



AVERAGE DEALERSHIP PROFILE

	YTD Nov 2020	YTD Nov 2019	Percent Change
TOTAL SALES	\$52,806,484	\$56,811,458	-7.0%
TOTAL GROSS ¹	\$6,510,308	\$6,542,387	-0.5%
As % of total sales	12.3%	11.5%	
TOTAL EXPENSE	\$5,991,725	\$6,425,018	-6.7%
As % of total sales	11.3%	11.3%	
As % of total gross	92.0%	98.2%	
TOTAL OPERATING PROFIT	\$520,258	\$117,369	343.3%
As % of total sales	1.0%	0.2%	
As % of total gross	8.0%	1.8%	
NET PROFIT BEFORE TAX	\$1,786,149	\$1,341,412	33.2%
As % of total sales	3.4%	2.4%	
As % of total gross	27.4%	20.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$28,700,656	\$31,514,914	-8.9%
New-vehicle dept. sales as % of total sales	54.4%	55.5%	
New-vehicle dept. gross as % of total gross	25.9%	24.4%	
New-vehicle selling price (retail) ³	\$38,553	\$36,948	4.3%
Gross as % of selling price	6.2%	5.4%	
Retail gross profit per new vehicle retailed	\$2,376	\$2,012	18.1%
Retail net profit per new vehicle retailed	(\$244)	(\$635)	
Average number of new vehicles retailed	693	788	-12.1%
F&I gross as % of new-vehicle dept. sales	3.2%	3.0%	
F&I penetration (new vehicles)	94.6%	86.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$17,646,044	\$18,172,023	-2.9%
Used-vehicle dept. sales as % of total sales	33.4%	32.0%	
Used-vehicle dept. gross as % of total gross	27.6%	24.9%	
Used-vehicle selling price (retail) ³	\$21,754	\$21,133	2.9%
Gross as % of selling price	12.3%	11.3%	
Retail gross profit per used vehicle retailed	\$2,672	\$2,387	11.9%
Retail net profit per used vehicle retailed	\$363	\$45	
Average number of used vehicles retailed	648	680	-4.7%
F&I gross as % of used-vehicle sales	4.2%	4.0%	
F&I penetration (used)	76.1%	75.0%	
Used- to new-unit vehicle ratio (retail only)	93.5%	86.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$6,416,001	\$7,120,251	-9.9%
Fixed-ops sales as % of total sales	12.2%	12.5%	
Fixed-ops gross as % of total gross	46.4%	50.7%	
Warranty as % of total fixed-ops sales	18.6%	18.5%	
ADVERTISING EXPENSE ⁴	\$409,848	\$502,003	-18.4%
As % of total gross	6.3%	7.7%	
Per new vehicle retailed	\$591	\$637	-7.2%

