



AVERAGE DEALERSHIP PROFILE

	YTD July 2020	YTD July 2019	Percent Change
TOTAL SALES	\$31,692,212	\$36,691,263	-13.6%
TOTAL GROSS ¹	\$3,832,643	\$4,261,582	-10.1%
As % of total sales	12.1%	11.6%	
TOTAL EXPENSE	\$3,762,619	\$4,201,181	-10.4%
As % of total sales	11.9%	11.5%	
As % of total gross	98.2%	98.6%	
TOTAL OPERATING PROFIT	\$70,024	\$60,401	15.9%
As % of total sales	0.2%	0.2%	
As % of total gross	1.8%	1.4%	
NET PROFIT BEFORE TAX	\$823,893	\$863,172	-4.6%
As % of total sales	2.6%	2.4%	
As % of total gross	21.5%	20.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,770,223	\$20,094,141	-16.5%
New-vehicle dept. sales as % of total sales	52.9%	54.8%	
New-vehicle dept. gross as % of total gross	23.7%	23.8%	
New-vehicle selling price (retail) ³	\$38,035	\$36,973	2.9%
Gross as % of selling price	5.7%	5.4%	
Retail gross profit per new vehicle retailed	\$2,167	\$2,010	7.8%
Retail net profit per new vehicle retailed	(\$653)	(\$724)	
Average number of new vehicles retailed	408	501	-18.5%
F&I gross as % of new-vehicle dept. sales	3.1%	3.0%	
F&I penetration (new vehicles)	94.7%	90.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,947,764	\$11,953,951	-8.4%
Used-vehicle dept. sales as % of total sales	34.5%	32.6%	
Used-vehicle dept. gross as % of total gross	28.1%	25.4%	
Used-vehicle selling price (retail) ³	\$21,230	\$21,086	0.7%
Gross as % of selling price	11.8%	11.4%	
Retail gross profit per used vehicle retailed	\$2,515	\$2,395	5.1%
Retail net profit per used vehicle retailed	\$251	\$81	
Average number of used vehicles retailed	415	446	-6.9%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	76.4%	75.7%	
Used- to new-unit vehicle ratio (retail only)	101.7%	89.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,957,417	\$4,631,105	-14.5%
Fixed-ops sales as % of total sales	12.5%	12.6%	
Fixed-ops gross as % of total gross	48.2%	50.8%	
Warranty as % of total fixed-ops sales	19.1%	19.0%	
ADVERTISING EXPENSE ⁴	\$253,930	\$322,799	-21.3%
As % of total gross	6.6%	7.6%	
Per new vehicle retailed	\$622	\$644	-3.4%

