used-vehicle selling price (retail) ³	\$21,147	\$20,458	3.4%
Gross as % of selling price	11.7%	12.0%	
Retail gross profit per used vehicle retailed	\$2,475	\$2,463	0.5%
Retail net profit per used vehicle retailed	\$145	\$144	
Average number of used vehicles retailed	627	606	3.4%
F&I gross as % of used-vehicle sales	3.8%	3.7%	
F&I penetration (used)	74.5%	72.5%	
Used- to new-unit vehicle ratio (retail only)	98.0%	91.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,280,015	\$5,887,330	6.7%
Fixed-ops sales as % of total sales	12.1%	11.6%	
Fixed-ops gross as % of total gross	48.0%	46.1%	
Warranty as % of total fixed-ops sales	16.5%	16.3%	
ADVERTISING EXPENSE ⁴	\$437,568	\$446,649	-2.0%
As % of total gross	7.6%	8.0%	
Per new vehicle retailed	\$684	\$671	2.0%

RENT & EQUIVALENT		\$575,737	\$563,142	2.2%
As % of total gross		10.0%	10.0%	
Per new vehicle retailed		\$901	\$846	6.5%
FLOORPLAN INTEREST		\$99,341	\$75,439	31.7%
As % of total gross		1.7%	1.3%	
Per new vehicle retailed		\$155	\$113	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,926,846	\$4,798,171	2.7%
As % of total sales		9.5%	9.5%	
As % of total gross		85.5%	85.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.6	-12.9%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-4.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-10.9%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	12.3	3.3%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.1	-0.7%	17.2	

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Nov 2019	YTD Nov 2018	Percent Change
TOTAL SALES	\$61,385,222	\$61,768,487	-0.6%
TOTAL GROSS ¹	\$7,281,562	\$7,107,330	2.5%
As % of total sales	11.9%	11.5%	
TOTAL EXPENSE	\$7,265,846	\$7,205,319	0.8%
As % of total sales	11.8%	11.7%	
As % of total gross	99.8%	101.4%	
TOTAL OPERATING PROFIT	\$15,716	(\$97,973)	-116.0%
As % of total sales	0.0%	-0.2%	
As % of total gross	0.2%	-1.4%	
NET PROFIT BEFORE TAX	\$1,569,881	\$1,471,527	6.7%
As % of total sales	2.6%	2.4%	
As % of total gross	21.6%	20.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$34,009,565	\$34,766,110	-2.2%
New-vehicle dept. sales as % of total sales	55.4%	56.3%	
New-vehicle dept. gross as % of total gross	23.6%	23.9%	
New-vehicle selling price (retail) ³	\$34,604	\$33,550	3.1%
Gross as % of selling price	5.4%	5.3%	
Retail gross profit per new vehicle retailed	\$1,864	\$1,780	4.8%
Retail net profit per new vehicle retailed	(\$767)	(\$713)	
Average number of new vehicles retailed	930	957	-2.9%
F&I gross as % of new-vehicle dept. sales	3.3%	3.0%	
F&I penetration (new vehicles)	86.7%	86.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$19,444,121	\$19,299,671	0.7%
Used-vehicle dept. sales as % of total sales	31.7%	31.2%	
Used-vehicle dept. gross as % of total gross	23.8%	24.3%	
Used-vehicle selling price (retail) ³	\$21,121	\$20,538	2.8%
Gross as % of selling price	11.0%	11.2%	
Retail gross profit per used vehicle retailed	\$2,316	\$2,294	1.0%
Retail net profit per used vehicle retailed	(\$37)	(\$32)	
Average number of used vehicles retailed	730	736	-0.8%
F&I gross as % of used-vehicle sales	4.2%	3.8%	
F&I penetration (used)	75.3%	71.7%	
Used- to new-unit vehicle ratio (retail only)	78.5%	76.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,916,864	\$7,710,313	2.7%
Fixed-ops sales as % of total sales	12.9%	12.5%	
Fixed-ops gross as % of total gross	52.7%	51.8%	
Warranty as % of total fixed-ops sales	19.9%	18.7%	
ADVERTISING EXPENSE ⁴	\$563,091	\$577,735	-2.5%
As % of total gross	7.7%	8.1%	
Per new vehicle retailed	\$606	\$603	0.3%