RENT & EQUIVALENT		\$724,313	\$714,208	1.4%
As % of total gross		11.1%	10.9%	
Per new vehicle retailed		\$1,045	\$906	15.3%
FLOORPLAN INTEREST		(\$83,938)	\$85,420	-198.3%
As % of total gross		-1.3%	1.3%	
Per new vehicle retailed		(\$121)	\$108	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,466,178	\$5,722,958	-4.5%
As % of total sales		10.4%	10.1%	
As % of total gross		84.0%	87.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.6	-27.2%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-29.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.4	-27.7%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	-9.7%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.5	-14.7%	17.1	
				YTD
				Nov 20
				YTD
				Nov 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 Nov 2020	YTD Nov 2019	Percent Change
TOTAL SALES	\$49,959,569	\$51,987,231	-3.9%
TOTAL GROSS ¹	\$5,866,370	\$5,762,734	1.8%
As % of total sales	11.7%	11.1%	
TOTAL EXPENSE	\$5,197,946	\$5,538,146	-6.1%
As % of total sales	10.4%	10.7%	
As % of total gross	88.6%	96.1%	
TOTAL OPERATING PROFIT	\$671,862	\$224,588	199.2%
As % of total sales	1.3%	0.4%	
As % of total gross	11.5%	3.9%	
NET PROFIT BEFORE TAX	\$1,595,891	\$1,100,432	45.0%
As % of total sales	3.2%	2.1%	
As % of total gross	27.2%	19.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$27,284,898	\$28,883,653	-5.5%
New-vehicle dept. sales as % of total sales	54.6%	55.6%	
New-vehicle dept. gross as % of total gross	27.5%	25.4%	
New-vehicle selling price (retail) ³	\$43,202	\$40,544	6.6%
Gross as % of selling price	6.2%	5.5%	
Retail gross profit per new vehicle retailed	\$2,693	\$2,239	20.3%
Retail net profit per new vehicle retailed	\$172	(\$432)	
Average number of new vehicles retailed	575	639	-10.0%
F&I gross as % of new-vehicle dept. sales	2.9%	2.7%	
F&I penetration (new vehicles)	99.3%	86.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,923,491	\$16,830,263	0.6%
Used-vehicle dept. sales as % of total sales	33.9%	32.4%	
Used-vehicle dept. gross as % of total gross	29.4%	26.5%	
Used-vehicle selling price (retail) ³	\$21,998	\$21,147	4.0%
Gross as % of selling price	12.5%	11.7%	
Retail gross profit per used vehicle retailed	\$2,752	\$2,475	11.2%
Retail net profit per used vehicle retailed	\$476	\$145	
Average number of used vehicles retailed	615	627	-1.8%
F&I gross as % of used-vehicle sales	3.9%	3.8%	
F&I penetration (used)	75.0%	74.5%	
Used- to new-unit vehicle ratio (retail only)	106.9%	98.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,694,961	\$6,280,015	-9.3%
Fixed-ops sales as % of total sales	11.4%	12.1%	
Fixed-ops gross as % of total gross	43.0%	48.0%	
Warranty as % of total fixed-ops sales	16.4%	16.5%	
ADVERTISING EXPENSE ⁴	\$358,051	\$437,568	-18.2%
As % of total gross	6.1%	7.6%	
Per new vehicle retailed	\$622	\$684	-9.1%

RENT & EQUIVALENT		\$572,907	\$575,737	-0.5%
As % of total gross		9.8%	10.0%	
Per new vehicle retailed		\$996	\$901	10.5%
FLOORPLAN INTEREST		(\$81,727)	\$99,341	-182.3%
As % of total gross		-1.4%	1.7%	
Per new vehicle retailed		(\$142)	\$155	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,771,153	\$4,926,846	-3.2%
As % of total sales		9.6%	9.5%	
As % of total gross		81.3%	85.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.6	-27.2%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-29.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.4	-27.7%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	-9.7%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.5	-14.7%	17.1	
				YTD
				Nov 20
				YTD
				Nov 19

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Nov 2020	YTD Nov 2019	Percent Change
TOTAL SALES	\$55,790,955	\$61,385,222	-9.1%
TOTAL GROSS ¹	\$7,158,262	\$7,281,562	-1.7%
As % of total sales	12.8%	11.9%	
TOTAL EXPENSE	\$6,781,656	\$7,265,846	-6.7%
As % of total sales	12.2%	11.8%	
As % of total gross	94.7%	99.8%	
TOTAL OPERATING PROFIT	\$376,607	\$15,716	2296.4%
As % of total sales	0.7%	0.0%	
As % of total gross	5.3%	0.2%	
NET PROFIT BEFORE TAX	\$1,975,876	\$1,569,881	25.9%
As % of total sales	3.5%	2.6%	
As % of total gross	27.6%	21.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$30,156,498	\$34,009,565	-11.3%
New-vehicle dept. sales as % of total sales	54.1%	55.4%	
New-vehicle dept. gross as % of total gross	24.6%	23.6%	
New-vehicle selling price (retail) ³	\$35,625	\$34,604	3.0%
Gross as % of selling price	6.1%	5.4%	
Retail gross profit per new vehicle retailed	\$2,169	\$1,864	16.3%
Retail net profit per new vehicle retailed	(\$535)	(\$767)	
Average number of new vehicles retailed	803	930	-13.6%
F&I gross as % of new-vehicle dept. sales	3.4%	3.3%	
F&I penetration (new vehicles)	91.2%	86.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$18,435,178	\$19,444,121	-5.2%
Used-vehicle dept. sales as % of total sales	33.0%	31.7%	
Used-vehicle dept. gross as % of total gross	26.1%	23.8%	
Used-vehicle selling price (retail) ³	\$21,674	\$21,121	2.6%
Gross as % of selling price	12.0%	11.0%	
Retail gross profit per used vehicle retailed	\$2,609	\$2,316	12.6%
Retail net profit per used vehicle retailed	\$266	(\$37)	
Average number of used vehicles retailed	679	730	-7.0%
F&I gross as % of used-vehicle sales	4.4%	4.2%	
F&I penetration (used)	76.6%	75.3%	
Used- to new-unit vehicle ratio (retail only)	84.6%	78.5%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,165,200	\$7,916,864	-9.5%
Fixed-ops sales as % of total sales	12.8%	12.9%	
Fixed-ops gross as % of total gross	49.3%	52.7%	
Warranty as % of total fixed-ops sales	20.3%	19.9%	
ADVERTISING EXPENSE ⁴	\$458,588	\$563,091	-18.6%
As % of total gross	6.4%	7.7%	
Per new vehicle retailed	\$571	\$606	-5.7%

