



AVERAGE DEALERSHIP PROFILE

	YTD Mar 2021	YTD Mar 2020	Percent Change
TOTAL SALES	\$16,910,995	\$13,205,275	28.1%
TOTAL GROSS ¹	\$2,076,870	\$1,602,944	29.6%
As % of total sales	12.3%	12.1%	
TOTAL EXPENSE	\$1,761,506	\$1,684,896	4.5%
As % of total sales	10.4%	12.8%	
As % of total gross	84.8%	105.1%	
TOTAL OPERATING PROFIT	\$315,363	(\$82,416)	-482.6%
As % of total sales	1.9%	-0.6%	
As % of total gross	15.2%	-5.1%	
NET PROFIT BEFORE TAX	\$722,374	\$243,089	197.2%
As % of total sales	4.3%	1.8%	
As % of total gross	34.8%	15.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$9,127,834	\$6,898,301	32.3%
New-vehicle dept. sales as % of total sales	54.0%	52.2%	
New-vehicle dept. gross as % of total gross	28.6%	21.4%	
New-vehicle selling price (retail) ³	\$39,976	\$37,550	6.5%
Gross as % of selling price	6.9%	5.3%	
Retail gross profit per new vehicle retailed	\$2,764	\$1,976	39.8%
Retail net profit per new vehicle retailed	\$248	(\$1,090)	
Average number of new vehicles retailed	211	168	25.7%
F&I gross as % of new-vehicle dept. sales	3.3%	3.0%	
F&I penetration (new vehicles)	94.7%	91.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,884,668	\$4,461,184	31.9%
Used-vehicle dept. sales as % of total sales	34.8%	33.8%	
Used-vehicle dept. gross as % of total gross	28.8%	25.2%	
Used-vehicle selling price (retail) ³	\$23,227	\$20,929	11.0%
Gross as % of selling price	12.3%	11.3%	
Retail gross profit per used vehicle retailed	\$2,859	\$2,374	20.4%
Retail net profit per used vehicle retailed	\$613	(\$100)	
Average number of used vehicles retailed	197	168	17.6%
F&I gross as % of used-vehicle sales	4.2%	4.2%	
F&I penetration (used)	82.9%	77.9%	
Used- to new-unit vehicle ratio (retail only)	93.5%	99.9%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,887,285	\$1,842,314	2.4%
Fixed-ops sales as % of total sales	11.2%	14.0%	
Fixed-ops gross as % of total gross	42.6%	53.4%	
Warranty as % of total fixed-ops sales	16.5%	19.2%	
ADVERTISING EXPENSE ⁴	\$120,206	\$127,789	-5.9%
As % of total gross	5.8%	8.0%	
Per new vehicle retailed	\$569	\$760	-25.1%

