



AVERAGE DEALERSHIP PROFILE

	YTD Aug 2020	YTD Aug 2019	Percent Change
TOTAL SALES	\$38,392,837	\$41,897,546	-8.4%
TOTAL GROSS ¹	\$4,696,924	\$4,849,923	-3.2%
As % of total sales	12.2%	11.6%	
TOTAL EXPENSE	\$4,470,026	\$4,753,885	-6.0%
As % of total sales	11.6%	11.3%	
As % of total gross	95.2%	98.0%	
TOTAL OPERATING PROFIT	\$226,898	\$96,038	136.3%
As % of total sales	0.6%	0.2%	
As % of total gross	4.8%	2.0%	
NET PROFIT BEFORE TAX	\$1,124,441	\$991,455	13.4%
As % of total sales	2.9%	2.4%	
As % of total gross	23.9%	20.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$20,449,709	\$23,010,492	-11.1%
New-vehicle dept. sales as % of total sales	53.3%	54.9%	
New-vehicle dept. gross as % of total gross	24.6%	23.9%	
New-vehicle selling price (retail) ³	\$38,214	\$36,664	4.2%
Gross as % of selling price	5.9%	5.4%	
Retail gross profit per new vehicle retailed	\$2,264	\$1,988	13.9%
Retail net profit per new vehicle retailed	(\$488)	(\$680)	
Average number of new vehicles retailed	498	581	-14.2%
F&I gross as % of new-vehicle dept. sales	3.2%	3.0%	
F&I penetration (new vehicles)	95.1%	90.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,222,568	\$13,620,163	-2.9%
Used-vehicle dept. sales as % of total sales	34.4%	32.5%	
Used-vehicle dept. gross as % of total gross	28.5%	25.5%	
Used-vehicle selling price (retail) ³	\$21,355	\$21,050	1.4%
Gross as % of selling price	12.1%	11.4%	
Retail gross profit per used vehicle retailed	\$2,586	\$2,390	8.2%
Retail net profit per used vehicle retailed	\$344	\$91	
Average number of used vehicles retailed	499	511	-2.4%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	76.4%	75.5%	
Used- to new-unit vehicle ratio (retail only)	100.1%	88.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,698,922	\$5,259,527	-10.7%
Fixed-ops sales as % of total sales	12.2%	12.6%	
Fixed-ops gross as % of total gross	46.9%	50.6%	
Warranty as % of total fixed-ops sales	18.9%	18.7%	
ADVERTISING EXPENSE ⁴	\$304,923	\$367,714	-17.1%
As % of total gross	6.5%	7.6%	
Per new vehicle retailed	\$612	\$633	-3.4%

