



AVERAGE DEALERSHIP PROFILE

	YTD Feb 2021	YTD Feb 2020	Percent Change
TOTAL SALES	\$10,039,568	\$9,455,216	6.2%
TOTAL GROSS ¹	\$1,213,685	\$1,129,049	7.5%
As % of total sales	12.1%	11.9%	
TOTAL EXPENSE	\$1,111,887	\$1,152,278	-3.5%
As % of total sales	11.1%	12.2%	
As % of total gross	91.6%	102.1%	
TOTAL OPERATING PROFIT	\$101,799	(\$23,229)	-538.2%
As % of total sales	1.0%	-0.2%	
As % of total gross	8.4%	-2.1%	
NET PROFIT BEFORE TAX	\$350,925	\$206,179	70.2%
As % of total sales	3.5%	2.2%	
As % of total gross	28.9%	18.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$5,349,707	\$4,910,297	8.9%
New-vehicle dept. sales as % of total sales	53.3%	51.9%	
New-vehicle dept. gross as % of total gross	28.1%	21.7%	
New-vehicle selling price (retail) ³	\$40,311	\$37,288	8.1%
Gross as % of selling price	6.8%	5.3%	
Retail gross profit per new vehicle retailed	\$2,726	\$1,978	37.8%
Retail net profit per new vehicle retailed	\$23	(\$941)	
Average number of new vehicles retailed	123	121	1.3%
F&I gross as % of new-vehicle dept. sales	3.2%	3.0%	
F&I penetration (new vehicles)	93.0%	89.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,519,238	\$3,275,740	7.4%
Used-vehicle dept. sales as % of total sales	35.1%	34.6%	
Used-vehicle dept. gross as % of total gross	27.2%	25.9%	
Used-vehicle selling price (retail) ³	\$23,287	\$20,907	11.4%
Gross as % of selling price	11.7%	11.2%	
Retail gross profit per used vehicle retailed	\$2,718	\$2,352	15.6%
Retail net profit per used vehicle retailed	\$317	\$18	
Average number of used vehicles retailed	117	123	-4.9%
F&I gross as % of used-vehicle sales	4.1%	4.1%	
F&I penetration (used)	80.5%	72.2%	
Used- to new-unit vehicle ratio (retail only)	95.8%	102.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,158,956	\$1,267,047	-8.5%
Fixed-ops sales as % of total sales	11.5%	13.4%	
Fixed-ops gross as % of total gross	44.7%	52.3%	
Warranty as % of total fixed-ops sales	16.6%	18.9%	
ADVERTISING EXPENSE ⁴	\$77,735	\$86,195	-9.8%
As % of total gross	6.4%	7.6%	
Per new vehicle retailed	\$634	\$712	-10.9%