RENT & EQUIVALENT		\$455,287	\$463,946	-1.9%
As % of total gross		11.9%	10.9%	
Per new vehicle retailed		\$1,115	\$926	20.5%
FLOORPLAN INTEREST		(\$10,142)	\$73,602	-113.8%
As % of total gross		-0.3%	1.7%	
Per new vehicle retailed		(\$25)	\$147	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,385,014	\$3,727,262	-9.2%
As % of total sales		10.7%	10.2%	
As % of total gross		88.3%	87.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.7	-33.8%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-34.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.2	-34.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	-16.3%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.0	-21.4%	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 July 2020	YTD July 2019	Percent Change
TOTAL SALES	\$30,539,516	\$33,208,270	-8.0%
TOTAL GROSS ¹	\$3,537,394	\$3,718,938	-4.9%
As % of total sales	11.6%	11.2%	
TOTAL EXPENSE	\$3,329,659	\$3,586,360	-7.2%
As % of total sales	10.9%	10.8%	
As % of total gross	94.1%	96.4%	
TOTAL OPERATING PROFIT	\$207,735	\$132,578	56.7%
As % of total sales	0.7%	0.4%	
As % of total gross	5.9%	3.6%	
NET PROFIT BEFORE TAX	\$766,466	\$696,413	10.1%
As % of total sales	2.5%	2.1%	
As % of total gross	21.7%	18.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,233,141	\$18,217,917	-10.9%
New-vehicle dept. sales as % of total sales	53.2%	54.9%	
New-vehicle dept. gross as % of total gross	24.9%	24.8%	
New-vehicle selling price (retail) ³	\$42,498	\$40,289	5.5%
Gross as % of selling price	5.7%	5.5%	
Retail gross profit per new vehicle retailed	\$2,435	\$2,227	9.3%
Retail net profit per new vehicle retailed	(\$333)	(\$539)	
Average number of new vehicles retailed	344	404	-14.8%
F&I gross as % of new-vehicle dept. sales	2.8%	2.7%	
F&I penetration (new vehicles)	99.5%	95.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,653,813	\$10,957,436	-2.8%
Used-vehicle dept. sales as % of total sales	34.9%	33.0%	
Used-vehicle dept. gross as % of total gross	29.8%	27.3%	
Used-vehicle selling price (retail) ³	\$21,373	\$21,099	1.3%
Gross as % of selling price	12.2%	11.9%	
Retail gross profit per used vehicle retailed	\$2,600	\$2,500	4.0%
Retail net profit per used vehicle retailed	\$391	\$204	
Average number of used vehicles retailed	403	408	-1.3%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	75.6%	75.1%	
Used- to new-unit vehicle ratio (retail only)	117.0%	101.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,618,106	\$4,020,660	-10.0%
Fixed-ops sales as % of total sales	11.8%	12.1%	
Fixed-ops gross as % of total gross	45.2%	47.9%	
Warranty as % of total fixed-ops sales	16.8%	16.7%	
ADVERTISING EXPENSE ⁴	\$226,057	\$279,318	-19.1%
As % of total gross	6.4%	7.5%	
Per new vehicle retailed	\$656	\$691	-5.0%

RENT & EQUIVALENT		\$368,410	\$370,908	-0.7%
As % of total gross		10.4%	10.0%	
Per new vehicle retailed		\$1,070	\$917	16.6%
FLOORPLAN INTEREST		\$1,898	\$84,607	-97.8%
As % of total gross		0.1%	2.3%	
Per new vehicle retailed		\$6	\$209	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,999,379	\$3,171,123	-5.4%
As % of total sales		9.8%	9.5%	
As % of total gross		84.8%	85.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.7	-33.8%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-34.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.2	-34.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	-16.3%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.0	-21.4%	17.1	

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IMPORT DEALERSHIP PROFILE

	YTD July 2020	YTD July 2019	Percent Change
TOTAL SALES	\$32,770,295	\$39,993,427	-18.1%
TOTAL GROSS ¹	\$4,108,781	\$4,776,054	-14.0%
As % of total sales	12.5%	11.9%	
TOTAL EXPENSE	\$4,167,555	\$4,784,082	-12.9%
As % of total sales	12.7%	12.0%	
As % of total gross	101.4%	100.2%	
TOTAL OPERATING PROFIT	(\$58,774)	(\$8,028)	632.1%
As % of total sales	-0.2%	0.0%	
As % of total gross	-1.4%	-0.2%	
NET PROFIT BEFORE TAX	\$877,604	\$1,021,273	-14.1%
As % of total sales	2.7%	2.6%	
As % of total gross	21.4%	21.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$17,272,540	\$21,872,955	-21.0%
New-vehicle dept. sales as % of total sales	52.7%	54.7%	
New-vehicle dept. gross as % of total gross	22.8%	23.0%	
New-vehicle selling price (retail) ³	\$34,964	\$34,829	0.4%
Gross as % of selling price	5.7%	5.4%	
Retail gross profit per new vehicle retailed	\$1,982	\$1,869	6.0%
Retail net profit per new vehicle retailed	(\$874)	(\$843)	
Average number of new vehicles retailed	468	593	-21.1%
F&I gross as % of new-vehicle dept. sales	3.4%	3.2%	
F&I penetration (new vehicles)	91.4%	86.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$11,222,687	\$12,898,729	-13.0%
Used-vehicle dept. sales as % of total sales	34.2%	32.3%	
Used-vehicle dept. gross as % of total gross	26.7%	24.0%	
Used-vehicle selling price (retail) ³	\$21,103	\$21,076	0.1%
Gross as % of selling price	11.6%	11.0%	
Retail gross profit per used vehicle retailed	\$2,441	\$2,310	5.7%
Retail net profit per used vehicle retailed	\$127	(\$17)	
Average number of used vehicles retailed	427	482	-11.5%
F&I gross as % of used-vehicle sales	4.4%	4.1%	
F&I penetration (used)	77.2%	76.3%	
Used- to new-unit vehicle ratio (retail only)	91.2%	81.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,274,765	\$5,209,857	-17.9%
Fixed-ops sales as % of total sales	13.0%	13.0%	
Fixed-ops gross as % of total gross	50.6%	52.9%	
Warranty as % of total fixed-ops sales	20.9%	20.6%	
ADVERTISING EXPENSE ⁴	\$279,999	\$364,022	-23.1%
As % of total gross	6.8%	7.6%	
Per new vehicle retailed	\$598	\$614	-2.5%

