



AVERAGE DEALERSHIP PROFILE

	YTD Sep 2020	YTD Sep 2019	Percent Change
TOTAL SALES	\$42,395,110	\$46,961,226	-9.7%
TOTAL GROSS ¹	\$5,204,057	\$5,427,834	-4.1%
As % of total sales	12.3%	11.6%	
TOTAL EXPENSE	\$4,881,321	\$5,336,775	-8.5%
As % of total sales	11.5%	11.4%	
As % of total gross	93.8%	98.3%	
TOTAL OPERATING PROFIT	\$322,737	\$91,058	254.4%
As % of total sales	0.8%	0.2%	
As % of total gross	6.2%	1.7%	
NET PROFIT BEFORE TAX	\$1,332,114	\$1,112,952	19.7%
As % of total sales	3.1%	2.4%	
As % of total gross	25.6%	20.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$22,808,104	\$25,862,086	-11.8%
New-vehicle dept. sales as % of total sales	53.8%	55.1%	
New-vehicle dept. gross as % of total gross	25.0%	24.0%	
New-vehicle selling price (retail) ³	\$38,273	\$36,746	4.2%
Gross as % of selling price	6.0%	5.4%	
Retail gross profit per new vehicle retailed	\$2,291	\$1,991	15.1%
Retail net profit per new vehicle retailed	(\$399)	(\$676)	
Average number of new vehicles retailed	556	651	-14.7%
F&I gross as % of new-vehicle dept. sales	3.2%	3.0%	
F&I penetration (new vehicles)	94.3%	90.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,378,664	\$15,223,749	-5.6%
Used-vehicle dept. sales as % of total sales	33.9%	32.4%	
Used-vehicle dept. gross as % of total gross	28.2%	25.4%	
Used-vehicle selling price (retail) ³	\$21,533	\$21,062	2.2%
Gross as % of selling price	12.3%	11.4%	
Retail gross profit per used vehicle retailed	\$2,643	\$2,392	10.5%
Retail net profit per used vehicle retailed	\$368	\$71	
Average number of used vehicles retailed	535	570	-6.2%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	76.5%	74.6%	
Used- to new-unit vehicle ratio (retail only)	96.3%	87.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,186,571	\$5,873,310	-11.7%
Fixed-ops sales as % of total sales	12.2%	12.5%	
Fixed-ops gross as % of total gross	46.7%	50.6%	
Warranty as % of total fixed-ops sales	18.9%	18.7%	
ADVERTISING EXPENSE ⁴	\$330,989	\$412,718	-19.8%
As % of total gross	6.4%	7.6%	
Per new vehicle retailed	\$596	\$634	-6.0%