RENT & EQUIVALENT		\$872,903	\$845,490	3.2%
As % of total gross		12.2%	11.6%	
Per new vehicle retailed		\$1,087	\$909	19.5%
FLOORPLAN INTEREST		(\$84,660)	\$72,223	-217.2%
As % of total gross		-1.2%	1.0%	
Per new vehicle retailed		(\$105)	\$78	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$6,158,384	\$6,477,738	-4.9%
As % of total sales		11.0%	10.6%	
As % of total gross		86.0%	89.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.6	-27.2%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-29.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.4	-27.7%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	-9.7%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.5	-14.7%	17.1	
				YTD
				Nov 20
				YTD
				Nov 19

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LUXURY DEALERSHIP PROFILE

	YTD Nov 2020	YTD Nov 2019	Percent Change
TOTAL SALES	\$77,892,666	\$80,714,376	-3.5%
TOTAL GROSS ¹	\$9,502,965	\$9,160,434	3.7%
As % of total sales	12.2%	11.3%	
TOTAL EXPENSE	\$9,258,120	\$9,369,525	-1.2%
As % of total sales	11.9%	11.6%	
As % of total gross	97.4%	102.3%	
TOTAL OPERATING PROFIT	\$244,845	(\$209,092)	-217.1%
As % of total sales	0.3%	-0.3%	
As % of total gross	2.6%	-2.3%	
NET PROFIT BEFORE TAX	\$2,728,251	\$2,209,031	23.5%
As % of total sales	3.5%	2.7%	
As % of total gross	28.7%	24.1%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$39,524,451	\$42,758,624	-7.6%
New-vehicle dept. sales as % of total sales	50.7%	53.0%	
New-vehicle dept. gross as % of total gross	16.5%	19.4%	
New-vehicle selling price (retail) ³	\$54,213	\$56,400	-3.9%
Gross as % of selling price	4.1%	4.4%	
Retail gross profit per new vehicle retailed	\$2,218	\$2,482	-10.6%
Retail net profit per new vehicle retailed	(\$1,615)	(\$1,665)	
Average number of new vehicles retailed	693	707	-2.1%
F&I gross as % of new-vehicle dept. sales	2.6%	2.3%	
F&I penetration (new vehicles)	71.9%	66.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$26,708,800	\$26,327,318	1.4%
Used-vehicle dept. sales as % of total sales	34.3%	32.6%	
Used-vehicle dept. gross as % of total gross	23.5%	19.2%	
Used-vehicle selling price (retail) ³	\$30,309	\$30,787	-1.6%
Gross as % of selling price	9.9%	8.3%	
Retail gross profit per used vehicle retailed	\$3,015	\$2,547	18.3%
Retail net profit per used vehicle retailed	\$413	(\$245)	
Average number of used vehicles retailed	703	677	3.7%
F&I gross as % of used-vehicle sales	3.3%	2.9%	
F&I penetration (used)	57.7%	51.2%	
Used- to new-unit vehicle ratio (retail only)	101.5%	95.8%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$11,509,074	\$11,563,913	-0.5%
Fixed-ops sales as % of total sales	14.8%	14.3%	
Fixed-ops gross as % of total gross	60.0%	61.5%	
Warranty as % of total fixed-ops sales	20.4%	22.1%	
ADVERTISING EXPENSE ⁴	\$423,852	\$493,649	-14.1%
As % of total gross	4.5%	5.4%	
Per new vehicle retailed	\$612	\$698	-12.3%