RENT & EQUIVALENT		\$139,270	\$130,875	6.4%
As % of total gross		11.5%	11.6%	
Per new vehicle retailed		\$1,136	\$1,081	5.1%
FLOORPLAN INTEREST		(\$32,748)	\$5,187	-731.4%
As % of total gross		-2.7%	0.5%	
Per new vehicle retailed		(\$267)	\$43	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,027,602	\$1,035,654	-0.8%
As % of total sales		10.2%	11.0%	
As % of total gross		84.7%	91.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.6	-10.1%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	14.4%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-4.5%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	3.0	16.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.9	11.3%	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 Feb 2021	YTD Feb 2020	Percent Change
TOTAL SALES	\$9,341,062	\$8,758,887	6.6%
TOTAL GROSS ¹	\$1,087,908	\$1,009,593	7.8%
As % of total sales	11.6%	11.5%	
TOTAL EXPENSE	\$946,269	\$994,173	-4.8%
As % of total sales	10.1%	11.4%	
As % of total gross	87.0%	98.5%	
TOTAL OPERATING PROFIT	\$141,639	\$15,421	818.5%
As % of total sales	1.5%	0.2%	
As % of total gross	13.0%	1.5%	
NET PROFIT BEFORE TAX	\$332,732	\$181,993	82.8%
As % of total sales	3.6%	2.1%	
As % of total gross	30.6%	18.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$4,959,607	\$4,538,640	9.3%
New-vehicle dept. sales as % of total sales	53.1%	51.8%	
New-vehicle dept. gross as % of total gross	29.2%	22.2%	
New-vehicle selling price (retail) ³	\$44,382	\$41,348	7.3%
Gross as % of selling price	6.9%	5.3%	
Retail gross profit per new vehicle retailed	\$3,052	\$2,198	38.9%
Retail net profit per new vehicle retailed	\$521	(\$685)	
Average number of new vehicles retailed	100	98	2.7%
F&I gross as % of new-vehicle dept. sales	2.9%	2.7%	
F&I penetration (new vehicles)	103.1%	92.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,334,844	\$3,072,504	8.5%
Used-vehicle dept. sales as % of total sales	35.7%	35.1%	
Used-vehicle dept. gross as % of total gross	29.2%	27.2%	
Used-vehicle selling price (retail) ³	\$23,643	\$21,020	12.5%
Gross as % of selling price	12.0%	11.5%	
Retail gross profit per used vehicle retailed	\$2,844	\$2,411	18.0%
Retail net profit per used vehicle retailed	\$478	\$114	
Average number of used vehicles retailed	110	115	-4.9%
F&I gross as % of used-vehicle sales	3.8%	4.0%	
F&I penetration (used)	84.0%	76.2%	
Used- to new-unit vehicle ratio (retail only)	109.4%	118.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,022,976	\$1,143,423	-10.5%
Fixed-ops sales as % of total sales	11.0%	13.1%	
Fixed-ops gross as % of total gross	41.5%	50.4%	
Warranty as % of total fixed-ops sales	15.1%	17.6%	
ADVERTISING EXPENSE ⁴	\$65,881	\$72,457	-9.1%
As % of total gross	6.1%	7.2%	
Per new vehicle retailed	\$657	\$742	-11.5%

RENT & EQUIVALENT		\$108,116	\$105,573	2.4%
As % of total gross		9.9%	10.5%	
Per new vehicle retailed		\$1,077	\$1,081	-0.3%
FLOORPLAN INTEREST		(\$34,649)	\$9,538	-463.3%
As % of total gross		-3.2%	0.9%	
Per new vehicle retailed		(\$345)	\$98	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$884,865	\$890,568	-0.6%
As % of total sales		9.5%	10.2%	
As % of total gross		81.3%	88.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.6	-10.1%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	14.4%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-4.5%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	3.0	16.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.9	11.3%	14.5	
				YTD
				Feb 21
				YTD
				Feb 20

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IMPORT DEALERSHIP PROFILE

	YTD Feb 2021	YTD Feb 2020	Percent Change
TOTAL SALES	\$10,701,538	\$10,106,472	5.9%
TOTAL GROSS ¹	\$1,332,884	\$1,240,772	7.4%
As % of total sales	12.5%	12.3%	
TOTAL EXPENSE	\$1,268,842	\$1,300,149	-2.4%
As % of total sales	11.9%	12.9%	
As % of total gross	95.2%	104.8%	
TOTAL OPERATING PROFIT	\$64,042	(\$59,377)	-207.9%
As % of total sales	0.6%	-0.6%	
As % of total gross	4.8%	-4.8%	
NET PROFIT BEFORE TAX	\$368,166	\$228,799	60.9%
As % of total sales	3.4%	2.3%	
As % of total gross	27.6%	18.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$5,719,403	\$5,257,896	8.8%
New-vehicle dept. sales as % of total sales	53.4%	52.0%	
New-vehicle dept. gross as % of total gross	27.2%	21.3%	
New-vehicle selling price (retail) ³	\$37,615	\$34,692	8.4%
Gross as % of selling price	6.7%	5.3%	
Retail gross profit per new vehicle retailed	\$2,511	\$1,838	36.6%
Retail net profit per new vehicle retailed	(\$307)	(\$1,105)	
Average number of new vehicles retailed	144	143	0.5%
F&I gross as % of new-vehicle dept. sales	3.5%	3.3%	
F&I penetration (new vehicles)	86.3%	87.8%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,693,987	\$3,465,820	6.6%
Used-vehicle dept. sales as % of total sales	34.5%	34.3%	
Used-vehicle dept. gross as % of total gross	25.7%	25.0%	
Used-vehicle selling price (retail) ³	\$22,991	\$20,815	10.5%
Gross as % of selling price	11.4%	11.1%	
Retail gross profit per used vehicle retailed	\$2,613	\$2,302	13.5%
Retail net profit per used vehicle retailed	\$183	(\$60)	
Average number of used vehicles retailed	125	131	-4.8%
F&I gross as % of used-vehicle sales	4.3%	4.3%	
F&I penetration (used)	77.7%	68.9%	
Used- to new-unit vehicle ratio (retail only)	86.8%	91.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,287,823	\$1,382,669	-6.9%
Fixed-ops sales as % of total sales	12.0%	13.7%	
Fixed-ops gross as % of total gross	47.1%	53.7%	
Warranty as % of total fixed-ops sales	17.6%	19.9%	
ADVERTISING EXPENSE ⁴	\$88,969	\$99,044	-10.2%
As % of total gross	6.7%	8.0%	
Per new vehicle retailed	\$620	\$693	-10.6%

