



AVERAGE DEALERSHIP PROFILE

| | YTD June 2020 | YTD June 2019 | Percent Change |
|--|---------------------|---------------------|-------------------|
| TOTAL SALES | \$26,300,394 | \$30,985,903 | -15.1% |
| TOTAL GROSS ¹ | \$3,109,711 | \$3,643,645 | -14.7% |
| As % of total sales | 11.8% | 11.8% | |
| TOTAL EXPENSE | \$3,197,143 | \$3,590,119 | -10.9% |
| As % of total sales | 12.2% | 11.6% | |
| As % of total gross | 102.8% | 98.5% | |
| TOTAL OPERATING PROFIT | (\$73,964) | \$53,526 | -238.2% |
| As % of total sales | -0.3% | 0.2% | |
| As % of total gross | -2.4% | 1.5% | |
| NET PROFIT BEFORE TAX | \$558,451 | \$714,480 | -21.8% |
| As % of total sales | 2.1% | 2.3% | |
| As % of total gross | 18.0% | 19.6% | |
| NEW-VEHICLE DEPARTMENT ² | | | |
| New-vehicle dept. total sales | \$13,895,601 | \$16,740,305 | -17.0% |
| New-vehicle dept. sales as % of total sales | 52.8% | 54.0% | |
| New-vehicle dept. gross as % of total gross | 23.5% | 23.5% | |
| New-vehicle selling price (retail) ³ | \$38,043 | \$36,402 | 4.5% |
| Gross as % of selling price | 5.5% | 5.5% | |
| Retail gross profit per new vehicle retailed | \$2,098 | \$1,999 | 4.9% |
| Retail net profit per new vehicle retailed | (\$803) | (\$735) | |
| Average number of new vehicles retailed | 338 | 425 | -20.4% |
| F&I gross as % of new-vehicle dept. sales | 3.1% | 3.0% | |
| F&I penetration (new vehicles) | 95.1% | 90.1% | |
| USED-VEHICLE DEPARTMENT ² | | | |
| Used-vehicle dept. sales | \$9,087,405 | \$10,263,960 | -11.5% |
| Used-vehicle dept. sales as % of total sales | 34.6% | 33.1% | |
| Used-vehicle dept. gross as % of total gross | 27.4% | 25.9% | |
| Used-vehicle selling price (retail) ³ | \$21,206 | \$20,835 | 1.8% |
| Gross as % of selling price | 11.4% | 11.5% | |
| Retail gross profit per used vehicle retailed | \$2,424 | \$2,388 | 1.5% |
| Retail net profit per used vehicle retailed | \$106 | \$107 | |
| Average number of used vehicles retailed | 346 | 389 | -11.3% |
| F&I gross as % of used-vehicle sales | 4.2% | 4.0% | |
| F&I penetration (used) | 76.4% | 76.1% | |
| Used- to new-unit vehicle ratio (retail only) | 102.2% | 91.7% | |
| SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS) | | | |
| Fixed-ops sales | \$3,292,824 | \$3,953,571 | -16.7% |
| Fixed-ops sales as % of total sales | 12.5% | 12.8% | |
| Fixed-ops gross as % of total gross | 49.2% | 50.6% | |
| Warranty as % of total fixed-ops sales | 19.3% | 18.8% | |
| ADVERTISING EXPENSE ⁴ | \$216,169 | \$278,367 | -22.3% |
| As % of total gross | 7.0% | 7.6% | |
| Per new vehicle retailed | \$640 | \$655 | -2.4% |