RENT & EQUIVALENT		\$543,191	\$521,852	4.1%
As % of total gross		11.6%	10.8%	
Per new vehicle retailed		\$1,090	\$899	21.3%
FLOORPLAN INTEREST		(\$26,497)	\$74,223	-135.7%
As % of total gross		-0.6%	1.5%	
Per new vehicle retailed		(\$53)	\$128	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,036,732	\$4,229,196	-4.6%
As % of total sales		10.5%	10.1%	
As % of total gross		85.9%	87.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.9	-31.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-32.9%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-31.9%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	-13.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	10.3	-18.8%	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 Aug 2020	YTD Aug 2019	Percent Change
TOTAL SALES	\$35,447,789	\$38,219,312	-7.3%
TOTAL GROSS ¹	\$4,139,680	\$4,259,794	-2.8%
As % of total sales	11.7%	11.1%	
TOTAL EXPENSE	\$3,786,918	\$4,084,220	-7.3%
As % of total sales	10.7%	10.7%	
As % of total gross	91.5%	95.9%	
TOTAL OPERATING PROFIT	\$352,761	\$175,574	100.9%
As % of total sales	1.0%	0.5%	
As % of total gross	8.5%	4.1%	
NET PROFIT BEFORE TAX	\$991,446	\$821,959	20.6%
As % of total sales	2.8%	2.2%	
As % of total gross	23.9%	19.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$18,984,418	\$21,057,076	-9.8%
New-vehicle dept. sales as % of total sales	53.6%	55.1%	
New-vehicle dept. gross as % of total gross	25.8%	25.0%	
New-vehicle selling price (retail) ³	\$42,714	\$40,229	6.2%
Gross as % of selling price	5.9%	5.5%	
Retail gross profit per new vehicle retailed	\$2,527	\$2,216	14.0%
Retail net profit per new vehicle retailed	(\$135)	(\$489)	
Average number of new vehicles retailed	405	470	-13.8%
F&I gross as % of new-vehicle dept. sales	2.9%	2.7%	
F&I penetration (new vehicles)	99.1%	94.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,324,185	\$12,568,993	-1.9%
Used-vehicle dept. sales as % of total sales	34.8%	32.9%	
Used-vehicle dept. gross as % of total gross	30.3%	27.3%	
Used-vehicle selling price (retail) ³	\$21,512	\$21,069	2.1%
Gross as % of selling price	12.4%	11.8%	
Retail gross profit per used vehicle retailed	\$2,675	\$2,494	7.3%
Retail net profit per used vehicle retailed	\$466	\$207	
Average number of used vehicles retailed	462	470	-1.6%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	75.2%	74.8%	
Used- to new-unit vehicle ratio (retail only)	114.0%	99.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,094,842	\$4,578,915	-10.6%
Fixed-ops sales as % of total sales	11.6%	12.0%	
Fixed-ops gross as % of total gross	43.9%	47.7%	
Warranty as % of total fixed-ops sales	16.8%	16.8%	
ADVERTISING EXPENSE ⁴	\$258,453	\$320,998	-19.5%
As % of total gross	6.2%	7.5%	
Per new vehicle retailed	\$638	\$683	-6.6%

RENT & EQUIVALENT		\$416,159	\$420,214	-1.0%
As % of total gross		10.1%	9.9%	
Per new vehicle retailed		\$1,027	\$893	14.9%
FLOORPLAN INTEREST		(\$18,644)	\$88,525	-121.1%
As % of total gross		-0.5%	2.1%	
Per new vehicle retailed		(\$46)	\$188	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,434,974	\$3,621,613	-5.2%
As % of total sales		9.7%	9.5%	
As % of total gross		83.0%	85.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.9	-31.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-32.9%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-31.9%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	-13.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	10.3	-18.8%	17.1	
				YTD
				Aug 20
				YTD
				Aug 19

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Aug 2020	YTD Aug 2019	Percent Change
TOTAL SALES	\$41,147,255	\$45,384,814	-9.3%
TOTAL GROSS ¹	\$5,218,099	\$5,409,413	-3.5%
As % of total sales	12.7%	11.9%	
TOTAL EXPENSE	\$5,108,918	\$5,388,783	-5.2%
As % of total sales	12.4%	11.9%	
As % of total gross	97.9%	99.6%	
TOTAL OPERATING PROFIT	\$109,181	\$20,631	429.2%
As % of total sales	0.3%	0.0%	
As % of total gross	2.1%	0.4%	
NET PROFIT BEFORE TAX	\$1,248,829	\$1,152,150	8.4%
As % of total sales	3.0%	2.5%	
As % of total gross	23.9%	21.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,820,154	\$24,862,491	-12.2%
New-vehicle dept. sales as % of total sales	53.0%	54.8%	
New-vehicle dept. gross as % of total gross	23.8%	23.1%	
New-vehicle selling price (retail) ³	\$35,298	\$34,343	2.8%
Gross as % of selling price	5.9%	5.4%	
Retail gross profit per new vehicle retailed	\$2,094	\$1,840	13.8%
Retail net profit per new vehicle retailed	(\$717)	(\$804)	
Average number of new vehicles retailed	585	685	-14.6%
F&I gross as % of new-vehicle dept. sales	3.4%	3.3%	
F&I penetration (new vehicles)	92.6%	87.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,062,800	\$14,616,759	-3.8%
Used-vehicle dept. sales as % of total sales	34.2%	32.2%	
Used-vehicle dept. gross as % of total gross	27.1%	24.1%	
Used-vehicle selling price (retail) ³	\$21,227	\$21,035	0.9%
Gross as % of selling price	11.8%	11.0%	
Retail gross profit per used vehicle retailed	\$2,514	\$2,306	9.1%
Retail net profit per used vehicle retailed	\$246	(\$3)	
Average number of used vehicles retailed	533	550	-3.1%
F&I gross as % of used-vehicle sales	4.4%	4.2%	
F&I penetration (used)	77.4%	76.1%	
Used- to new-unit vehicle ratio (retail only)	91.1%	80.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,263,901	\$5,904,804	-10.9%
Fixed-ops sales as % of total sales	12.8%	13.0%	
Fixed-ops gross as % of total gross	49.1%	52.7%	
Warranty as % of total fixed-ops sales	20.5%	20.2%	
ADVERTISING EXPENSE ⁴	\$348,386	\$412,004	-15.4%
As % of total gross	6.7%	7.6%	
Per new vehicle retailed	\$595	\$601	-1.0%

