



AVERAGE DEALERSHIP PROFILE

	YTD Jan 2021	YTD Jan 2020	Percent Change
TOTAL SALES	\$5,264,039	\$4,735,216	11.2%
TOTAL GROSS ¹	\$641,673	\$575,551	11.5%
As % of total sales	12.2%	12.2%	
TOTAL EXPENSE	\$584,232	\$592,822	-1.4%
As % of total sales	11.1%	12.5%	
As % of total gross	91.0%	103.0%	
TOTAL OPERATING PROFIT	\$57,135	(\$17,270)	-430.8%
As % of total sales	1.1%	-0.4%	
As % of total gross	8.9%	-3.0%	
NET PROFIT BEFORE TAX	\$186,818	\$100,404	86.1%
As % of total sales	3.5%	2.1%	
As % of total gross	29.1%	17.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,780,912	\$2,435,513	14.2%
New-vehicle dept. sales as % of total sales	52.8%	51.4%	
New-vehicle dept. gross as % of total gross	27.8%	21.0%	
New-vehicle selling price (retail) ³	\$39,930	\$37,418	6.7%
Gross as % of selling price	6.8%	5.2%	
Retail gross profit per new vehicle retailed	\$2,712	\$1,953	38.8%
Retail net profit per new vehicle retailed	\$22	(\$1,101)	
Average number of new vehicles retailed	64	59	8.4%
F&I gross as % of new-vehicle dept. sales	3.3%	3.0%	
F&I penetration (new vehicles)	89.0%	88.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,861,714	\$1,622,789	14.7%
Used-vehicle dept. sales as % of total sales	35.4%	34.3%	
Used-vehicle dept. gross as % of total gross	26.8%	24.7%	
Used-vehicle selling price (retail) ³	\$22,836	\$20,885	9.3%
Gross as % of selling price	11.6%	11.1%	
Retail gross profit per used vehicle retailed	\$2,641	\$2,325	13.6%
Retail net profit per used vehicle retailed	\$276	(\$63)	
Average number of used vehicles retailed	63	61	4.6%
F&I gross as % of used-vehicle sales	4.1%	4.0%	
F&I penetration (used)	79.8%	74.0%	
Used- to new-unit vehicle ratio (retail only)	98.2%	101.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$619,624	\$674,739	-8.2%
Fixed-ops sales as % of total sales	11.8%	14.2%	
Fixed-ops gross as % of total gross	45.4%	54.3%	
Warranty as % of total fixed-ops sales	16.5%	18.4%	
ADVERTISING EXPENSE ⁴	\$40,668	\$43,361	-6.2%
As % of total gross	6.3%	7.5%	
Per new vehicle retailed	\$631	\$729	-13.5%

RENT & EQUIVALENT		\$72,158	\$66,090	9.2%
As % of total gross		11.2%	11.5%	
Per new vehicle retailed		\$1,119	\$1,111	0.7%
FLOORPLAN INTEREST		(\$17,167)	\$5,113	-435.7%
As % of total gross		-2.7%	0.9%	
Per new vehicle retailed		(\$266)	\$86	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$540,319	\$531,349	1.7%
As % of total sales		10.3%	11.2%	
As % of total gross		84.2%	92.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Feb	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.4	-25.5%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-10.2%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.5	-21.9%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	1.8	-3.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	2.3	-8.5%	14.5	