RENT & EQUIVALENT		\$536,540	\$552,153	-2.8%
As % of total gross		13.1%	11.6%	
Per new vehicle retailed		\$1,146	\$931	23.1%
FLOORPLAN INTEREST		(\$21,403)	\$63,167	-133.9%
As % of total gross		-0.5%	1.3%	
Per new vehicle retailed		(\$46)	\$107	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,745,688	\$4,254,526	-12.0%
As % of total sales		11.4%	10.6%	
As % of total gross		91.2%	89.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.7	-33.8%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-34.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.2	-34.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	-16.3%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.0	-21.4%	17.1	

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LUXURY DEALERSHIP PROFILE

	YTD July 2020	YTD July 2019	Percent Change
TOTAL SALES	\$42,323,715	\$54,210,559	-21.9%
TOTAL GROSS ¹	\$4,976,470	\$6,144,368	-19.0%
As % of total sales	11.8%	11.3%	
TOTAL EXPENSE	\$5,318,036	\$6,344,737	-16.2%
As % of total sales	12.6%	11.7%	
As % of total gross	106.9%	103.3%	
TOTAL OPERATING PROFIT	(\$341,566)	(\$200,370)	70.5%
As % of total sales	-0.8%	-0.4%	
As % of total gross	-6.9%	-3.3%	
NET PROFIT BEFORE TAX	\$980,338	\$1,470,777	-33.3%
As % of total sales	2.3%	2.7%	
As % of total gross	19.7%	23.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,124,347	\$28,835,351	-26.7%
New-vehicle dept. sales as % of total sales	49.9%	53.2%	
New-vehicle dept. gross as % of total gross	15.7%	20.2%	
New-vehicle selling price (retail) ³	\$55,213	\$57,995	-4.8%
Gross as % of selling price	3.8%	4.6%	
Retail gross profit per new vehicle retailed	\$2,114	\$2,644	-20.0%
Retail net profit per new vehicle retailed	(\$2,136)	(\$1,710)	
Average number of new vehicles retailed	361	464	-22.3%
F&I gross as % of new-vehicle dept. sales	2.4%	2.3%	
F&I penetration (new vehicles)	68.2%	69.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,902,609	\$17,671,197	-15.7%
Used-vehicle dept. sales as % of total sales	35.2%	32.6%	
Used-vehicle dept. gross as % of total gross	22.7%	18.7%	
Used-vehicle selling price (retail) ³	\$30,532	\$31,705	-3.7%
Gross as % of selling price	9.0%	8.2%	
Retail gross profit per used vehicle retailed	\$2,756	\$2,606	5.7%
Retail net profit per used vehicle retailed	\$53	(\$298)	
Average number of used vehicles retailed	391	430	-9.1%
F&I gross as % of used-vehicle sales	3.2%	2.8%	
F&I penetration (used)	56.3%	50.9%	
Used- to new-unit vehicle ratio (retail only)	108.3%	92.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,295,536	\$7,701,003	-18.3%
Fixed-ops sales as % of total sales	14.9%	14.2%	
Fixed-ops gross as % of total gross	61.6%	61.1%	
Warranty as % of total fixed-ops sales	22.0%	22.8%	
ADVERTISING EXPENSE ⁴	\$238,952	\$334,023	-28.5%
As % of total gross	4.8%	5.4%	
Per new vehicle retailed	\$663	\$720	-7.9%