RENT & EQUIVALENT		\$662,000	\$618,214	7.1%
As % of total gross		12.7%	11.4%	
Per new vehicle retailed		\$1,132	\$902	25.4%
FLOORPLAN INTEREST		(\$33,842)	\$60,663	-155.8%
As % of total gross		-0.6%	1.1%	
Per new vehicle retailed		(\$58)	\$89	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,599,538	\$4,805,235	-4.3%
As % of total sales		11.2%	10.6%	
As % of total gross		88.1%	88.8%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.9	-31.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-32.9%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-31.9%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	-13.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	10.3	-18.8%	17.1	
				YTD
				Aug 20
				YTD
				Aug 19

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LUXURY DEALERSHIP PROFILE

	YTD Aug 2020	YTD Aug 2019	Percent Change
TOTAL SALES	\$51,920,035	\$58,587,608	-11.4%
TOTAL GROSS ¹	\$6,260,847	\$6,687,334	-6.4%
As % of total sales	12.1%	11.4%	
TOTAL EXPENSE	\$6,462,223	\$6,893,268	-6.3%
As % of total sales	12.4%	11.8%	
As % of total gross	103.2%	103.1%	
TOTAL OPERATING PROFIT	(\$201,375)	(\$205,934)	-2.2%
As % of total sales	-0.4%	-0.4%	
As % of total gross	-3.2%	-3.1%	
NET PROFIT BEFORE TAX	\$1,384,319	\$1,503,912	-8.0%
As % of total sales	2.7%	2.6%	
As % of total gross	22.1%	22.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$25,868,028	\$30,487,925	-15.2%
New-vehicle dept. sales as % of total sales	49.8%	52.0%	
New-vehicle dept. gross as % of total gross	16.1%	19.4%	
New-vehicle selling price (retail) ³	\$55,259	\$56,479	-2.2%
Gross as % of selling price	4.0%	4.5%	
Retail gross profit per new vehicle retailed	\$2,214	\$2,534	-12.7%
Retail net profit per new vehicle retailed	(\$2,060)	(\$1,734)	
Average number of new vehicles retailed	445	506	-12.0%
F&I gross as % of new-vehicle dept. sales	2.5%	2.3%	
F&I penetration (new vehicles)	70.0%	68.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$18,248,454	\$19,623,389	-7.0%
Used-vehicle dept. sales as % of total sales	35.1%	33.5%	
Used-vehicle dept. gross as % of total gross	23.3%	19.3%	
Used-vehicle selling price (retail) ³	\$30,886	\$31,472	-1.9%
Gross as % of selling price	9.4%	8.2%	
Retail gross profit per used vehicle retailed	\$2,892	\$2,575	12.3%
Retail net profit per used vehicle retailed	\$285	(\$263)	
Average number of used vehicles retailed	475	487	-2.4%
F&I gross as % of used-vehicle sales	3.2%	2.9%	
F&I penetration (used)	56.3%	50.7%	
Used- to new-unit vehicle ratio (retail only)	106.7%	96.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,801,901	\$8,472,951	-7.9%
Fixed-ops sales as % of total sales	15.0%	14.5%	
Fixed-ops gross as % of total gross	60.6%	61.3%	
Warranty as % of total fixed-ops sales	20.6%	22.0%	
ADVERTISING EXPENSE ⁴	\$293,350	\$364,032	-19.4%
As % of total gross	4.7%	5.4%	
Per new vehicle retailed	\$659	\$720	-8.4%