| | | | | |
|---|-----------------------------|--------------------|--------------------|---|
| RENT & EQUIVALENT | | \$387,821 | \$397,690 | -2.5% |
| As % of total gross | | 12.5% | 10.9% | |
| Per new vehicle retailed | | \$1,147 | \$936 | 22.6% |
| FLOORPLAN INTEREST | | \$8,034 | \$65,908 | -87.8% |
| As % of total gross | | 0.3% | 1.8% | |
| Per new vehicle retailed | | \$24 | \$155 | |
| SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE | | \$2,858,712 | \$3,179,632 | -10.1% |
| As % of total sales | | 10.9% | 10.3% | |
| As % of total gross | | 91.9% | 87.3% | |
| LIGHT-DUTY VEHICLE SALES (Millions of units) | BALANCE SHEET RATIOS | | | |
| | YTD Jul | % | Full Year | |
| | 2020 | Change | 2019 | |
| Domestic Cars | 1.4 | -34.2% | 3.6 | Net debt to equity (Total liabilities less floorplan to net worth + lifo) |
| Import Cars | 0.5 | -35.0% | 1.2 | Current ratio (Current assets to current liabilities) |
| Total Cars | 1.9 | -34.4% | 4.8 | Service & Parts absorption (S&P gross profit as % of total fixed overhead expense) |
| Light-Duty Trucks | 5.8 | -16.6% | 12.3 | Return on equity (Annualized net pretax profit as % of net worth + lifo) |
| Total light-duty | 7.7 | -21.9% | 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

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Source: NADA Industry Analysis



DOMESTIC DEALERSHIP PROFILE

| | YTD June 2020 | YTD June 2019 | Percent Change |
|--|---------------------|---------------------|-------------------|
| TOTAL SALES | \$25,393,616 | \$27,838,591 | -8.8% |
| TOTAL GROSS ¹ | \$2,890,491 | \$3,138,865 | -7.9% |
| As % of total sales | 11.4% | 11.3% | |
| TOTAL EXPENSE | \$2,846,133 | \$3,036,608 | -6.3% |
| As % of total sales | 11.2% | 10.9% | |
| As % of total gross | 98.5% | 96.7% | |
| TOTAL OPERATING PROFIT | \$72,225 | \$102,255 | -29.4% |
| As % of total sales | 0.3% | 0.4% | |
| As % of total gross | 2.5% | 3.3% | |
| NET PROFIT BEFORE TAX | \$544,892 | \$579,795 | -6.0% |
| As % of total sales | 2.1% | 2.1% | |
| As % of total gross | 18.9% | 18.5% | |
| NEW-VEHICLE DEPARTMENT ² | | | |
| New-vehicle dept. total sales | \$13,456,016 | \$15,194,135 | -11.4% |
| New-vehicle dept. sales as % of total sales | 53.0% | 54.6% | |
| New-vehicle dept. gross as % of total gross | 24.5% | 24.7% | |
| New-vehicle selling price (retail) ³ | \$42,431 | \$40,153 | 5.7% |
| Gross as % of selling price | 5.6% | 5.6% | |
| Retail gross profit per new vehicle retailed | \$2,357 | \$2,234 | 5.5% |
| Retail net profit per new vehicle retailed | (\$492) | (\$567) | |
| Average number of new vehicles retailed | 286 | 339 | -15.7% |
| F&I gross as % of new-vehicle dept. sales | 2.8% | 2.7% | |
| F&I penetration (new vehicles) | 100.0% | 94.1% | |
| USED-VEHICLE DEPARTMENT ² | | | |
| Used-vehicle dept. sales | \$8,872,622 | \$9,253,362 | -4.1% |
| Used-vehicle dept. sales as % of total sales | 34.9% | 33.2% | |
| Used-vehicle dept. gross as % of total gross | 29.2% | 27.6% | |
| Used-vehicle selling price (retail) ³ | \$21,331 | \$21,022 | 1.5% |
| Gross as % of selling price | 11.8% | 11.9% | |
| Retail gross profit per used vehicle retailed | \$2,517 | \$2,505 | 0.5% |
| Retail net profit per used vehicle retailed | \$275 | \$224 | |
| Average number of used vehicles retailed | 337 | 347 | -2.9% |
| F&I gross as % of used-vehicle sales | 4.1% | 3.9% | |
| F&I penetration (used) | 76.1% | 74.5% | |
| Used- to new-unit vehicle ratio (retail only) | 117.9% | 102.4% | |
| SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS) | | | |
| Fixed-ops sales | \$3,031,506 | \$3,381,466 | -10.3% |
| Fixed-ops sales as % of total sales | 11.9% | 12.1% | |
| Fixed-ops gross as % of total gross | 46.2% | 47.7% | |
| Warranty as % of total fixed-ops sales | 17.2% | 16.8% | |
| ADVERTISING EXPENSE ⁴ | \$190,452 | \$234,980 | -18.9% |
| As % of total gross | 6.6% | 7.5% | |
| Per new vehicle retailed | \$667 | \$694 | -3.9% |

