



AVERAGE DEALERSHIP PROFILE

	YTD Feb 2020	YTD Feb 2019	Percent Change
TOTAL SALES	\$9,455,216	\$8,999,933	5.1%
TOTAL GROSS ¹	\$1,129,049	\$1,065,469	6.0%
As % of total sales	11.9%	11.8%	
TOTAL EXPENSE	\$1,152,278	\$1,127,661	2.2%
As % of total sales	12.2%	12.5%	
As % of total gross	102.1%	105.8%	
TOTAL OPERATING PROFIT	(\$23,229)	(\$62,192)	-62.6%
As % of total sales	-0.2%	-0.7%	
As % of total gross	-2.1%	-5.8%	
NET PROFIT BEFORE TAX	\$206,179	\$148,640	38.7%
As % of total sales	2.2%	1.7%	
As % of total gross	18.3%	14.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,910,297	\$4,723,999	3.9%
New-vehicle dept. sales as % of total sales	51.9%	52.5%	
New-vehicle dept. gross as % of total gross	21.7%	21.8%	
New-vehicle selling price (retail) ³	\$37,288	\$36,489	2.2%
Gross as % of selling price	5.3%	5.4%	
Retail gross profit per new vehicle retailed	\$1,978	\$1,953	1.3%
Retail net profit per new vehicle retailed	(\$941)	(\$1,141)	
Average number of new vehicles retailed	121	118	2.7%
F&I gross as % of new-vehicle dept. sales	3.0%	2.9%	
F&I penetration (new vehicles)	89.7%	94.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,275,740	\$3,048,875	7.4%
Used-vehicle dept. sales as % of total sales	34.6%	33.9%	
Used-vehicle dept. gross as % of total gross	25.9%	24.7%	
Used-vehicle selling price (retail) ³	\$20,907	\$20,775	0.6%
Gross as % of selling price	11.2%	11.1%	
Retail gross profit per used vehicle retailed	\$2,352	\$2,303	2.1%
Retail net profit per used vehicle retailed	\$18	(\$88)	
Average number of used vehicles retailed	123	115	7.7%
F&I gross as % of used-vehicle sales	4.1%	4.0%	
F&I penetration (used)	72.2%	75.7%	
Used- to new-unit vehicle ratio (retail only)	102.0%	97.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,267,047	\$1,225,530	3.4%
Fixed-ops sales as % of total sales	13.4%	13.6%	
Fixed-ops gross as % of total gross	52.3%	53.5%	
Warranty as % of total fixed-ops sales	18.9%	19.0%	
ADVERTISING EXPENSE ⁴	\$86,195	\$85,089	1.3%
As % of total gross	7.6%	8.0%	
Per new vehicle retailed	\$712	\$722	-1.3%

RENT & EQUIVALENT		\$130,875	\$131,604	-0.6%
As % of total gross		11.6%	12.4%	
Per new vehicle retailed		\$1,081	\$1,117	-3.1%
FLOORPLAN INTEREST		\$5,187	\$24,681	-79.0%
As % of total gross		0.5%	2.3%	
Per new vehicle retailed		\$43	\$209	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,035,654	\$988,924	4.7%
As % of total sales		11.0%	11.0%	
As % of total gross		91.7%	92.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2020	Change	2019	
Domestic Cars	0.7	-25.1%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	-24.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-25.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.6	-7.4%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.5	-12.7%	17.1	