RENT & EQUIVALENT		\$209,765	\$196,850	6.6%
As % of total gross		10.1%	12.3%	
Per new vehicle retailed		\$993	\$1,171	-15.2%
FLOORPLAN INTEREST		(\$54,924)	\$8,591	-739.3%
As % of total gross		-2.6%	0.5%	
Per new vehicle retailed		(\$260)	\$51	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,640,245	\$1,508,792	8.7%
As % of total sales		9.7%	11.4%	
As % of total gross		79.0%	94.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Apr	%	Full Year	
	2021	Change	2020	
Total Cars	1.2	14.2%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	3.2	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.0	47.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	4.2	34.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	5.4	29.1%	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 Mar 2021	YTD Mar 2020	Percent Change
TOTAL SALES	\$15,790,967	\$12,452,015	26.8%
TOTAL GROSS ¹	\$1,878,023	\$1,444,374	30.0%
As % of total sales	11.9%	11.6%	
TOTAL EXPENSE	\$1,510,614	\$1,451,569	4.1%
As % of total sales	9.6%	11.7%	
As % of total gross	80.4%	100.5%	
TOTAL OPERATING PROFIT	\$367,409	(\$8,156)	-4604.9%
As % of total sales	2.3%	-0.1%	
As % of total gross	19.6%	-0.6%	
NET PROFIT BEFORE TAX	\$669,045	\$225,426	196.8%
As % of total sales	4.2%	1.8%	
As % of total gross	35.6%	15.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$8,482,269	\$6,540,877	29.7%
New-vehicle dept. sales as % of total sales	53.7%	52.5%	
New-vehicle dept. gross as % of total gross	30.0%	22.5%	
New-vehicle selling price (retail) ³	\$44,396	\$41,787	6.2%
Gross as % of selling price	7.1%	5.3%	
Retail gross profit per new vehicle retailed	\$3,170	\$2,201	44.0%
Retail net profit per new vehicle retailed	\$772	(\$779)	
Average number of new vehicles retailed	172	138	24.3%
F&I gross as % of new-vehicle dept. sales	3.0%	2.7%	
F&I penetration (new vehicles)	102.8%	96.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,601,349	\$4,235,538	32.2%
Used-vehicle dept. sales as % of total sales	35.5%	34.0%	
Used-vehicle dept. gross as % of total gross	30.7%	26.3%	
Used-vehicle selling price (retail) ³	\$23,688	\$21,057	12.5%
Gross as % of selling price	12.7%	11.5%	
Retail gross profit per used vehicle retailed	\$3,006	\$2,429	23.8%
Retail net profit per used vehicle retailed	\$785	\$13	
Average number of used vehicles retailed	185	158	16.6%
F&I gross as % of used-vehicle sales	3.9%	4.0%	
F&I penetration (used)	84.8%	77.7%	
Used- to new-unit vehicle ratio (retail only)	107.6%	114.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,674,403	\$1,669,671	0.3%
Fixed-ops sales as % of total sales	10.6%	13.4%	
Fixed-ops gross as % of total gross	39.2%	51.1%	
Warranty as % of total fixed-ops sales	15.0%	17.6%	
ADVERTISING EXPENSE ⁴	\$105,063	\$107,975	-2.7%
As % of total gross	5.6%	7.5%	
Per new vehicle retailed	\$612	\$781	-21.7%

RENT & EQUIVALENT		\$164,673	\$156,504	5.2%
As % of total gross		8.8%	10.8%	
Per new vehicle retailed		\$959	\$1,133	-15.4%
FLOORPLAN INTEREST		(\$57,713)	\$14,059	-510.5%
As % of total gross		-3.1%	1.0%	
Per new vehicle retailed		(\$336)	\$102	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,421,987	\$1,298,062	9.5%
As % of total sales		9.0%	10.4%	
As % of total gross		75.7%	89.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Apr	%	Full Year	
	2021	Change	2020	
Total Cars	1.2	14.2%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	3.2	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.0	47.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	4.2	34.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	5.4	29.1%	14.5	
				YTD
				Mar 21
				YTD
				Mar 20

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IMPORT DEALERSHIP PROFILE

	YTD Mar 2021	YTD Mar 2020	Percent Change
TOTAL SALES	\$17,972,441	\$13,909,777	29.2%
TOTAL GROSS ¹	\$2,265,316	\$1,751,250	29.4%
As % of total sales	12.6%	12.6%	
TOTAL EXPENSE	\$1,999,276	\$1,903,120	5.1%
As % of total sales	11.1%	13.7%	
As % of total gross	88.3%	108.7%	
TOTAL OPERATING PROFIT	\$266,040	(\$151,870)	-275.2%
As % of total sales	1.5%	-1.1%	
As % of total gross	11.7%	-8.7%	
NET PROFIT BEFORE TAX	\$772,913	\$259,608	197.7%
As % of total sales	4.3%	1.9%	
As % of total gross	34.1%	14.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$9,739,632	\$7,232,590	34.7%
New-vehicle dept. sales as % of total sales	54.2%	52.0%	
New-vehicle dept. gross as % of total gross	27.5%	20.6%	
New-vehicle selling price (retail) ³	\$37,080	\$34,755	6.7%
Gross as % of selling price	6.7%	5.3%	
Retail gross profit per new vehicle retailed	\$2,497	\$1,828	36.6%
Retail net profit per new vehicle retailed	(\$95)	(\$1,295)	
Average number of new vehicles retailed	248	196	26.8%
F&I gross as % of new-vehicle dept. sales	3.5%	3.3%	
F&I penetration (new vehicles)	89.5%	88.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$6,153,168	\$4,672,224	31.7%
Used-vehicle dept. sales as % of total sales	34.2%	33.6%	
Used-vehicle dept. gross as % of total gross	27.3%	24.3%	
Used-vehicle selling price (retail) ³	\$22,841	\$20,822	9.7%
Gross as % of selling price	12.0%	11.2%	
Retail gross profit per used vehicle retailed	\$2,735	\$2,328	17.5%
Retail net profit per used vehicle retailed	\$469	(\$195)	
Average number of used vehicles retailed	209	176	18.6%
F&I gross as % of used-vehicle sales	4.5%	4.3%	
F&I penetration (used)	81.2%	78.2%	
Used- to new-unit vehicle ratio (retail only)	84.2%	90.1%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,089,032	\$2,003,782	4.3%
Fixed-ops sales as % of total sales	11.6%	14.4%	
Fixed-ops gross as % of total gross	45.2%	55.1%	
Warranty as % of total fixed-ops sales	17.6%	20.3%	
ADVERTISING EXPENSE ⁴	\$134,558	\$146,320	-8.0%
As % of total gross	5.9%	8.4%	
Per new vehicle retailed	\$542	\$747	-27.5%

