



AVERAGE DEALERSHIP PROFILE

	YTD Apr 2020	YTD Apr 2019	Percent Change
TOTAL SALES	\$16,299,300	\$19,791,806	-17.6%
TOTAL GROSS ¹	\$1,944,388	\$2,325,286	-16.4%
As % of total sales	11.9%	11.7%	
TOTAL EXPENSE	\$2,136,858	\$2,333,147	-8.4%
As % of total sales	13.1%	11.8%	
As % of total gross	109.9%	100.3%	
TOTAL OPERATING PROFIT	(\$192,470)	(\$7,861)	2348.4%
As % of total sales	-1.2%	0.0%	
As % of total gross	-9.9%	-0.3%	
NET PROFIT BEFORE TAX	\$214,811	\$442,039	-51.4%
As % of total sales	1.3%	2.2%	
As % of total gross	11.0%	19.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$8,618,475	\$10,616,641	-18.8%
New-vehicle dept. sales as % of total sales	52.9%	53.6%	
New-vehicle dept. gross as % of total gross	22.1%	22.9%	
New-vehicle selling price (retail) ³	\$38,009	\$36,642	3.7%
Gross as % of selling price	5.3%	5.5%	
Retail gross profit per new vehicle retailed	\$1,998	\$2,004	-0.3%
Retail net profit per new vehicle retailed	(\$1,144)	(\$878)	
Average number of new vehicles retailed	208	263	-21.1%
F&I gross as % of new-vehicle dept. sales	3.0%	3.0%	
F&I penetration (new vehicles)	94.2%	89.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,437,508	\$6,615,977	-17.8%
Used-vehicle dept. sales as % of total sales	33.4%	33.4%	
Used-vehicle dept. gross as % of total gross	24.6%	25.7%	
Used-vehicle selling price (retail) ³	\$21,103	\$20,979	0.6%
Gross as % of selling price	11.1%	11.4%	
Retail gross profit per used vehicle retailed	\$2,332	\$2,385	-2.2%
Retail net profit per used vehicle retailed	(\$253)	\$81	
Average number of used vehicles retailed	205	248	-17.4%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	77.8%	76.2%	
Used- to new-unit vehicle ratio (retail only)	98.7%	94.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,239,839	\$2,552,541	-12.3%
Fixed-ops sales as % of total sales	13.7%	12.9%	
Fixed-ops gross as % of total gross	53.4%	51.4%	
Warranty as % of total fixed-ops sales	19.5%	19.4%	
ADVERTISING EXPENSE ⁴	\$153,657	\$179,077	-14.2%
As % of total gross	7.9%	7.7%	
Per new vehicle retailed	\$740	\$680	8.8%

RENT & EQUIVALENT		\$259,967	\$262,430	-0.9%
As % of total gross		13.4%	11.3%	
Per new vehicle retailed		\$1,251	\$996	25.6%
FLOORPLAN INTEREST		\$14,484	\$48,202	-70.0%
As % of total gross		0.7%	2.1%	
Per new vehicle retailed		\$70	\$183	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,901,126	\$2,058,696	-7.7%
As % of total sales		11.7%	10.4%	
As % of total gross		97.8%	88.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.0	-35.4%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-35.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.3	-35.4%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.0	-17.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	5.3	-22.9%	17.1	
				YTD
				Apr 20
				YTD
				Apr 19