| | | | | |
|---|-----------------------------|--------------------|--------------------|---|
| RENT & EQUIVALENT | | \$313,447 | \$314,506 | -0.3% |
| As % of total gross | | 10.8% | 10.0% | |
| Per new vehicle retailed | | \$1,097 | \$928 | 18.2% |
| FLOORPLAN INTEREST | | \$18,830 | \$76,934 | -75.5% |
| As % of total gross | | 0.7% | 2.5% | |
| Per new vehicle retailed | | \$66 | \$227 | |
| SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE | | \$2,547,595 | \$2,679,047 | -4.9% |
| As % of total sales | | 10.0% | 9.6% | |
| As % of total gross | | 88.1% | 85.4% | |
| LIGHT-DUTY VEHICLE SALES (Millions of units) | BALANCE SHEET RATIOS | | | |
| | YTD Jul | % | Full Year | |
| | 2020 | Change | 2019 | |
| Domestic Cars | 1.4 | -34.2% | 3.6 | Net debt to equity (Total liabilities less floorplan to net worth + lifo) |
| Import Cars | 0.5 | -35.0% | 1.2 | Current ratio (Current assets to current liabilities) |
| Total Cars | 1.9 | -34.4% | 4.8 | Service & Parts absorption (S&P gross profit as % of total fixed overhead expense) |
| Light-Duty Trucks | 5.8 | -16.6% | 12.3 | Return on equity (Annualized net pretax profit as % of net worth + lifo) |
| Total light-duty | 7.7 | -21.9% | 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



IMPORT DEALERSHIP PROFILE

| | YTD June 2020 | YTD June 2019 | Percent Change |
|--|---------------------|---------------------|-------------------|
| TOTAL SALES | \$27,148,478 | \$34,014,456 | -20.2% |
| TOTAL GROSS ¹ | \$3,314,741 | \$4,129,379 | -19.7% |
| As % of total sales | 12.2% | 12.1% | |
| TOTAL EXPENSE | \$3,525,432 | \$4,122,743 | -14.5% |
| As % of total sales | 13.0% | 12.1% | |
| As % of total gross | 106.4% | 99.8% | |
| TOTAL OPERATING PROFIT | (\$210,691) | \$6,636 | -3275.1% |
| As % of total sales | -0.8% | 0.0% | |
| As % of total gross | -6.4% | 0.2% | |
| NET PROFIT BEFORE TAX | \$571,132 | \$844,083 | -32.3% |
| As % of total sales | 2.1% | 2.5% | |
| As % of total gross | 17.2% | 20.4% | |
| NEW-VEHICLE DEPARTMENT ² | | | |
| New-vehicle dept. total sales | \$14,306,732 | \$18,228,132 | -21.5% |
| New-vehicle dept. sales as % of total sales | 52.7% | 53.6% | |
| New-vehicle dept. gross as % of total gross | 22.6% | 22.6% | |
| New-vehicle selling price (retail) ³ | \$35,014 | \$33,993 | 3.0% |
| Gross as % of selling price | 5.5% | 5.4% | |
| Retail gross profit per new vehicle retailed | \$1,918 | \$1,848 | 3.8% |
| Retail net profit per new vehicle retailed | (\$1,018) | (\$843) | |
| Average number of new vehicles retailed | 387 | 508 | -23.7% |
| F&I gross as % of new-vehicle dept. sales | 3.3% | 3.3% | |
| F&I penetration (new vehicles) | 91.7% | 87.6% | |
| USED-VEHICLE DEPARTMENT ² | | | |
| Used-vehicle dept. sales | \$9,288,286 | \$11,236,426 | -17.3% |
| Used-vehicle dept. sales as % of total sales | 34.2% | 33.0% | |
| Used-vehicle dept. gross as % of total gross | 25.9% | 24.6% | |
| Used-vehicle selling price (retail) ³ | \$21,096 | \$20,690 | 2.0% |
| Gross as % of selling price | 11.1% | 11.1% | |
| Retail gross profit per used vehicle retailed | \$2,341 | \$2,297 | 1.9% |
| Retail net profit per used vehicle retailed | (\$44) | \$17 | |
| Average number of used vehicles retailed | 354 | 430 | -17.8% |
| F&I gross as % of used-vehicle sales | 4.4% | 4.2% | |
| F&I penetration (used) | 76.7% | 77.3% | |
| Used- to new-unit vehicle ratio (retail only) | 91.4% | 84.8% | |
| SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS) | | | |
| Fixed-ops sales | \$3,537,227 | \$4,504,089 | -21.5% |
| Fixed-ops sales as % of total sales | 13.0% | 13.2% | |
| Fixed-ops gross as % of total gross | 51.5% | 52.7% | |
| Warranty as % of total fixed-ops sales | 21.0% | 20.2% | |
| ADVERTISING EXPENSE ⁴ | \$240,221 | \$320,116 | -25.0% |
| As % of total gross | 7.2% | 7.8% | |
| Per new vehicle retailed | \$621 | \$631 | -1.6% |