RENT & EQUIVALENT		\$252,499	\$234,584	7.6%	
As % of total gross		11.1%	13.4%		
Per new vehicle retailed		\$1,016	\$1,197	-15.1%	
FLOORPLAN INTEREST		(\$52,281)	\$3,476	-1604.0%	
As % of total gross		-2.3%	0.2%		
Per new vehicle retailed		(\$210)	\$18		
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,847,087	\$1,705,881	8.3%	
As % of total sales		10.3%	12.3%		
As % of total gross		81.5%	97.4%		
LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS	
	YTD Apr	%	Full Year		
	2021	Change	2020	YTD	YTD
				Mar 21	Mar 20
Total Cars	1.2	14.2%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)	1.13 1.11
Dom. Light-Truck	3.2	30.8%	8.6	Current ratio (Current assets to current liabilities)	1.40 1.20
Import Light-Truck	1.0	47.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	58.9% 56.7%
Total Light-Truck	4.2	34.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)	10.4% 4.1%
Total Light-Duty	5.4	29.1%	14.5		

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LUXURY DEALERSHIP PROFILE

	YTD Mar 2021	YTD Mar 2020	Percent Change
TOTAL SALES	\$23,694,437	\$18,542,872	27.8%
TOTAL GROSS ¹	\$2,924,271	\$2,191,838	33.4%
As % of total sales	12.3%	11.8%	
TOTAL EXPENSE	\$2,623,078	\$2,536,402	3.4%
As % of total sales	11.1%	13.7%	
As % of total gross	89.7%	115.7%	
TOTAL OPERATING PROFIT	\$301,193	(\$344,564)	-187.4%
As % of total sales	1.3%	-1.9%	
As % of total gross	10.3%	-15.7%	
NET PROFIT BEFORE TAX	\$1,006,783	\$282,604	256.3%
As % of total sales	4.2%	1.5%	
As % of total gross	34.4%	12.9%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$12,016,874	\$9,109,913	31.9%
New-vehicle dept. sales as % of total sales	50.7%	49.1%	
New-vehicle dept. gross as % of total gross	21.9%	13.3%	
New-vehicle selling price (retail) ³	\$58,134	\$55,390	5.0%
Gross as % of selling price	5.6%	3.4%	
Retail gross profit per new vehicle retailed	\$3,228	\$1,889	70.9%
Retail net profit per new vehicle retailed	(\$631)	(\$3,018)	
Average number of new vehicles retailed	196	153	28.6%
F&I gross as % of new-vehicle dept. sales	2.8%	2.3%	
F&I penetration (new vehicles)	71.4%	62.6%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$8,236,784	\$6,394,158	28.8%
Used-vehicle dept. sales as % of total sales	34.8%	34.5%	
Used-vehicle dept. gross as % of total gross	22.6%	19.8%	
Used-vehicle selling price (retail) ³	\$32,318	\$30,466	6.1%
Gross as % of selling price	9.7%	8.5%	
Retail gross profit per used vehicle retailed	\$3,151	\$2,584	21.9%
Retail net profit per used vehicle retailed	\$513	(\$491)	
Average number of used vehicles retailed	195	164	19.3%
F&I gross as % of used-vehicle sales	3.2%	3.0%	
F&I penetration (used)	58.3%	56.1%	
Used- to new-unit vehicle ratio (retail only)	99.5%	107.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,314,588	\$3,038,392	9.1%
Fixed-ops sales as % of total sales	14.0%	16.4%	
Fixed-ops gross as % of total gross	55.5%	66.9%	
Warranty as % of total fixed-ops sales	18.3%	22.2%	
ADVERTISING EXPENSE ⁴	\$111,157	\$135,986	-18.3%
As % of total gross	3.8%	6.2%	
Per new vehicle retailed	\$566	\$891	-36.5%