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 Apr 2020	YTD Apr 2019	Percent Change
TOTAL SALES	\$15,840,478	\$17,924,233	-11.6%
TOTAL GROSS ¹	\$1,803,483	\$2,047,245	-11.9%
As % of total sales	11.4%	11.4%	
TOTAL EXPENSE	\$1,873,882	\$2,011,260	-6.8%
As % of total sales	11.8%	11.2%	
As % of total gross	103.9%	98.2%	
TOTAL OPERATING PROFIT	(\$70,400)	\$35,985	-295.6%
As % of total sales	-0.4%	0.2%	
As % of total gross	-3.9%	1.8%	
NET PROFIT BEFORE TAX	\$233,497	\$351,846	-33.6%
As % of total sales	1.5%	2.0%	
As % of total gross	12.9%	17.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$8,492,988	\$9,565,789	-11.2%
New-vehicle dept. sales as % of total sales	53.6%	53.4%	
New-vehicle dept. gross as % of total gross	23.5%	23.8%	
New-vehicle selling price (retail) ³	\$42,341	\$39,964	5.9%
Gross as % of selling price	5.3%	5.6%	
Retail gross profit per new vehicle retailed	\$2,235	\$2,218	0.7%
Retail net profit per new vehicle retailed	(\$770)	(\$717)	
Average number of new vehicles retailed	178	214	-17.0%
F&I gross as % of new-vehicle dept. sales	2.7%	2.7%	
F&I penetration (new vehicles)	99.3%	93.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,275,330	\$6,116,334	-13.8%
Used-vehicle dept. sales as % of total sales	33.3%	34.1%	
Used-vehicle dept. gross as % of total gross	25.9%	27.8%	
Used-vehicle selling price (retail) ³	\$21,202	\$20,902	1.4%
Gross as % of selling price	11.4%	11.9%	
Retail gross profit per used vehicle retailed	\$2,408	\$2,493	-3.4%
Retail net profit per used vehicle retailed	(\$90)	\$218	
Average number of used vehicles retailed	199	230	-13.5%
F&I gross as % of used-vehicle sales	4.0%	3.9%	
F&I penetration (used)	77.7%	75.7%	
Used- to new-unit vehicle ratio (retail only)	111.8%	107.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,065,102	\$2,235,640	-7.6%
Fixed-ops sales as % of total sales	13.0%	12.5%	
Fixed-ops gross as % of total gross	50.6%	48.4%	
Warranty as % of total fixed-ops sales	17.8%	17.1%	
ADVERTISING EXPENSE ⁴	\$132,476	\$154,393	-14.2%
As % of total gross	7.3%	7.5%	
Per new vehicle retailed	\$746	\$722	3.4%

RENT & EQUIVALENT		\$209,185	\$209,089	0.0%
As % of total gross		11.6%	10.2%	
Per new vehicle retailed		\$1,178	\$977	20.5%
FLOORPLAN INTEREST		\$21,522	\$54,889	-60.8%
As % of total gross		1.2%	2.7%	
Per new vehicle retailed		\$121	\$257	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,665,806	\$1,769,681	-5.9%
As % of total sales		10.5%	9.9%	
As % of total gross		92.4%	86.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.0	-35.4%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-35.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.3	-35.4%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.0	-17.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	5.3	-22.9%	17.1	

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3. Excludes F&I sales.

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Apr 2020	YTD Apr 2019	Percent Change
TOTAL SALES	\$16,728,423	\$21,562,418	-22.4%
TOTAL GROSS ¹	\$2,076,173	\$2,588,892	-19.8%
As % of total sales	12.4%	12.0%	
TOTAL EXPENSE	\$2,382,812	\$2,638,322	-9.7%
As % of total sales	14.2%	12.2%	
As % of total gross	114.8%	101.9%	
TOTAL OPERATING PROFIT	(\$306,639)	(\$49,431)	520.3%
As % of total sales	-1.8%	-0.2%	
As % of total gross	-14.8%	-1.9%	
NET PROFIT BEFORE TAX	\$197,334	\$527,549	-62.6%
As % of total sales	1.2%	2.4%	
As % of total gross	9.5%	20.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$8,735,838	\$11,612,935	-24.8%
New-vehicle dept. sales as % of total sales	52.2%	53.9%	
New-vehicle dept. gross as % of total gross	21.0%	22.2%	
New-vehicle selling price (retail) ³	\$34,961	\$34,472	1.4%
Gross as % of selling price	5.2%	5.4%	
Retail gross profit per new vehicle retailed	\$1,832	\$1,865	-1.8%
Retail net profit per new vehicle retailed	(\$1,408)	(\$984)	
Average number of new vehicles retailed	236	310	-24.0%
F&I gross as % of new-vehicle dept. sales	3.3%	3.2%	
F&I penetration (new vehicles)	90.6%	87.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,589,189	\$7,089,679	-21.2%
Used-vehicle dept. sales as % of total sales	33.4%	32.9%	
Used-vehicle dept. gross as % of total gross	23.4%	24.2%	
Used-vehicle selling price (retail) ³	\$21,015	\$21,043	-0.1%
Gross as % of selling price	10.8%	10.9%	
Retail gross profit per used vehicle retailed	\$2,265	\$2,297	-1.4%
Retail net profit per used vehicle retailed	(\$397)	(\$31)	
Average number of used vehicles retailed	211	266	-20.5%
F&I gross as % of used-vehicle sales	4.3%	4.1%	
F&I penetration (used)	77.9%	76.7%	
Used- to new-unit vehicle ratio (retail only)	89.5%	85.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,403,265	\$2,852,989	-15.8%
Fixed-ops sales as % of total sales	14.4%	13.2%	
Fixed-ops gross as % of total gross	55.6%	53.6%	
Warranty as % of total fixed-ops sales	20.9%	21.1%	
ADVERTISING EXPENSE ⁴	\$173,468	\$202,480	-14.3%
As % of total gross	8.4%	7.8%	
Per new vehicle retailed	\$735	\$652	12.7%