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 Jan 2021	YTD Jan 2020	Percent Change
TOTAL SALES	\$4,736,081	\$4,330,963	9.4%
TOTAL GROSS ¹	\$553,951	\$505,759	9.5%
As % of total sales	11.7%	11.7%	
TOTAL EXPENSE	\$481,232	\$508,385	-5.3%
As % of total sales	10.2%	11.7%	
As % of total gross	86.9%	100.5%	
TOTAL OPERATING PROFIT	\$72,085	(\$2,626)	-2844.7%
As % of total sales	1.5%	-0.1%	
As % of total gross	13.0%	-0.5%	
NET PROFIT BEFORE TAX	\$165,862	\$82,497	101.1%
As % of total sales	3.5%	1.9%	
As % of total gross	29.9%	16.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,524,636	\$2,214,120	14.0%
New-vehicle dept. sales as % of total sales	53.3%	51.1%	
New-vehicle dept. gross as % of total gross	28.9%	21.6%	
New-vehicle selling price (retail) ³	\$44,135	\$41,385	6.6%
Gross as % of selling price	6.8%	5.2%	
Retail gross profit per new vehicle retailed	\$2,990	\$2,153	38.9%
Retail net profit per new vehicle retailed	\$484	(\$939)	
Average number of new vehicles retailed	52	47	8.8%
F&I gross as % of new-vehicle dept. sales	2.9%	2.6%	
F&I penetration (new vehicles)	103.7%	91.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,686,968	\$1,509,645	11.7%
Used-vehicle dept. sales as % of total sales	35.6%	34.9%	
Used-vehicle dept. gross as % of total gross	28.5%	25.9%	
Used-vehicle selling price (retail) ³	\$23,419	\$20,998	11.5%
Gross as % of selling price	11.8%	11.3%	
Retail gross profit per used vehicle retailed	\$2,772	\$2,377	16.6%
Retail net profit per used vehicle retailed	\$424	\$6	
Average number of used vehicles retailed	56	56	0.7%
F&I gross as % of used-vehicle sales	3.8%	3.8%	
F&I penetration (used)	83.2%	74.4%	
Used- to new-unit vehicle ratio (retail only)	109.2%	117.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$532,514	\$602,745	-11.7%
Fixed-ops sales as % of total sales	11.2%	13.9%	
Fixed-ops gross as % of total gross	42.6%	52.5%	
Warranty as % of total fixed-ops sales	15.2%	17.2%	
ADVERTISING EXPENSE ⁴	\$33,812	\$37,182	-9.1%
As % of total gross	6.1%	7.4%	
Per new vehicle retailed	\$656	\$785	-16.4%

RENT & EQUIVALENT		\$54,450	\$52,667	3.4%
As % of total gross		9.8%	10.4%	
Per new vehicle retailed		\$1,056	\$1,111	-4.9%
FLOORPLAN INTEREST		(\$18,076)	\$7,866	-329.8%
As % of total gross		-3.3%	1.6%	
Per new vehicle retailed		(\$351)	\$166	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$450,542	\$453,530	-0.7%
As % of total sales		9.5%	10.5%	
As % of total gross		81.3%	89.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.2	-19.9%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-8.1%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.3	-17.1%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.9	1.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.1	-3.7%	14.5	

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD Jan 2021	YTD Jan 2020	Percent Change
TOTAL SALES	\$5,757,822	\$5,113,303	12.6%
TOTAL GROSS ¹	\$723,717	\$640,826	12.9%
As % of total sales	12.6%	12.5%	
TOTAL EXPENSE	\$680,565	\$671,792	1.3%
As % of total sales	11.8%	13.1%	
As % of total gross	94.0%	104.8%	
TOTAL OPERATING PROFIT	\$43,152	(\$30,967)	-239.3%
As % of total sales	0.7%	-0.6%	
As % of total gross	6.0%	-4.8%	
NET PROFIT BEFORE TAX	\$206,418	\$117,152	76.2%
As % of total sales	3.6%	2.3%	
As % of total gross	28.5%	18.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$3,020,601	\$2,642,574	14.3%
New-vehicle dept. sales as % of total sales	52.5%	51.7%	
New-vehicle dept. gross as % of total gross	27.1%	20.6%	
New-vehicle selling price (retail) ³	\$37,284	\$34,935	6.7%
Gross as % of selling price	6.8%	5.2%	
Retail gross profit per new vehicle retailed	\$2,537	\$1,828	38.8%
Retail net profit per new vehicle retailed	(\$270)	(\$1,202)	
Average number of new vehicles retailed	77	71	8.2%
F&I gross as % of new-vehicle dept. sales	3.5%	3.4%	
F&I penetration (new vehicles)	79.8%	86.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$2,025,149	\$1,728,610	17.2%
Used-vehicle dept. sales as % of total sales	35.2%	33.8%	
Used-vehicle dept. gross as % of total gross	25.5%	23.8%	
Used-vehicle selling price (retail) ³	\$22,397	\$20,795	7.7%
Gross as % of selling price	11.4%	11.0%	
Retail gross profit per used vehicle retailed	\$2,542	\$2,283	11.4%
Retail net profit per used vehicle retailed	\$164	(\$118)	
Average number of used vehicles retailed	70	65	7.8%
F&I gross as % of used-vehicle sales	4.3%	4.2%	
F&I penetration (used)	77.1%	73.7%	
Used- to new-unit vehicle ratio (retail only)	91.2%	91.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$701,095	\$742,074	-5.5%
Fixed-ops sales as % of total sales	12.2%	14.5%	
Fixed-ops gross as % of total gross	47.4%	55.6%	
Warranty as % of total fixed-ops sales	17.5%	19.3%	
ADVERTISING EXPENSE ⁴	\$47,081	\$49,141	-4.2%
As % of total gross	6.5%	7.7%	
Per new vehicle retailed	\$615	\$694	-11.4%