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 Feb 2020	YTD Feb 2019	Percent Change
TOTAL SALES	\$8,758,887	\$8,195,095	6.9%
TOTAL GROSS ¹	\$1,009,593	\$944,136	6.9%
As % of total sales	11.5%	11.5%	
TOTAL EXPENSE	\$994,173	\$974,063	2.1%
As % of total sales	11.4%	11.9%	
As % of total gross	98.5%	103.2%	
TOTAL OPERATING PROFIT	\$15,421	(\$29,927)	-151.5%
As % of total sales	0.2%	-0.4%	
As % of total gross	1.5%	-3.2%	
NET PROFIT BEFORE TAX	\$181,993	\$124,162	46.6%
As % of total sales	2.1%	1.5%	
As % of total gross	18.0%	13.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,538,640	\$4,278,052	6.1%
New-vehicle dept. sales as % of total sales	51.8%	52.2%	
New-vehicle dept. gross as % of total gross	22.2%	22.7%	
New-vehicle selling price (retail) ³	\$41,348	\$39,952	3.5%
Gross as % of selling price	5.3%	5.5%	
Retail gross profit per new vehicle retailed	\$2,198	\$2,179	0.9%
Retail net profit per new vehicle retailed	(\$685)	(\$963)	
Average number of new vehicles retailed	98	96	2.2%
F&I gross as % of new-vehicle dept. sales	2.7%	2.6%	
F&I penetration (new vehicles)	92.6%	93.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,072,504	\$2,824,468	8.8%
Used-vehicle dept. sales as % of total sales	35.1%	34.5%	
Used-vehicle dept. gross as % of total gross	27.2%	26.6%	
Used-vehicle selling price (retail) ³	\$21,020	\$20,743	1.3%
Gross as % of selling price	11.5%	11.6%	
Retail gross profit per used vehicle retailed	\$2,411	\$2,410	0.1%
Retail net profit per used vehicle retailed	\$114	\$39	
Average number of used vehicles retailed	115	106	9.0%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	76.2%	75.2%	
Used- to new-unit vehicle ratio (retail only)	118.2%	110.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,143,423	\$1,089,652	4.9%
Fixed-ops sales as % of total sales	13.1%	13.3%	
Fixed-ops gross as % of total gross	50.4%	50.7%	
Warranty as % of total fixed-ops sales	17.6%	16.7%	
ADVERTISING EXPENSE ⁴	\$72,457	\$72,569	-0.2%
As % of total gross	7.2%	7.7%	
Per new vehicle retailed	\$742	\$759	-2.3%

RENT & EQUIVALENT		\$105,573	\$104,752	0.8%
As % of total gross		10.5%	11.1%	
Per new vehicle retailed		\$1,081	\$1,096	-1.3%
FLOORPLAN INTEREST		\$9,538	\$28,595	-66.6%
As % of total gross		0.9%	3.0%	
Per new vehicle retailed		\$98	\$299	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$890,568	\$852,199	4.5%
As % of total sales		10.2%	10.4%	
As % of total gross		88.2%	90.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2020	Change	2019	
Domestic Cars	0.7	-25.1%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	-24.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-25.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.6	-7.4%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.5	-12.7%	17.1	

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Feb 2020	YTD Feb 2019	Percent Change
TOTAL SALES	\$10,106,472	\$9,762,985	3.5%
TOTAL GROSS ¹	\$1,240,772	\$1,180,503	5.1%
As % of total sales	12.3%	12.1%	
TOTAL EXPENSE	\$1,300,149	\$1,273,284	2.1%
As % of total sales	12.9%	13.0%	
As % of total gross	104.8%	107.9%	
TOTAL OPERATING PROFIT	(\$59,377)	(\$92,781)	-36.0%
As % of total sales	-0.6%	-1.0%	
As % of total gross	-4.8%	-7.9%	
NET PROFIT BEFORE TAX	\$228,799	\$171,847	33.1%
As % of total sales	2.3%	1.8%	
As % of total gross	18.4%	14.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$5,257,896	\$5,146,794	2.2%
New-vehicle dept. sales as % of total sales	52.0%	52.7%	
New-vehicle dept. gross as % of total gross	21.3%	21.1%	
New-vehicle selling price (retail) ³	\$34,692	\$34,231	1.3%
Gross as % of selling price	5.3%	5.3%	
Retail gross profit per new vehicle retailed	\$1,838	\$1,806	1.8%
Retail net profit per new vehicle retailed	(\$1,105)	(\$1,257)	
Average number of new vehicles retailed	143	139	2.8%
F&I gross as % of new-vehicle dept. sales	3.3%	3.1%	
F&I penetration (new vehicles)	87.8%	94.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,465,820	\$3,261,631	6.3%
Used-vehicle dept. sales as % of total sales	34.3%	33.4%	
Used-vehicle dept. gross as % of total gross	25.0%	23.3%	
Used-vehicle selling price (retail) ³	\$20,815	\$20,801	0.1%
Gross as % of selling price	11.1%	10.6%	
Retail gross profit per used vehicle retailed	\$2,302	\$2,215	3.9%
Retail net profit per used vehicle retailed	(\$60)	(\$191)	
Average number of used vehicles retailed	131	123	6.6%
F&I gross as % of used-vehicle sales	4.3%	4.1%	
F&I penetration (used)	68.9%	76.2%	
Used- to new-unit vehicle ratio (retail only)	91.6%	88.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,382,669	\$1,354,355	2.1%
Fixed-ops sales as % of total sales	13.7%	13.9%	
Fixed-ops gross as % of total gross	53.7%	55.6%	
Warranty as % of total fixed-ops sales	19.9%	20.8%	
ADVERTISING EXPENSE ⁴	\$99,044	\$96,959	2.1%
As % of total gross	8.0%	8.2%	
Per new vehicle retailed	\$693	\$698	-0.6%