RENT & EQUIVALENT		\$845,490	\$866,808	-2.5%
As % of total gross		11.6%	12.2%	
Per new vehicle retailed		\$909	\$905	0.4%
FLOORPLAN INTEREST		\$72,223	\$36,953	95.4%
As % of total gross		1.0%	0.5%	
Per new vehicle retailed		\$78	\$39	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,477,738	\$6,429,744	0.7%
As % of total sales		10.6%	10.4%	
As % of total gross		89.0%	90.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.6	-12.9%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-4.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-10.9%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	12.3	3.3%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.1	-0.7%	17.2	

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LUXURY DEALERSHIP PROFILE

	YTD Nov 2019	YTD Nov 2018	Percent Change
TOTAL SALES	\$80,714,376	\$82,939,824	-2.7%
TOTAL GROSS ¹	\$9,160,434	\$8,983,588	2.0%
As % of total sales	11.3%	10.8%	
TOTAL EXPENSE	\$9,369,525	\$9,347,211	0.2%
As % of total sales	11.6%	11.3%	
As % of total gross	102.3%	104.0%	
TOTAL OPERATING PROFIT	(\$209,092)	(\$363,551)	-42.5%
As % of total sales	-0.3%	-0.4%	
As % of total gross	-2.3%	-4.0%	
NET PROFIT BEFORE TAX	\$2,209,031	\$2,111,056	4.6%
As % of total sales	2.7%	2.5%	
As % of total gross	24.1%	23.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$42,758,624	\$45,129,051	-5.3%
New-vehicle dept. sales as % of total sales	53.0%	54.4%	
New-vehicle dept. gross as % of total gross	19.4%	18.7%	
New-vehicle selling price (retail) ³	\$56,400	\$53,474	5.5%
Gross as % of selling price	4.4%	4.3%	
Retail gross profit per new vehicle retailed	\$2,482	\$2,276	9.0%
Retail net profit per new vehicle retailed	(\$1,665)	(\$1,612)	
Average number of new vehicles retailed	707	726	-2.5%
F&I gross as % of new-vehicle dept. sales	2.3%	2.1%	
F&I penetration (new vehicles)	66.4%	66.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$26,327,318	\$26,436,698	-0.4%
Used-vehicle dept. sales as % of total sales	32.6%	31.9%	
Used-vehicle dept. gross as % of total gross	19.2%	19.8%	
Used-vehicle selling price (retail) ³	\$30,787	\$30,408	1.2%
Gross as % of selling price	8.3%	8.4%	
Retail gross profit per used vehicle retailed	\$2,547	\$2,541	0.3%
Retail net profit per used vehicle retailed	(\$245)	(\$164)	
Average number of used vehicles retailed	677	676	0.2%
F&I gross as % of used-vehicle sales	2.9%	2.7%	
F&I penetration (used)	51.2%	50.3%	
Used- to new-unit vehicle ratio (retail only)	95.8%	93.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$11,563,913	\$11,367,798	1.7%
Fixed-ops sales as % of total sales	14.3%	13.7%	
Fixed-ops gross as % of total gross	61.5%	61.4%	
Warranty as % of total fixed-ops sales	22.1%	20.5%	
ADVERTISING EXPENSE ⁴	\$493,649	\$512,234	-3.6%
As % of total gross	5.4%	5.7%	
Per new vehicle retailed	\$698	\$706	-1.1%