RENT & EQUIVALENT		\$592,817	\$587,024	1.0%
As % of total gross		11.4%	10.8%	
Per new vehicle retailed		\$1,067	\$901	18.4%
FLOORPLAN INTEREST		(\$44,913)	\$78,577	-157.2%
As % of total gross		-0.9%	1.4%	
Per new vehicle retailed		(\$81)	\$121	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,425,507	\$4,752,087	-6.9%
As % of total sales		10.4%	10.1%	
As % of total gross		85.0%	87.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.1	-29.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-31.7%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.8	-30.1%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.9	-11.9%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.6	-17.0%	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 Sep 2020	YTD Sep 2019	Percent Change
TOTAL SALES	\$40,381,529	\$42,736,470	-5.5%
TOTAL GROSS ¹	\$4,725,686	\$4,757,375	-0.7%
As % of total sales	11.7%	11.1%	
TOTAL EXPENSE	\$4,260,389	\$4,568,379	-6.7%
As % of total sales	10.6%	10.7%	
As % of total gross	90.2%	96.0%	
TOTAL OPERATING PROFIT	\$465,297	\$188,996	146.2%
As % of total sales	1.2%	0.4%	
As % of total gross	9.8%	4.0%	
NET PROFIT BEFORE TAX	\$1,206,424	\$909,967	32.6%
As % of total sales	3.0%	2.1%	
As % of total gross	25.5%	19.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,842,119	\$23,662,135	-7.7%
New-vehicle dept. sales as % of total sales	54.1%	55.4%	
New-vehicle dept. gross as % of total gross	26.6%	25.2%	
New-vehicle selling price (retail) ³	\$42,803	\$40,364	6.0%
Gross as % of selling price	6.0%	5.5%	
Retail gross profit per new vehicle retailed	\$2,589	\$2,226	16.3%
Retail net profit per new vehicle retailed	(\$10)	(\$462)	
Average number of new vehicles retailed	465	527	-11.8%
F&I gross as % of new-vehicle dept. sales	2.9%	2.7%	
F&I penetration (new vehicles)	97.7%	93.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,874,270	\$13,965,665	-0.7%
Used-vehicle dept. sales as % of total sales	34.4%	32.7%	
Used-vehicle dept. gross as % of total gross	30.1%	27.0%	
Used-vehicle selling price (retail) ³	\$21,667	\$21,094	2.7%
Gross as % of selling price	12.5%	11.8%	
Retail gross profit per used vehicle retailed	\$2,715	\$2,491	9.0%
Retail net profit per used vehicle retailed	\$484	\$179	
Average number of used vehicles retailed	514	521	-1.2%
F&I gross as % of used-vehicle sales	4.0%	3.8%	
F&I penetration (used)	75.1%	74.4%	
Used- to new-unit vehicle ratio (retail only)	110.6%	98.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,620,547	\$5,120,208	-9.8%
Fixed-ops sales as % of total sales	11.4%	12.0%	
Fixed-ops gross as % of total gross	43.3%	47.7%	
Warranty as % of total fixed-ops sales	16.6%	16.8%	
ADVERTISING EXPENSE ⁴	\$289,814	\$357,549	-18.9%
As % of total gross	6.1%	7.5%	
Per new vehicle retailed	\$623	\$678	-8.2%

RENT & EQUIVALENT		\$468,367	\$473,886	-1.2%
As % of total gross		9.9%	10.0%	
Per new vehicle retailed		\$1,007	\$899	12.0%
FLOORPLAN INTEREST		(\$39,927)	\$91,874	-143.5%
As % of total gross		-0.8%	1.9%	
Per new vehicle retailed		(\$86)	\$174	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,883,802	\$4,055,247	-4.2%
As % of total sales		9.6%	9.5%	
As % of total gross		82.2%	85.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.1	-29.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-31.7%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.8	-30.1%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.9	-11.9%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.6	-17.0%	17.1	
				YTD
				Sep 20
				YTD
				Sep 19

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Sep 2020	YTD Sep 2019	Percent Change
TOTAL SALES	\$44,278,354	\$50,966,643	-13.1%
TOTAL GROSS ¹	\$5,651,464	\$6,063,484	-6.8%
As % of total sales	12.8%	11.9%	
TOTAL EXPENSE	\$5,462,060	\$6,065,278	-9.9%
As % of total sales	12.3%	11.9%	
As % of total gross	96.6%	100.0%	
TOTAL OPERATING PROFIT	\$189,404	(\$1,795)	-10653.5%
As % of total sales	0.4%	0.0%	
As % of total gross	3.4%	0.0%	
NET PROFIT BEFORE TAX	\$1,449,669	\$1,305,398	11.1%
As % of total sales	3.3%	2.6%	
As % of total gross	25.7%	21.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,711,562	\$27,947,821	-15.2%
New-vehicle dept. sales as % of total sales	53.6%	54.8%	
New-vehicle dept. gross as % of total gross	23.8%	23.1%	
New-vehicle selling price (retail) ³	\$35,195	\$34,395	2.3%
Gross as % of selling price	5.9%	5.3%	
Retail gross profit per new vehicle retailed	\$2,088	\$1,838	13.6%
Retail net profit per new vehicle retailed	(\$664)	(\$816)	
Average number of new vehicles retailed	640	769	-16.8%
F&I gross as % of new-vehicle dept. sales	3.5%	3.3%	
F&I penetration (new vehicles)	92.0%	88.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,850,408	\$16,416,517	-9.5%
Used-vehicle dept. sales as % of total sales	33.5%	32.2%	
Used-vehicle dept. gross as % of total gross	26.8%	24.2%	
Used-vehicle selling price (retail) ³	\$21,416	\$21,037	1.8%
Gross as % of selling price	12.1%	11.0%	
Retail gross profit per used vehicle retailed	\$2,581	\$2,313	11.6%
Retail net profit per used vehicle retailed	\$267	(\$15)	
Average number of used vehicles retailed	554	617	-10.2%
F&I gross as % of used-vehicle sales	4.5%	4.1%	
F&I penetration (used)	77.8%	74.9%	
Used- to new-unit vehicle ratio (retail only)	86.6%	80.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,715,956	\$6,587,311	-13.2%
Fixed-ops sales as % of total sales	12.9%	12.9%	
Fixed-ops gross as % of total gross	49.4%	52.7%	
Warranty as % of total fixed-ops sales	20.6%	20.0%	
ADVERTISING EXPENSE ⁴	\$369,498	\$465,022	-20.5%
As % of total gross	6.5%	7.7%	
Per new vehicle retailed	\$577	\$605	-4.6%