RENT & EQUIVALENT		\$168,794	\$154,540	9.2%	
As % of total gross		12.7%	12.5%		
Per new vehicle retailed		\$1,176	\$1,082	8.7%	
FLOORPLAN INTEREST		(\$30,945)	\$1,117	-2869.3%	
As % of total gross		-2.3%	0.1%		
Per new vehicle retailed		(\$216)	\$8		
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,162,873	\$1,171,348	-0.7%	
As % of total sales		10.9%	11.6%		
As % of total gross		87.2%	94.4%		
LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS	
	YTD Mar	%	Full Year	YTD	YTD
	2021	Change	2020	Feb 21	Feb 20
Domestic Cars	0.6	-10.1%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)	1.14 1.10
Import Cars	0.2	14.4%	0.8	Current ratio (Current assets to current liabilities)	1.37 1.20
Total Cars	0.9	-4.5%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	56.3% 57.8%
Light-Duty Trucks	3.0	16.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)	4.9% 3.8%
Total light-duty	3.9	11.3%	14.5		

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LUXURY DEALERSHIP PROFILE

	YTD Feb 2021	YTD Feb 2020	Percent Change
TOTAL SALES	\$14,840,909	\$13,118,543	13.1%
TOTAL GROSS ¹	\$1,810,474	\$1,543,839	17.3%
As % of total sales	12.2%	11.8%	
TOTAL EXPENSE	\$1,723,702	\$1,678,585	2.7%
As % of total sales	11.6%	12.8%	
As % of total gross	95.2%	108.7%	
TOTAL OPERATING PROFIT	\$86,772	(\$134,746)	-164.4%
As % of total sales	0.6%	-1.0%	
As % of total gross	4.8%	-8.7%	
NET PROFIT BEFORE TAX	\$523,169	\$276,561	89.2%
As % of total sales	3.5%	2.1%	
As % of total gross	28.9%	17.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$7,570,865	\$6,333,034	19.5%
New-vehicle dept. sales as % of total sales	51.0%	48.3%	
New-vehicle dept. gross as % of total gross	22.7%	14.6%	
New-vehicle selling price (retail) ³	\$59,718	\$55,772	7.1%
Gross as % of selling price	5.7%	3.8%	
Retail gross profit per new vehicle retailed	\$3,403	\$2,123	60.3%
Retail net profit per new vehicle retailed	(\$806)	(\$2,537)	
Average number of new vehicles retailed	119	106	12.2%
F&I gross as % of new-vehicle dept. sales	2.7%	2.4%	
F&I penetration (new vehicles)	72.0%	65.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,187,659	\$4,730,030	9.7%
Used-vehicle dept. sales as % of total sales	35.0%	36.1%	
Used-vehicle dept. gross as % of total gross	21.3%	20.9%	
Used-vehicle selling price (retail) ³	\$33,128	\$30,386	9.0%
Gross as % of selling price	9.2%	8.6%	
Retail gross profit per used vehicle retailed	\$3,064	\$2,607	17.5%
Retail net profit per used vehicle retailed	\$213	(\$197)	
Average number of used vehicles retailed	120	121	-0.9%
F&I gross as % of used-vehicle sales	3.1%	3.0%	
F&I penetration (used)	50.7%	55.8%	
Used- to new-unit vehicle ratio (retail only)	101.0%	114.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,081,811	\$2,055,091	1.3%
Fixed-ops sales as % of total sales	14.0%	15.7%	
Fixed-ops gross as % of total gross	56.1%	64.4%	
Warranty as % of total fixed-ops sales	18.6%	21.8%	
ADVERTISING EXPENSE ⁴	\$77,227	\$88,091	-12.3%
As % of total gross	4.3%	5.7%	
Per new vehicle retailed	\$649	\$830	-21.8%