RENT & EQUIVALENT		\$307,462	\$313,002	-1.8%
As % of total gross		14.8%	12.1%	
Per new vehicle retailed		\$1,303	\$1,009	29.2%
FLOORPLAN INTEREST		\$7,900	\$41,863	-81.1%
As % of total gross		0.4%	1.6%	
Per new vehicle retailed		\$33	\$135	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,121,215	\$2,332,706	-9.1%
As % of total sales		12.7%	10.8%	
As % of total gross		102.2%	90.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.0	-35.4%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-35.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.3	-35.4%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.0	-17.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	5.3	-22.9%	17.1	

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LUXURY DEALERSHIP PROFILE

	YTD Apr 2020	YTD Apr 2019	Percent Change
TOTAL SALES	\$22,725,607	\$30,600,478	-25.7%
TOTAL GROSS ¹	\$2,691,172	\$3,376,309	-20.3%
As % of total sales	11.8%	11.0%	
TOTAL EXPENSE	\$3,261,482	\$3,557,009	-8.3%
As % of total sales	14.4%	11.6%	
As % of total gross	121.2%	105.4%	
TOTAL OPERATING PROFIT	(\$570,309)	(\$180,704)	215.6%
As % of total sales	-2.5%	-0.6%	
As % of total gross	-21.2%	-5.4%	
NET PROFIT BEFORE TAX	\$193,524	\$755,647	-74.4%
As % of total sales	0.9%	2.5%	
As % of total gross	7.2%	22.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$11,248,643	\$16,103,058	-30.1%
New-vehicle dept. sales as % of total sales	49.5%	52.6%	
New-vehicle dept. gross as % of total gross	14.4%	18.9%	
New-vehicle selling price (retail) ³	\$55,897	\$56,950	-1.8%
Gross as % of selling price	3.7%	4.5%	
Retail gross profit per new vehicle retailed	\$2,048	\$2,560	-20.0%
Retail net profit per new vehicle retailed	(\$3,088)	(\$2,052)	
Average number of new vehicles retailed	187	245	-23.5%
F&I gross as % of new-vehicle dept. sales	2.4%	2.1%	
F&I penetration (new vehicles)	64.8%	72.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$7,761,230	\$10,246,325	-24.3%
Used-vehicle dept. sales as % of total sales	34.2%	33.5%	
Used-vehicle dept. gross as % of total gross	19.1%	19.4%	
Used-vehicle selling price (retail) ³	\$30,606	\$31,534	-2.9%
Gross as % of selling price	8.3%	7.9%	
Retail gross profit per used vehicle retailed	\$2,528	\$2,495	1.3%
Retail net profit per used vehicle retailed	(\$687)	(\$275)	
Average number of used vehicles retailed	200	253	-20.9%
F&I gross as % of used-vehicle sales	3.1%	2.8%	
F&I penetration (used)	55.1%	48.9%	
Used- to new-unit vehicle ratio (retail only)	106.8%	103.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,715,150	\$4,249,465	-12.6%
Fixed-ops sales as % of total sales	16.3%	13.9%	
Fixed-ops gross as % of total gross	66.5%	61.7%	
Warranty as % of total fixed-ops sales	22.3%	22.0%	
ADVERTISING EXPENSE ⁴	\$167,086	\$198,018	-15.6%
As % of total gross	6.2%	5.9%	
Per new vehicle retailed	\$892	\$809	10.3%