RENT & EQUIVALENT		\$709,211	\$694,289	2.1%
As % of total gross		12.5%	11.5%	
Per new vehicle retailed		\$1,108	\$903	22.7%
FLOORPLAN INTEREST		(\$49,576)	\$65,969	-175.1%
As % of total gross		-0.9%	1.1%	
Per new vehicle retailed		(\$77)	\$86	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,932,148	\$5,412,749	-8.9%
As % of total sales		11.1%	10.6%	
As % of total gross		87.3%	89.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.1	-29.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-31.7%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.8	-30.1%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.9	-11.9%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.6	-17.0%	17.1	

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2. Includes F&I sales unless otherwise noted.
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LUXURY DEALERSHIP PROFILE

	YTD Sep 2020	YTD Sep 2019	Percent Change
TOTAL SALES	\$59,134,577	\$66,379,821	-10.9%
TOTAL GROSS ¹	\$7,133,505	\$7,580,632	-5.9%
As % of total sales	12.1%	11.4%	
TOTAL EXPENSE	\$7,184,202	\$7,845,072	-8.4%
As % of total sales	12.1%	11.8%	
As % of total gross	100.7%	103.5%	
TOTAL OPERATING PROFIT	(\$50,698)	(\$264,439)	-80.8%
As % of total sales	-0.1%	-0.4%	
As % of total gross	-0.7%	-3.5%	
NET PROFIT BEFORE TAX	\$1,789,310	\$1,734,800	3.1%
As % of total sales	3.0%	2.6%	
As % of total gross	25.1%	22.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$29,656,574	\$34,443,361	-13.9%
New-vehicle dept. sales as % of total sales	50.2%	51.9%	
New-vehicle dept. gross as % of total gross	15.7%	18.7%	
New-vehicle selling price (retail) ³	\$54,708	\$56,120	-2.5%
Gross as % of selling price	3.9%	4.4%	
Retail gross profit per new vehicle retailed	\$2,139	\$2,448	-12.6%
Retail net profit per new vehicle retailed	(\$1,927)	(\$1,838)	
Average number of new vehicles retailed	515	573	-10.2%
F&I gross as % of new-vehicle dept. sales	2.5%	2.3%	
F&I penetration (new vehicles)	71.0%	70.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$20,578,655	\$22,353,543	-7.9%
Used-vehicle dept. sales as % of total sales	34.8%	33.7%	
Used-vehicle dept. gross as % of total gross	23.6%	20.0%	
Used-vehicle selling price (retail) ³	\$30,716	\$30,817	-0.3%
Gross as % of selling price	9.7%	8.4%	
Retail gross profit per used vehicle retailed	\$2,977	\$2,589	15.0%
Retail net profit per used vehicle retailed	\$366	(\$194)	
Average number of used vehicles retailed	534	569	-6.2%
F&I gross as % of used-vehicle sales	3.2%	2.9%	
F&I penetration (used)	57.8%	52.1%	
Used- to new-unit vehicle ratio (retail only)	103.7%	99.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$8,897,446	\$9,516,986	-6.5%
Fixed-ops sales as % of total sales	15.0%	14.3%	
Fixed-ops gross as % of total gross	60.7%	61.3%	
Warranty as % of total fixed-ops sales	20.7%	22.0%	
ADVERTISING EXPENSE ⁴	\$336,078	\$413,394	-18.7%
As % of total gross	4.7%	5.5%	
Per new vehicle retailed	\$653	\$721	-9.5%