RENT & EQUIVALENT		\$707,242	\$717,331	-1.4%
As % of total gross		14.2%	11.7%	
Per new vehicle retailed		\$1,962	\$1,546	26.9%
FLOORPLAN INTEREST		(\$39,877)	\$105,254	-137.9%
As % of total gross		-0.8%	1.7%	
Per new vehicle retailed		(\$111)	\$227	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,790,498	\$5,670,313	-15.5%
As % of total sales		11.3%	10.5%	
As % of total gross		96.3%	92.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.7	-33.8%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-34.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.2	-34.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	-16.3%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.0	-21.4%	17.1	

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MASS MARKET DEALERSHIP PROFILE

	YTD July 2020	YTD July 2019	Percent Change
TOTAL SALES	\$30,319,582	\$34,409,469	-11.9%
TOTAL GROSS ¹	\$3,684,729	\$4,015,902	-8.2%
As % of total sales	12.2%	11.7%	
TOTAL EXPENSE	\$3,561,088	\$3,921,700	-9.2%
As % of total sales	11.7%	11.4%	
As % of total gross	96.6%	97.7%	
TOTAL OPERATING PROFIT	\$123,641	\$94,202	31.3%
As % of total sales	0.4%	0.3%	
As % of total gross	3.4%	2.3%	
NET PROFIT BEFORE TAX	\$804,452	\$783,659	2.7%
As % of total sales	2.7%	2.3%	
As % of total gross	21.8%	19.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,211,039	\$18,957,850	-14.5%
New-vehicle dept. sales as % of total sales	53.5%	55.1%	
New-vehicle dept. gross as % of total gross	25.1%	24.5%	
New-vehicle selling price (retail) ³	\$36,088	\$34,456	4.7%
Gross as % of selling price	6.0%	5.6%	
Retail gross profit per new vehicle retailed	\$2,171	\$1,933	12.3%
Retail net profit per new vehicle retailed	(\$486)	(\$606)	
Average number of new vehicles retailed	415	506	-18.1%
F&I gross as % of new-vehicle dept. sales	3.2%	3.2%	
F&I penetration (new vehicles)	97.7%	92.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,435,561	\$11,208,126	-6.9%
Used-vehicle dept. sales as % of total sales	34.4%	32.6%	
Used-vehicle dept. gross as % of total gross	29.0%	26.7%	
Used-vehicle selling price (retail) ³	\$20,098	\$19,757	1.7%
Gross as % of selling price	12.4%	12.0%	
Retail gross profit per used vehicle retailed	\$2,486	\$2,368	5.0%
Retail net profit per used vehicle retailed	\$275	\$128	
Average number of used vehicles retailed	419	448	-6.6%
F&I gross as % of used-vehicle sales	4.5%	4.2%	
F&I penetration (used)	78.9%	78.9%	
Used- to new-unit vehicle ratio (retail only)	101.0%	88.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,654,170	\$4,230,268	-13.6%
Fixed-ops sales as % of total sales	12.1%	12.3%	
Fixed-ops gross as % of total gross	45.8%	48.7%	
Warranty as % of total fixed-ops sales	18.5%	18.0%	
ADVERTISING EXPENSE ⁴	\$255,993	\$321,491	-20.4%
As % of total gross	6.9%	8.0%	
Per new vehicle retailed	\$617	\$635	-2.8%

RENT & EQUIVALENT		\$422,742	\$431,101	-1.9%
As % of total gross		11.5%	10.7%	
Per new vehicle retailed		\$1,019	\$852	19.7%
FLOORPLAN INTEREST		(\$6,651)	\$69,088	-109.6%
As % of total gross		-0.2%	1.7%	
Per new vehicle retailed		(\$16)	\$136	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,203,126	\$3,474,014	-7.8%
As % of total sales		10.6%	10.1%	
As % of total gross		86.9%	86.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.7	-33.8%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.5	-34.6%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.2	-34.0%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	6.8	-16.3%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	9.0	-21.4%	17.1	

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