RENT & EQUIVALENT		\$1,255,440	\$1,070,882	17.2%
As % of total gross		13.2%	11.7%	
Per new vehicle retailed		\$1,813	\$1,514	19.7%
FLOORPLAN INTEREST		(\$122,891)	\$141,412	-186.9%
As % of total gross		-1.3%	1.5%	
Per new vehicle retailed		(\$177)	\$200	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$8,414,049	\$8,366,887	0.6%
As % of total sales		10.8%	10.4%	
As % of total gross		88.5%	91.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.6	-27.2%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-29.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.4	-27.7%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	-9.7%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.5	-14.7%	17.1	
				YTD
				Nov 20
				YTD
				Nov 19

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Nov 2020	YTD Nov 2019	Percent Change
TOTAL SALES	\$49,785,789	\$53,695,122	-7.3%
TOTAL GROSS ¹	\$6,148,716	\$6,201,037	-0.8%
As % of total sales	12.4%	11.5%	
TOTAL EXPENSE	\$5,597,523	\$6,040,708	-7.3%
As % of total sales	11.2%	11.3%	
As % of total gross	91.0%	97.4%	
TOTAL OPERATING PROFIT	\$553,068	\$160,328	245.0%
As % of total sales	1.1%	0.3%	
As % of total gross	9.0%	2.6%	
NET PROFIT BEFORE TAX	\$1,673,015	\$1,228,270	36.2%
As % of total sales	3.4%	2.3%	
As % of total gross	27.2%	19.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$27,403,527	\$30,051,906	-8.8%
New-vehicle dept. sales as % of total sales	55.0%	56.0%	
New-vehicle dept. gross as % of total gross	27.7%	25.3%	
New-vehicle selling price (retail) ³	\$36,659	\$34,698	5.7%
Gross as % of selling price	6.5%	5.6%	
Retail gross profit per new vehicle retailed	\$2,393	\$1,957	22.3%
Retail net profit per new vehicle retailed	(\$79)	(\$516)	
Average number of new vehicles retailed	694	799	-13.2%
F&I gross as % of new-vehicle dept. sales	3.3%	3.2%	
F&I penetration (new vehicles)	97.3%	89.0%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$16,550,922	\$17,106,663	-3.2%
Used-vehicle dept. sales as % of total sales	33.2%	31.9%	
Used-vehicle dept. gross as % of total gross	28.4%	26.1%	
Used-vehicle selling price (retail) ³	\$20,619	\$19,876	3.7%
Gross as % of selling price	12.7%	11.9%	
Retail gross profit per used vehicle retailed	\$2,627	\$2,366	11.0%
Retail net profit per used vehicle retailed	\$356	\$82	
Average number of used vehicles retailed	642	680	-5.7%
F&I gross as % of used-vehicle sales	4.4%	4.2%	
F&I penetration (used)	78.6%	78.0%	
Used- to new-unit vehicle ratio (retail only)	92.5%	85.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,800,672	\$6,540,233	-11.3%
Fixed-ops sales as % of total sales	11.7%	12.2%	
Fixed-ops gross as % of total gross	43.9%	48.6%	
Warranty as % of total fixed-ops sales	18.2%	17.6%	
ADVERTISING EXPENSE ⁴	\$408,329	\$503,248	-18.9%
As % of total gross	6.6%	8.1%	
Per new vehicle retailed	\$588	\$630	-6.5%

RENT & EQUIVALENT		\$660,494	\$667,883	-1.1%
As % of total gross		10.7%	10.8%	
Per new vehicle retailed		\$952	\$836	13.9%
FLOORPLAN INTEREST		(\$79,887)	\$77,465	-203.1%
As % of total gross		-1.3%	1.2%	
Per new vehicle retailed		(\$115)	\$97	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,110,696	\$5,378,136	-5.0%
As % of total sales		10.3%	10.0%	
As % of total gross		83.1%	86.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Dec	%	Full Year	
	2020	Change	2019	
Domestic Cars	2.6	-27.2%	3.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.8	-29.2%	1.2	Current ratio (Current assets to current liabilities)
Total Cars	3.4	-27.7%	4.8	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	11.1	-9.7%	12.3	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	14.5	-14.7%	17.1	
				YTD
				Nov 20
				YTD
				Nov 19

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