RENT & EQUIVALENT		\$88,721	\$78,645	12.8%
As % of total gross		12.3%	12.3%	
Per new vehicle retailed		\$1,158	\$1,111	4.3%
FLOORPLAN INTEREST		(\$16,317)	\$2,539	-742.7%
As % of total gross		-2.3%	0.4%	
Per new vehicle retailed		(\$213)	\$36	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$624,284	\$604,131	3.3%
As % of total sales		10.8%	11.8%	
As % of total gross		86.3%	94.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.2	-19.9%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-8.1%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.3	-17.1%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.9	1.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.1	-3.7%	14.5	

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LUXURY DEALERSHIP PROFILE

	YTD Jan 2021	YTD Jan 2020	Percent Change
TOTAL SALES	\$7,295,354	\$6,914,413	5.5%
TOTAL GROSS ¹	\$899,262	\$845,823	6.3%
As % of total sales	12.3%	12.2%	
TOTAL EXPENSE	\$850,026	\$889,476	-4.4%
As % of total sales	11.7%	12.9%	
As % of total gross	94.5%	105.2%	
TOTAL OPERATING PROFIT	\$49,235	(\$43,652)	-212.8%
As % of total sales	0.7%	-0.6%	
As % of total gross	5.5%	-5.2%	
NET PROFIT BEFORE TAX	\$272,925	\$179,398	52.1%
As % of total sales	3.7%	2.6%	
As % of total gross	30.3%	21.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$3,620,977	\$3,360,329	7.8%
New-vehicle dept. sales as % of total sales	49.6%	48.6%	
New-vehicle dept. gross as % of total gross	22.0%	16.1%	
New-vehicle selling price (retail) ³	\$59,231	\$57,146	3.6%
Gross as % of selling price	5.7%	4.1%	
Retail gross profit per new vehicle retailed	\$3,360	\$2,352	42.9%
Retail net profit per new vehicle retailed	(\$800)	(\$2,372)	
Average number of new vehicles retailed	58	54	7.4%
F&I gross as % of new-vehicle dept. sales	2.8%	2.6%	
F&I penetration (new vehicles)	73.5%	67.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$2,577,567	\$2,437,226	5.8%
Used-vehicle dept. sales as % of total sales	35.3%	35.2%	
Used-vehicle dept. gross as % of total gross	20.8%	20.2%	
Used-vehicle selling price (retail) ³	\$32,205	\$30,788	4.6%
Gross as % of selling price	9.2%	8.8%	
Retail gross profit per used vehicle retailed	\$2,954	\$2,713	8.9%
Retail net profit per used vehicle retailed	\$141	(\$206)	
Average number of used vehicles retailed	61	62	-0.4%
F&I gross as % of used-vehicle sales	3.1%	3.2%	
F&I penetration (used)	50.8%	52.5%	
Used- to new-unit vehicle ratio (retail only)	105.2%	113.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,049,105	\$1,116,660	-6.0%
Fixed-ops sales as % of total sales	14.4%	16.1%	
Fixed-ops gross as % of total gross	57.3%	63.7%	
Warranty as % of total fixed-ops sales	18.5%	21.2%	
ADVERTISING EXPENSE ⁴	\$36,448	\$47,496	-23.3%
As % of total gross	4.1%	5.6%	
Per new vehicle retailed	\$625	\$875	-28.5%