| | | | | |
|---|-----------------------------|--------------------|--------------------|---|
| RENT & EQUIVALENT | | \$457,381 | \$477,735 | -4.3% |
| As % of total gross | | 13.8% | 11.6% | |
| Per new vehicle retailed | | \$1,182 | \$941 | 25.5% |
| FLOORPLAN INTEREST | | (\$2,063) | \$55,299 | -103.7% |
| As % of total gross | | -0.1% | 1.3% | |
| Per new vehicle retailed | | (\$5) | \$109 | |
| SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE | | \$3,149,690 | \$3,661,328 | -14.0% |
| As % of total sales | | 11.6% | 10.8% | |
| As % of total gross | | 95.0% | 88.7% | |
| LIGHT-DUTY VEHICLE SALES (Millions of units) | BALANCE SHEET RATIOS | | | |
| | YTD Jul | % | Full Year | |
| | 2020 | Change | 2019 | |
| Domestic Cars | 1.4 | -34.2% | 3.6 | Net debt to equity (Total liabilities less floorplan to net worth + lifo) |
| Import Cars | 0.5 | -35.0% | 1.2 | Current ratio (Current assets to current liabilities) |
| Total Cars | 1.9 | -34.4% | 4.8 | Service & Parts absorption (S&P gross profit as % of total fixed overhead expense) |
| Light-Duty Trucks | 5.8 | -16.6% | 12.3 | Return on equity (Annualized net pretax profit as % of net worth + lifo) |
| Total light-duty | 7.7 | -21.9% | 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



LUXURY DEALERSHIP PROFILE

| | YTD June 2020 | YTD June 2019 | Percent Change |
|--|---------------------|---------------------|-------------------|
| TOTAL SALES | \$35,110,280 | \$42,485,275 | -17.4% |
| TOTAL GROSS ¹ | \$4,016,498 | \$4,958,865 | -19.0% |
| As % of total sales | 11.4% | 11.7% | |
| TOTAL EXPENSE | \$4,558,900 | \$5,096,751 | -10.6% |
| As % of total sales | 13.0% | 12.0% | |
| As % of total gross | 113.5% | 102.8% | |
| TOTAL OPERATING PROFIT | (\$542,402) | (\$137,886) | 293.4% |
| As % of total sales | -1.5% | -0.3% | |
| As % of total gross | -13.5% | -2.8% | |
| NET PROFIT BEFORE TAX | \$572,149 | \$1,083,866 | -47.2% |
| As % of total sales | 1.6% | 2.6% | |
| As % of total gross | 14.2% | 21.9% | |
| NEW-VEHICLE DEPARTMENT ² | | | |
| New-vehicle dept. total sales | \$17,593,089 | \$21,799,258 | -19.3% |
| New-vehicle dept. sales as % of total sales | 50.1% | 51.3% | |
| New-vehicle dept. gross as % of total gross | 15.9% | 18.6% | |
| New-vehicle selling price (retail) ³ | \$55,885 | \$55,615 | 0.5% |
| Gross as % of selling price | 3.8% | 4.4% | |
| Retail gross profit per new vehicle retailed | \$2,122 | \$2,463 | -13.8% |
| Retail net profit per new vehicle retailed | (\$2,402) | (\$1,787) | |
| Average number of new vehicles retailed | 296 | 369 | -19.7% |
| F&I gross as % of new-vehicle dept. sales | 2.3% | 2.3% | |
| F&I penetration (new vehicles) | 65.9% | 68.9% | |
| USED-VEHICLE DEPARTMENT ² | | | |
| Used-vehicle dept. sales | \$12,233,363 | \$14,382,886 | -14.9% |
| Used-vehicle dept. sales as % of total sales | 34.8% | 33.9% | |
| Used-vehicle dept. gross as % of total gross | 21.3% | 19.7% | |
| Used-vehicle selling price (retail) ³ | \$30,941 | \$30,709 | 0.8% |
| Gross as % of selling price | 8.4% | 8.3% | |
| Retail gross profit per used vehicle retailed | \$2,611 | \$2,563 | 1.9% |
| Retail net profit per used vehicle retailed | (\$277) | (\$160) | |
| Average number of used vehicles retailed | 317 | 367 | -13.6% |
| F&I gross as % of used-vehicle sales | 3.1% | 2.9% | |
| F&I penetration (used) | 53.8% | 51.7% | |
| Used- to new-unit vehicle ratio (retail only) | 107.3% | 99.7% | |
| SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS) | | | |
| Fixed-ops sales | \$5,211,464 | \$6,299,955 | -17.3% |
| Fixed-ops sales as % of total sales | 14.8% | 14.8% | |
| Fixed-ops gross as % of total gross | 62.8% | 61.7% | |
| Warranty as % of total fixed-ops sales | 22.5% | 22.0% | |
| ADVERTISING EXPENSE ⁴ | \$211,277 | \$274,371 | -23.0% |
| As % of total gross | 5.3% | 5.5% | |
| Per new vehicle retailed | \$714 | \$744 | -4.1% |