RENT & EQUIVALENT		\$243,028	\$198,766	22.3%
As % of total gross		13.4%	12.9%	
Per new vehicle retailed		\$2,042	\$1,873	9.0%
FLOORPLAN INTEREST		(\$36,680)	\$551	-6759.9%
As % of total gross		-2.0%	0.0%	
Per new vehicle retailed		(\$308)	\$5	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,574,877	\$1,519,291	3.7%
As % of total sales		10.6%	11.6%	
As % of total gross		87.0%	98.4%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.6	-10.1%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	14.4%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-4.5%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	3.0	16.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.9	11.3%	14.5	
				YTD
				Feb 21
				YTD
				Feb 20

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Feb 2021	YTD Feb 2020	Percent Change
TOTAL SALES	\$9,413,140	\$8,980,667	4.8%
TOTAL GROSS ¹	\$1,135,664	\$1,075,205	5.6%
As % of total sales	12.1%	12.0%	
TOTAL EXPENSE	\$1,031,835	\$1,083,950	-4.8%
As % of total sales	11.0%	12.1%	
As % of total gross	90.9%	100.8%	
TOTAL OPERATING PROFIT	\$103,829	(\$8,745)	-1287.3%
As % of total sales	1.1%	-0.1%	
As % of total gross	9.1%	-0.8%	
NET PROFIT BEFORE TAX	\$328,605	\$197,177	66.7%
As % of total sales	3.5%	2.2%	
As % of total gross	28.9%	18.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$5,061,216	\$4,726,636	7.1%
New-vehicle dept. sales as % of total sales	53.8%	52.6%	
New-vehicle dept. gross as % of total gross	29.2%	23.0%	
New-vehicle selling price (retail) ³	\$37,843	\$35,208	7.5%
Gross as % of selling price	7.0%	5.6%	
Retail gross profit per new vehicle retailed	\$2,639	\$1,960	34.6%
Retail net profit per new vehicle retailed	\$128	(\$763)	
Average number of new vehicles retailed	123	123	0.1%
F&I gross as % of new-vehicle dept. sales	3.3%	3.1%	
F&I penetration (new vehicles)	95.7%	92.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$3,300,832	\$3,087,026	6.9%
Used-vehicle dept. sales as % of total sales	35.1%	34.4%	
Used-vehicle dept. gross as % of total gross	28.5%	26.9%	
Used-vehicle selling price (retail) ³	\$21,960	\$19,695	11.5%
Gross as % of selling price	12.2%	11.8%	
Retail gross profit per used vehicle retailed	\$2,672	\$2,319	15.2%
Retail net profit per used vehicle retailed	\$331	\$46	
Average number of used vehicles retailed	117	124	-5.4%
F&I gross as % of used-vehicle sales	4.3%	4.4%	
F&I penetration (used)	84.6%	74.3%	
Used- to new-unit vehicle ratio (retail only)	95.1%	100.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,037,986	\$1,164,649	-10.9%
Fixed-ops sales as % of total sales	11.0%	13.0%	
Fixed-ops gross as % of total gross	42.3%	50.0%	
Warranty as % of total fixed-ops sales	16.0%	18.2%	
ADVERTISING EXPENSE ⁴	\$77,846	\$85,969	-9.4%
As % of total gross	6.9%	8.0%	
Per new vehicle retailed	\$632	\$699	-9.5%

RENT & EQUIVALENT		\$125,738	\$122,125	3.0%
As % of total gross		11.1%	11.4%	
Per new vehicle retailed		\$1,021	\$993	2.9%
FLOORPLAN INTEREST		(\$32,340)	\$5,667	-670.7%
As % of total gross		-2.8%	0.5%	
Per new vehicle retailed		(\$263)	\$46	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$956,046	\$972,916	-1.7%
As % of total sales		10.2%	10.8%	
As % of total gross		84.2%	90.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Mar	%	Full Year	
	2021	Change	2020	
Domestic Cars	0.6	-10.1%	2.6	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Import Cars	0.2	14.4%	0.8	Current ratio (Current assets to current liabilities)
Total Cars	0.9	-4.5%	3.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Light-Duty Trucks	3.0	16.9%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total light-duty	3.9	11.3%	14.5	

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