RENT & EQUIVALENT		\$154,540	\$157,063	-1.6%
As % of total gross		12.5%	13.3%	
Per new vehicle retailed		\$1,082	\$1,130	-4.3%
FLOORPLAN INTEREST		\$1,117	\$20,971	-94.7%
As % of total gross		0.1%	1.8%	
Per new vehicle retailed		\$8	\$151	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,171,348	\$1,118,550	4.7%
As % of total sales		11.6%	11.5%	
As % of total gross		94.4%	94.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2020	Change	2019	
Domestic Cars	0.7	-25.1%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	-24.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-25.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.6	-7.4%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.5	-12.7%	17.1	
				YTD
				Feb 20
				YTD
				Feb 19

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LUXURY DEALERSHIP PROFILE

	YTD Feb 2020	YTD Feb 2019	Percent Change
TOTAL SALES	\$13,118,543	\$13,380,537	-2.0%
TOTAL GROSS ¹	\$1,543,839	\$1,527,838	1.0%
As % of total sales	11.8%	11.4%	
TOTAL EXPENSE	\$1,678,585	\$1,688,169	-0.6%
As % of total sales	12.8%	12.6%	
As % of total gross	108.7%	110.5%	
TOTAL OPERATING PROFIT	(\$134,746)	(\$160,332)	-16.0%
As % of total sales	-1.0%	-1.2%	
As % of total gross	-8.7%	-10.5%	
NET PROFIT BEFORE TAX	\$276,561	\$242,864	13.9%
As % of total sales	2.1%	1.8%	
As % of total gross	17.9%	15.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$6,333,034	\$6,796,890	-6.8%
New-vehicle dept. sales as % of total sales	48.3%	50.8%	
New-vehicle dept. gross as % of total gross	14.6%	16.8%	
New-vehicle selling price (retail) ³	\$55,772	\$56,511	-1.3%
Gross as % of selling price	3.8%	4.3%	
Retail gross profit per new vehicle retailed	\$2,123	\$2,433	-12.7%
Retail net profit per new vehicle retailed	(\$2,537)	(\$2,675)	
Average number of new vehicles retailed	106	104	1.9%
F&I gross as % of new-vehicle dept. sales	2.4%	2.1%	
F&I penetration (new vehicles)	65.3%	71.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$4,730,030	\$4,574,836	3.4%
Used-vehicle dept. sales as % of total sales	36.1%	34.2%	
Used-vehicle dept. gross as % of total gross	20.9%	18.7%	
Used-vehicle selling price (retail) ³	\$30,386	\$30,738	-1.1%
Gross as % of selling price	8.6%	8.0%	
Retail gross profit per used vehicle retailed	\$2,607	\$2,446	6.6%
Retail net profit per used vehicle retailed	(\$197)	(\$441)	
Average number of used vehicles retailed	121	115	5.7%
F&I gross as % of used-vehicle sales	3.0%	2.8%	
F&I penetration (used)	55.8%	52.4%	
Used- to new-unit vehicle ratio (retail only)	114.3%	110.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,055,091	\$2,007,908	2.3%
Fixed-ops sales as % of total sales	15.7%	15.0%	
Fixed-ops gross as % of total gross	64.4%	64.5%	
Warranty as % of total fixed-ops sales	21.8%	22.3%	
ADVERTISING EXPENSE ⁴	\$88,091	\$91,889	-4.1%
As % of total gross	5.7%	6.0%	
Per new vehicle retailed	\$830	\$882	-5.9%