| | | | | |
|---|-----------------------------|--------------------|--------------------|---|
| RENT & EQUIVALENT | | \$620,214 | \$575,892 | 7.7% |
| As % of total gross | | 15.4% | 11.6% | |
| Per new vehicle retailed | | \$2,096 | \$1,562 | 34.2% |
| FLOORPLAN INTEREST | | \$1,895 | \$69,638 | -97.3% |
| As % of total gross | | 0.0% | 1.4% | |
| Per new vehicle retailed | | \$6 | \$189 | |
| SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE | | \$4,059,453 | \$4,573,087 | -11.2% |
| As % of total sales | | 11.6% | 10.8% | |
| As % of total gross | | 101.1% | 92.2% | |
| LIGHT-DUTY VEHICLE SALES (Millions of units) | BALANCE SHEET RATIOS | | | |
| | YTD Jul | % | Full Year | |
| | 2020 | Change | 2019 | |
| Domestic Cars | 1.4 | -34.2% | 3.6 | Net debt to equity (Total liabilities less floorplan to net worth + lifo) |
| Import Cars | 0.5 | -35.0% | 1.2 | Current ratio (Current assets to current liabilities) |
| Total Cars | 1.9 | -34.4% | 4.8 | Service & Parts absorption (S&P gross profit as % of total fixed overhead expense) |
| Light-Duty Trucks | 5.8 | -16.6% | 12.3 | Return on equity (Annualized net pretax profit as % of net worth + lifo) |
| Total light-duty | 7.7 | -21.9% | 17.1 | |
| | | | | YTD |
| | | | | June 20 |
| | | | | YTD |
| | | | | June 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