RENT & EQUIVALENT		\$1,070,882	\$1,164,087	-8.0%
As % of total gross		11.7%	13.0%	
Per new vehicle retailed		\$1,514	\$1,604	-5.6%
FLOORPLAN INTEREST		\$141,412	\$31,568	348.0%
As % of total gross		1.5%	0.4%	
Per new vehicle retailed		\$200	\$43	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$8,366,887	\$8,363,379	0.0%
As % of total sales		10.4%	10.1%	
As % of total gross		91.3%	93.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.6	-12.9%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-4.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-10.9%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	12.3	3.3%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.1	-0.7%	17.2	
				YTD
				Nov 19
				YTD
				Nov 18

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Nov 2019	YTD Nov 2018	Percent Change
TOTAL SALES	\$53,695,122	\$53,253,443	0.8%
TOTAL GROSS ¹	\$6,201,037	\$6,099,273	1.7%
As % of total sales	11.5%	11.5%	
TOTAL EXPENSE	\$6,040,708	\$5,997,121	0.7%
As % of total sales	11.3%	11.3%	
As % of total gross	97.4%	98.3%	
TOTAL OPERATING PROFIT	\$160,328	\$102,152	56.9%
As % of total sales	0.3%	0.2%	
As % of total gross	2.6%	1.7%	
NET PROFIT BEFORE TAX	\$1,228,270	\$1,182,338	3.9%
As % of total sales	2.3%	2.2%	
As % of total gross	19.8%	19.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,051,906	\$30,364,704	-1.0%
New-vehicle dept. sales as % of total sales	56.0%	57.0%	
New-vehicle dept. gross as % of total gross	25.3%	26.6%	
New-vehicle selling price (retail) ³	\$34,698	\$33,277	4.3%
Gross as % of selling price	5.6%	5.7%	
Retail gross profit per new vehicle retailed	\$1,957	\$1,900	3.0%
Retail net profit per new vehicle retailed	(\$516)	(\$435)	
Average number of new vehicles retailed	799	846	-5.6%
F&I gross as % of new-vehicle dept. sales	3.2%	3.1%	
F&I penetration (new vehicles)	89.0%	91.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$17,106,663	\$16,598,722	3.1%
Used-vehicle dept. sales as % of total sales	31.9%	31.2%	
Used-vehicle dept. gross as % of total gross	26.1%	26.2%	
Used-vehicle selling price (retail) ³	\$19,876	\$19,100	4.1%
Gross as % of selling price	11.9%	12.2%	
Retail gross profit per used vehicle retailed	\$2,366	\$2,333	1.4%
Retail net profit per used vehicle retailed	\$82	\$64	
Average number of used vehicles retailed	680	681	-0.1%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	78.0%	75.1%	
Used- to new-unit vehicle ratio (retail only)	85.1%	80.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,540,233	\$6,286,441	4.0%
Fixed-ops sales as % of total sales	12.2%	11.8%	
Fixed-ops gross as % of total gross	48.6%	47.2%	
Warranty as % of total fixed-ops sales	17.6%	17.1%	
ADVERTISING EXPENSE ⁴	\$503,248	\$522,556	-3.7%
As % of total gross	8.1%	8.6%	
Per new vehicle retailed	\$630	\$617	2.0%

RENT & EQUIVALENT		\$667,883	\$674,299	-1.0%
As % of total gross		10.8%	11.1%	
Per new vehicle retailed		\$836	\$797	4.9%
FLOORPLAN INTEREST		\$77,465	\$56,102	38.1%
As % of total gross		1.2%	0.9%	
Per new vehicle retailed		\$97	\$66	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,378,136	\$5,346,832	0.6%
As % of total sales		10.0%	10.0%	
As % of total gross		86.7%	87.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2019	Change	2018	
Domestic Cars	3.6	-12.9%	4.1	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	1.2	-4.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	4.8	-10.9%	5.3	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	12.3	3.3%	11.9	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	17.1	-0.7%	17.2	

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