RENT & EQUIVALENT		\$114,468	\$100,787	13.6%
As % of total gross		12.7%	11.9%	
Per new vehicle retailed		\$1,964	\$1,857	5.8%
FLOORPLAN INTEREST		(\$18,319)	\$1,927	-1050.5%
As % of total gross		-2.0%	0.2%	
Per new vehicle retailed		(\$314)	\$36	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$780,917	\$807,074	-3.2%
As % of total sales		10.7%	11.7%	
As % of total gross		86.8%	95.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.2	-19.9%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-8.1%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.3	-17.1%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.9	1.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.1	-3.7%	14.5	

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MASS MARKET DEALERSHIP PROFILE

	YTD Jan 2021	YTD Jan 2020	Percent Change
TOTAL SALES	\$5,007,296	\$4,452,549	12.5%
TOTAL GROSS ¹	\$608,994	\$540,432	12.7%
As % of total sales	12.2%	12.1%	
TOTAL EXPENSE	\$550,389	\$554,253	-0.7%
As % of total sales	11.0%	12.4%	
As % of total gross	90.4%	102.6%	
TOTAL OPERATING PROFIT	\$58,259	(\$13,821)	-521.5%
As % of total sales	1.2%	-0.3%	
As % of total gross	9.6%	-2.6%	
NET PROFIT BEFORE TAX	\$175,945	\$90,193	95.1%
As % of total sales	3.5%	2.0%	
As % of total gross	28.9%	16.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$2,676,015	\$2,315,867	15.6%
New-vehicle dept. sales as % of total sales	53.4%	52.0%	
New-vehicle dept. gross as % of total gross	29.0%	22.0%	
New-vehicle selling price (retail) ³	\$37,685	\$35,095	7.4%
Gross as % of selling price	7.0%	5.4%	
Retail gross profit per new vehicle retailed	\$2,636	\$1,905	38.4%
Retail net profit per new vehicle retailed	\$117	(\$952)	
Average number of new vehicles retailed	65	60	8.7%
F&I gross as % of new-vehicle dept. sales	3.3%	3.1%	
F&I penetration (new vehicles)	90.8%	91.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$1,771,105	\$1,516,981	16.8%
Used-vehicle dept. sales as % of total sales	35.4%	34.1%	
Used-vehicle dept. gross as % of total gross	27.9%	25.6%	
Used-vehicle selling price (retail) ³	\$21,658	\$19,568	10.7%
Gross as % of selling price	12.0%	11.6%	
Retail gross profit per used vehicle retailed	\$2,601	\$2,273	14.4%
Retail net profit per used vehicle retailed	\$293	(\$43)	
Average number of used vehicles retailed	64	60	5.4%
F&I gross as % of used-vehicle sales	4.3%	4.2%	
F&I penetration (used)	83.4%	76.9%	
Used- to new-unit vehicle ratio (retail only)	97.3%	100.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$564,386	\$617,272	-8.6%
Fixed-ops sales as % of total sales	11.3%	13.9%	
Fixed-ops gross as % of total gross	43.1%	52.3%	
Warranty as % of total fixed-ops sales	16.1%	17.8%	
ADVERTISING EXPENSE ⁴	\$41,296	\$42,832	-3.6%
As % of total gross	6.8%	7.9%	
Per new vehicle retailed	\$631	\$711	-11.3%

RENT & EQUIVALENT		\$66,780	\$61,610	8.4%
As % of total gross		11.0%	11.4%	
Per new vehicle retailed		\$1,021	\$1,023	-0.3%
FLOORPLAN INTEREST		(\$17,098)	\$5,461	-413.1%
As % of total gross		-2.8%	1.0%	
Per new vehicle retailed		(\$261)	\$91	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$509,716	\$495,532	2.9%
As % of total sales		10.2%	11.1%	
As % of total gross		83.7%	91.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jan	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.2	-19.9%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.1	-8.1%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.3	-17.1%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	0.9	1.1%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	1.1	-3.7%	14.5	

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