RENT & EQUIVALENT		\$435,927	\$415,523	4.9%
As % of total gross		16.2%	12.3%	
Per new vehicle retailed		\$2,328	\$1,697	37.1%
FLOORPLAN INTEREST		\$17,386	\$75,827	-77.1%
As % of total gross		0.6%	2.2%	
Per new vehicle retailed		\$93	\$310	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,895,509	\$3,153,358	-8.2%
As % of total sales		12.7%	10.3%	
As % of total gross		107.6%	93.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.0	-35.4%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-35.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.3	-35.4%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.0	-17.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	5.3	-22.9%	17.1	

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Apr 2020	YTD Apr 2019	Percent Change
TOTAL SALES	\$15,465,436	\$18,382,952	-15.9%
TOTAL GROSS ¹	\$1,847,300	\$2,188,282	-15.6%
As % of total sales	11.9%	11.9%	
TOTAL EXPENSE	\$1,990,561	\$2,173,488	-8.4%
As % of total sales	12.9%	11.8%	
As % of total gross	107.8%	99.3%	
TOTAL OPERATING PROFIT	(\$143,261)	\$14,794	-1068.3%
As % of total sales	-0.9%	0.1%	
As % of total gross	-7.8%	0.7%	
NET PROFIT BEFORE TAX	\$217,827	\$401,166	-45.7%
As % of total sales	1.4%	2.2%	
As % of total gross	11.8%	18.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$8,278,207	\$9,902,540	-16.4%
New-vehicle dept. sales as % of total sales	53.5%	53.9%	
New-vehicle dept. gross as % of total gross	23.5%	23.7%	
New-vehicle selling price (retail) ³	\$35,932	\$34,201	5.1%
Gross as % of selling price	5.5%	5.7%	
Retail gross profit per new vehicle retailed	\$1,990	\$1,937	2.7%
Retail net profit per new vehicle retailed	(\$919)	(\$737)	
Average number of new vehicles retailed	211	266	-20.9%
F&I gross as % of new-vehicle dept. sales	3.1%	3.1%	
F&I penetration (new vehicles)	97.6%	91.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,135,452	\$6,141,986	-16.4%
Used-vehicle dept. sales as % of total sales	33.2%	33.4%	
Used-vehicle dept. gross as % of total gross	25.6%	27.0%	
Used-vehicle selling price (retail) ³	\$19,896	\$19,570	1.7%
Gross as % of selling price	11.6%	12.1%	
Retail gross profit per used vehicle retailed	\$2,307	\$2,370	-2.7%
Retail net profit per used vehicle retailed	(\$198)	\$129	
Average number of used vehicles retailed	206	248	-16.9%
F&I gross as % of used-vehicle sales	4.4%	4.3%	
F&I penetration (used)	80.7%	79.9%	
Used- to new-unit vehicle ratio (retail only)	97.7%	93.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,047,928	\$2,331,137	-12.1%
Fixed-ops sales as % of total sales	13.2%	12.7%	
Fixed-ops gross as % of total gross	50.9%	49.3%	
Warranty as % of total fixed-ops sales	18.9%	18.8%	
ADVERTISING EXPENSE ⁴	\$151,935	\$176,679	-14.0%
As % of total gross	8.2%	8.1%	
Per new vehicle retailed	\$722	\$664	8.6%

RENT & EQUIVALENT		\$237,166	\$242,543	-2.2%
As % of total gross		12.8%	11.1%	
Per new vehicle retailed		\$1,127	\$912	23.5%
FLOORPLAN INTEREST		\$13,833	\$44,356	-68.8%
As % of total gross		0.7%	2.0%	
Per new vehicle retailed		\$66	\$167	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,771,941	\$1,915,983	-7.5%
As % of total sales		11.5%	10.4%	
As % of total gross		95.9%	87.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD May	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.0	-35.4%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.3	-35.4%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	1.3	-35.4%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	4.0	-17.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	5.3	-22.9%	17.1	
				YTD
				Apr 20
				YTD
				Apr 19

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