RENT & EQUIVALENT		\$900,842	\$789,671	14.1%
As % of total gross		14.4%	11.8%	
Per new vehicle retailed		\$2,025	\$1,561	29.7%
FLOORPLAN INTEREST		(\$43,947)	\$104,830	-141.9%
As % of total gross		-0.7%	1.6%	
Per new vehicle retailed		(\$99)	\$207	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,806,942	\$6,159,795	-5.7%
As % of total sales		11.2%	10.5%	
As % of total gross		92.8%	92.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.9	-31.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-32.9%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-31.9%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	-13.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	10.3	-18.8%	17.1	
				YTD
				Aug 20
				YTD
				Aug 19

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Aug 2020	YTD Aug 2019	Percent Change
TOTAL SALES	\$36,685,268	\$39,726,157	-7.7%
TOTAL GROSS ¹	\$4,499,129	\$4,610,561	-2.4%
As % of total sales	12.3%	11.6%	
TOTAL EXPENSE	\$4,216,145	\$4,475,069	-5.8%
As % of total sales	11.5%	11.3%	
As % of total gross	93.7%	97.1%	
TOTAL OPERATING PROFIT	\$282,984	\$135,492	108.9%
As % of total sales	0.8%	0.3%	
As % of total gross	6.3%	2.9%	
NET PROFIT BEFORE TAX	\$1,092,618	\$924,621	18.2%
As % of total sales	3.0%	2.3%	
As % of total gross	24.3%	20.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$19,774,997	\$22,040,768	-10.3%
New-vehicle dept. sales as % of total sales	53.9%	55.5%	
New-vehicle dept. gross as % of total gross	26.2%	24.8%	
New-vehicle selling price (retail) ³	\$36,257	\$34,447	5.3%
Gross as % of selling price	6.3%	5.6%	
Retail gross profit per new vehicle retailed	\$2,269	\$1,927	17.7%
Retail net profit per new vehicle retailed	(\$309)	(\$562)	
Average number of new vehicles retailed	506	591	-14.3%
F&I gross as % of new-vehicle dept. sales	3.3%	3.2%	
F&I penetration (new vehicles)	98.0%	92.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$12,585,556	\$12,837,257	-2.0%
Used-vehicle dept. sales as % of total sales	34.3%	32.3%	
Used-vehicle dept. gross as % of total gross	29.4%	26.6%	
Used-vehicle selling price (retail) ³	\$20,178	\$19,761	2.1%
Gross as % of selling price	12.6%	12.0%	
Retail gross profit per used vehicle retailed	\$2,548	\$2,367	7.7%
Retail net profit per used vehicle retailed	\$352	\$134	
Average number of used vehicles retailed	502	514	-2.3%
F&I gross as % of used-vehicle sales	4.4%	4.2%	
F&I penetration (used)	78.9%	78.6%	
Used- to new-unit vehicle ratio (retail only)	99.3%	87.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,300,509	\$4,840,260	-11.2%
Fixed-ops sales as % of total sales	11.7%	12.2%	
Fixed-ops gross as % of total gross	44.4%	48.5%	
Warranty as % of total fixed-ops sales	18.6%	18.0%	
ADVERTISING EXPENSE ⁴	\$306,915	\$368,358	-16.7%
As % of total gross	6.8%	8.0%	
Per new vehicle retailed	\$607	\$624	-2.7%

RENT & EQUIVALENT		\$497,482	\$487,143	2.1%
As % of total gross		11.1%	10.6%	
Per new vehicle retailed		\$983	\$825	19.2%
FLOORPLAN INTEREST		(\$24,699)	\$69,735	-135.4%
As % of total gross		-0.5%	1.5%	
Per new vehicle retailed		(\$49)	\$118	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,811,403	\$3,977,767	-4.2%
As % of total sales		10.4%	10.0%	
As % of total gross		84.7%	86.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Sep	%	Full Year	
	2020	Change	2019	
Domestic Cars	1.9	-31.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.6	-32.9%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.5	-31.9%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	7.8	-13.6%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	10.3	-18.8%	17.1	
				YTD
				Aug 20
				YTD
				Aug 19

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