RENT & EQUIVALENT		\$357,532	\$329,006	8.7%
As % of total gross		12.2%	15.0%	
Per new vehicle retailed		\$1,821	\$2,156	-15.5%
FLOORPLAN INTEREST		(\$61,846)	\$14,376	-530.2%
As % of total gross		-2.1%	0.7%	
Per new vehicle retailed		(\$315)	\$94	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,411,590	\$2,258,832	6.8%
As % of total sales		10.2%	12.2%	
As % of total gross		82.5%	103.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Apr	%	Full Year	
	2021	Change	2020	
Total Cars	1.2	14.2%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	3.2	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.0	47.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	4.2	34.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	5.4	29.1%	14.5	

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD Mar 2021	YTD Mar 2020	Percent Change
TOTAL SALES	\$16,025,872	\$12,512,732	28.1%
TOTAL GROSS ¹	\$1,966,067	\$1,526,508	28.8%
As % of total sales	12.3%	12.2%	
TOTAL EXPENSE	\$1,648,722	\$1,574,102	4.7%
As % of total sales	10.3%	12.6%	
As % of total gross	83.9%	103.1%	
TOTAL OPERATING PROFIT	\$317,345	(\$48,118)	-759.5%
As % of total sales	2.0%	-0.4%	
As % of total gross	16.1%	-3.2%	
NET PROFIT BEFORE TAX	\$685,562	\$238,269	187.7%
As % of total sales	4.3%	1.9%	
As % of total gross	34.9%	15.6%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$8,752,926	\$6,611,987	32.4%
New-vehicle dept. sales as % of total sales	54.6%	52.8%	
New-vehicle dept. gross as % of total gross	29.9%	22.9%	
New-vehicle selling price (retail) ³	\$37,775	\$35,461	6.5%
Gross as % of selling price	7.2%	5.6%	
Retail gross profit per new vehicle retailed	\$2,706	\$1,985	36.4%
Retail net profit per new vehicle retailed	\$354	(\$864)	
Average number of new vehicles retailed	213	170	25.3%
F&I gross as % of new-vehicle dept. sales	3.4%	3.2%	
F&I penetration (new vehicles)	97.6%	94.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$5,576,989	\$4,210,064	32.5%
Used-vehicle dept. sales as % of total sales	34.8%	33.6%	
Used-vehicle dept. gross as % of total gross	30.0%	26.2%	
Used-vehicle selling price (retail) ³	\$22,046	\$19,720	11.8%
Gross as % of selling price	12.8%	11.9%	
Retail gross profit per used vehicle retailed	\$2,821	\$2,348	20.2%
Retail net profit per used vehicle retailed	\$626	(\$51)	
Average number of used vehicles retailed	198	168	17.4%
F&I gross as % of used-vehicle sales	4.4%	4.4%	
F&I penetration (used)	86.1%	80.7%	
Used- to new-unit vehicle ratio (retail only)	92.7%	99.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$1,699,955	\$1,686,808	0.8%
Fixed-ops sales as % of total sales	10.6%	13.5%	
Fixed-ops gross as % of total gross	40.0%	50.9%	
Warranty as % of total fixed-ops sales	16.0%	18.4%	
ADVERTISING EXPENSE ⁴	\$121,463	\$126,736	-4.2%
As % of total gross	6.2%	8.3%	
Per new vehicle retailed	\$570	\$745	-23.5%

RENT & EQUIVALENT		\$190,477	\$179,719	6.0%
As % of total gross		9.7%	11.8%	
Per new vehicle retailed		\$893	\$1,056	-15.4%
FLOORPLAN INTEREST		(\$54,161)	\$7,601	-812.5%
As % of total gross		-2.8%	0.5%	
Per new vehicle retailed		(\$254)	\$45	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$1,539,341	\$1,411,359	9.1%
As % of total sales		9.6%	11.3%	
As % of total gross		78.3%	92.5%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Apr	%	Full Year	
	2021	Change	2020	
Total Cars	1.2	14.2%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	3.2	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.0	47.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	4.2	34.2%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	5.4	29.1%	14.5	
				YTD
				Mar 21
				YTD
				Mar 20

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