RENT & EQUIVALENT		\$997,029	\$891,054	11.9%
As % of total gross		14.0%	11.8%	
Per new vehicle retailed		\$1,936	\$1,555	24.6%
FLOORPLAN INTEREST		(\$68,342)	\$120,163	-156.9%
As % of total gross		-1.0%	1.6%	
Per new vehicle retailed		(\$133)	\$210	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,478,846	\$7,014,647	-7.6%
As % of total sales		11.0%	10.6%	
As % of total gross		90.8%	92.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.1	-29.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-31.7%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.8	-30.1%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.9	-11.9%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.6	-17.0%	17.1	
				YTD
				Sep 20
				YTD
				Sep 19

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Sep 2020	YTD Sep 2019	Percent Change
TOTAL SALES	\$40,230,536	\$44,432,244	-9.5%
TOTAL GROSS ¹	\$4,953,855	\$5,147,148	-3.8%
As % of total sales	12.3%	11.6%	
TOTAL EXPENSE	\$4,582,753	\$5,009,622	-8.5%
As % of total sales	11.4%	11.3%	
As % of total gross	92.5%	97.3%	
TOTAL OPERATING PROFIT	\$371,102	\$137,526	169.8%
As % of total sales	0.9%	0.3%	
As % of total gross	7.5%	2.7%	
NET PROFIT BEFORE TAX	\$1,273,562	\$1,031,744	23.4%
As % of total sales	3.2%	2.3%	
As % of total gross	25.7%	20.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,927,132	\$24,748,200	-11.4%
New-vehicle dept. sales as % of total sales	54.5%	55.7%	
New-vehicle dept. gross as % of total gross	26.7%	25.0%	
New-vehicle selling price (retail) ³	\$36,306	\$34,553	5.1%
Gross as % of selling price	6.4%	5.6%	
Retail gross profit per new vehicle retailed	\$2,307	\$1,939	19.0%
Retail net profit per new vehicle retailed	(\$218)	(\$545)	
Average number of new vehicles retailed	561	662	-15.2%
F&I gross as % of new-vehicle dept. sales	3.3%	3.2%	
F&I penetration (new vehicles)	97.1%	92.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$13,574,592	\$14,292,606	-5.0%
Used-vehicle dept. sales as % of total sales	33.7%	32.2%	
Used-vehicle dept. gross as % of total gross	29.1%	26.4%	
Used-vehicle selling price (retail) ³	\$20,339	\$19,790	2.8%
Gross as % of selling price	12.8%	12.0%	
Retail gross profit per used vehicle retailed	\$2,600	\$2,366	9.9%
Retail net profit per used vehicle retailed	\$368	\$106	
Average number of used vehicles retailed	535	570	-6.1%
F&I gross as % of used-vehicle sales	4.4%	4.2%	
F&I penetration (used)	79.0%	77.6%	
Used- to new-unit vehicle ratio (retail only)	95.4%	86.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,704,488	\$5,397,776	-12.8%
Fixed-ops sales as % of total sales	11.7%	12.1%	
Fixed-ops gross as % of total gross	44.1%	48.5%	
Warranty as % of total fixed-ops sales	18.4%	17.9%	
ADVERTISING EXPENSE ⁴	\$330,483	\$412,793	-19.9%
As % of total gross	6.7%	8.0%	
Per new vehicle retailed	\$589	\$624	-5.6%

RENT & EQUIVALENT		\$540,586	\$547,604	-1.3%
As % of total gross		10.9%	10.6%	
Per new vehicle retailed		\$963	\$828	16.4%
FLOORPLAN INTEREST		(\$42,389)	\$72,627	-158.4%
As % of total gross		-0.9%	1.4%	
Per new vehicle retailed		(\$76)	\$110	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,159,538	\$4,457,142	-6.7%
As % of total sales		10.3%	10.0%	
As % of total gross		84.0%	86.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Oct	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.1	-29.5%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.7	-31.7%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	2.8	-30.1%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	8.9	-11.9%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	11.6	-17.0%	17.1	
				YTD
				Sep 20
				YTD
				Sep 19

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