RENT & EQUIVALENT		\$198,766	\$213,238	-6.8%
As % of total gross		12.9%	14.0%	
Per new vehicle retailed		\$1,873	\$2,048	-8.5%
FLOORPLAN INTEREST		\$551	\$34,216	-98.4%
As % of total gross		0.0%	2.2%	
Per new vehicle retailed		\$5	\$329	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,519,291	\$1,479,260	2.7%
As % of total sales		11.6%	11.1%	
As % of total gross		98.4%	96.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2020	Change	2019	
Domestic Cars	0.7	-25.1%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	-24.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-25.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.6	-7.4%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.5	-12.7%	17.1	

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Feb 2020	YTD Feb 2019	Percent Change
TOTAL SALES	\$8,980,667	\$8,430,752	6.5%
TOTAL GROSS ¹	\$1,075,205	\$1,005,526	6.9%
As % of total sales	12.0%	11.9%	
TOTAL EXPENSE	\$1,083,950	\$1,054,838	2.8%
As % of total sales	12.1%	12.5%	
As % of total gross	100.8%	104.9%	
TOTAL OPERATING PROFIT	(\$8,745)	(\$49,312)	-82.3%
As % of total sales	-0.1%	-0.6%	
As % of total gross	-0.8%	-4.9%	
NET PROFIT BEFORE TAX	\$197,177	\$136,388	44.6%
As % of total sales	2.2%	1.6%	
As % of total gross	18.3%	13.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,726,636	\$4,454,735	6.1%
New-vehicle dept. sales as % of total sales	52.6%	52.8%	
New-vehicle dept. gross as % of total gross	23.0%	22.8%	
New-vehicle selling price (retail) ³	\$35,208	\$34,219	2.9%
Gross as % of selling price	5.6%	5.5%	
Retail gross profit per new vehicle retailed	\$1,960	\$1,899	3.2%
Retail net profit per new vehicle retailed	(\$763)	(\$966)	
Average number of new vehicles retailed	123	120	2.8%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	92.4%	96.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,087,026	\$2,850,585	8.3%
Used-vehicle dept. sales as % of total sales	34.4%	33.8%	
Used-vehicle dept. gross as % of total gross	26.9%	25.9%	
Used-vehicle selling price (retail) ³	\$19,695	\$19,474	1.1%
Gross as % of selling price	11.8%	11.7%	
Retail gross profit per used vehicle retailed	\$2,319	\$2,283	1.6%
Retail net profit per used vehicle retailed	\$46	(\$42)	
Average number of used vehicles retailed	124	115	8.0%
F&I gross as % of used-vehicle sales	4.4%	4.2%	
F&I penetration (used)	74.3%	78.8%	
Used- to new-unit vehicle ratio (retail only)	100.6%	95.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,164,649	\$1,123,825	3.6%
Fixed-ops sales as % of total sales	13.0%	13.3%	
Fixed-ops gross as % of total gross	50.0%	51.3%	
Warranty as % of total fixed-ops sales	18.2%	18.3%	
ADVERTISING EXPENSE ⁴	\$85,969	\$84,245	2.0%
As % of total gross	8.0%	8.4%	
Per new vehicle retailed	\$699	\$704	-0.7%

RENT & EQUIVALENT		\$122,125	\$121,039	0.9%
As % of total gross		11.4%	12.0%	
Per new vehicle retailed		\$993	\$1,011	-1.8%
FLOORPLAN INTEREST		\$5,667	\$23,324	-75.7%
As % of total gross		0.5%	2.3%	
Per new vehicle retailed		\$46	\$195	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$972,916	\$925,258	5.2%
As % of total sales		10.8%	11.0%	
As % of total gross		90.5%	92.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2020	Change	2019	
Domestic Cars	0.7	-25.1%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	-24.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-25.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	2.6	-7.4%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.5	-12.7%	17.1	

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