MASS MARKET DEALERSHIP PROFILE

| | YTD June 2020 | YTD June 2019 | Percent Change |
|--|---------------------|---------------------|-------------------|
| TOTAL SALES | \$25,162,634 | \$29,606,849 | -15.0% |
| TOTAL GROSS ¹ | \$2,992,453 | \$3,485,765 | -14.2% |
| As % of total sales | 11.9% | 11.8% | |
| TOTAL EXPENSE | \$3,020,644 | \$3,408,818 | -11.4% |
| As % of total sales | 12.0% | 11.5% | |
| As % of total gross | 100.9% | 97.8% | |
| TOTAL OPERATING PROFIT | (\$12,989) | \$76,946 | -116.9% |
| As % of total sales | -0.1% | 0.3% | |
| As % of total gross | -0.4% | 2.2% | |
| NET PROFIT BEFORE TAX | \$557,330 | \$669,783 | -16.8% |
| As % of total sales | 2.2% | 2.3% | |
| As % of total gross | 18.6% | 19.2% | |
| NEW-VEHICLE DEPARTMENT ² | | | |
| New-vehicle dept. total sales | \$13,420,278 | \$16,136,863 | -16.8% |
| New-vehicle dept. sales as % of total sales | 53.3% | 54.5% | |
| New-vehicle dept. gross as % of total gross | 24.8% | 24.4% | |
| New-vehicle selling price (retail) ³ | \$36,040 | \$34,401 | 4.8% |
| Gross as % of selling price | 5.8% | 5.7% | |
| Retail gross profit per new vehicle retailed | \$2,093 | \$1,950 | 7.3% |
| Retail net profit per new vehicle retailed | (\$625) | (\$626) | |
| Average number of new vehicles retailed | 344 | 432 | -20.4% |
| F&I gross as % of new-vehicle dept. sales | 3.2% | 3.2% | |
| F&I penetration (new vehicles) | 98.4% | 92.3% | |
| USED-VEHICLE DEPARTMENT ² | | | |
| Used-vehicle dept. sales | \$8,680,086 | \$9,769,068 | -11.1% |
| Used-vehicle dept. sales as % of total sales | 34.5% | 33.0% | |
| Used-vehicle dept. gross as % of total gross | 28.4% | 26.9% | |
| Used-vehicle selling price (retail) ³ | \$20,053 | \$19,705 | 1.8% |
| Gross as % of selling price | 12.0% | 12.0% | |
| Retail gross profit per used vehicle retailed | \$2,402 | \$2,368 | 1.5% |
| Retail net profit per used vehicle retailed | \$152 | \$138 | |
| Average number of used vehicles retailed | 349 | 392 | -11.0% |
| F&I gross as % of used-vehicle sales | 4.5% | 4.2% | |
| F&I penetration (used) | 79.1% | 78.9% | |
| Used- to new-unit vehicle ratio (retail only) | 101.6% | 90.8% | |
| SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS) | | | |
| Fixed-ops sales | \$3,043,995 | \$3,669,867 | -17.1% |
| Fixed-ops sales as % of total sales | 12.1% | 12.4% | |
| Fixed-ops gross as % of total gross | 46.8% | 48.7% | |
| Warranty as % of total fixed-ops sales | 18.6% | 18.1% | |
| ADVERTISING EXPENSE ⁴ | \$216,895 | \$279,179 | -22.3% |
| As % of total gross | 7.2% | 8.0% | |
| Per new vehicle retailed | \$631 | \$646 | -2.3% |

| | | | | |
|---|-----------------------------|--------------------|--------------------|---|
| RENT & EQUIVALENT | | \$357,792 | \$376,407 | -4.9% |
| As % of total gross | | 12.0% | 10.8% | |
| Per new vehicle retailed | | \$1,041 | \$871 | 19.5% |
| FLOORPLAN INTEREST | | \$8,491 | \$65,194 | -87.0% |
| As % of total gross | | 0.3% | 1.9% | |
| Per new vehicle retailed | | \$25 | \$151 | |
| SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE | | \$2,703,292 | \$3,011,869 | -10.2% |
| As % of total sales | | 10.7% | 10.2% | |
| As % of total gross | | 90.3% | 86.4% | |
| LIGHT-DUTY VEHICLE SALES (Millions of units) | BALANCE SHEET RATIOS | | | |
| | YTD Jul | % | Full Year | |
| | 2020 | Change | 2019 | |
| Domestic Cars | 1.4 | -34.2% | 3.6 | Net debt to equity (Total liabilities less floorplan to net worth + lifo) |
| Import Cars | 0.5 | -35.0% | 1.2 | Current ratio (Current assets to current liabilities) |
| Total Cars | 1.9 | -34.4% | 4.8 | Service & Parts absorption (S&P gross profit as % of total fixed overhead expense) |
| Light-Duty Trucks | 5.8 | -16.6% | 12.3 | Return on equity (Annualized net pretax profit as % of net worth + lifo) |
| Total light-duty | 7.7 | -21.9% | 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.
Some Advertising data is reported in one account which includes sales promotion and is already less advertising rebates.

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Source: NADA Industry Analysis