



AVERAGE DEALERSHIP PROFILE

	YTD May 2021	YTD May 2020	Percent Change
TOTAL SALES	\$30,365,199	\$20,747,905	46.4%
TOTAL GROSS ¹	\$3,954,746	\$2,386,652	65.7%
As % of total sales	13.0%	11.5%	
TOTAL EXPENSE	\$3,099,987	\$2,581,692	20.1%
As % of total sales	10.2%	12.4%	
As % of total gross	78.4%	108.2%	
TOTAL OPERATING PROFIT	\$855,342	(\$193,995)	-540.9%
As % of total sales	2.8%	-0.9%	
As % of total gross	21.6%	-8.1%	
NET PROFIT BEFORE TAX	\$1,555,879	\$321,452	384.0%
As % of total sales	5.1%	1.5%	
As % of total gross	39.3%	13.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$16,644,869	\$11,068,797	50.4%
New-vehicle dept. sales as % of total sales	54.8%	53.3%	
New-vehicle dept. gross as % of total gross	31.1%	23.1%	
New-vehicle selling price (retail) ³	\$40,068	\$37,657	6.4%
Gross as % of selling price	7.8%	5.2%	
Retail gross profit per new vehicle retailed	\$3,139	\$1,973	59.1%
Retail net profit per new vehicle retailed	\$656	(\$988)	
Average number of new vehicles retailed	386	271	42.4%
F&I gross as % of new-vehicle dept. sales	3.4%	3.1%	
F&I penetration (new vehicles)	95.1%	95.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,468,983	\$7,038,921	48.7%
Used-vehicle dept. sales as % of total sales	34.5%	33.9%	
Used-vehicle dept. gross as % of total gross	30.4%	26.2%	
Used-vehicle selling price (retail) ³	\$24,102	\$20,981	14.9%
Gross as % of selling price	13.6%	11.0%	
Retail gross profit per used vehicle retailed	\$3,275	\$2,316	41.4%
Retail net profit per used vehicle retailed	\$993	(\$99)	
Average number of used vehicles retailed	338	269	25.4%
F&I gross as % of used-vehicle sales	4.3%	4.2%	
F&I penetration (used)	84.2%	76.9%	
Used- to new-unit vehicle ratio (retail only)	87.5%	99.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,227,181	\$2,626,626	22.9%
Fixed-ops sales as % of total sales	10.6%	12.7%	
Fixed-ops gross as % of total gross	38.5%	50.8%	
Warranty as % of total fixed-ops sales	16.6%	19.5%	
ADVERTISING EXPENSE ⁴	\$204,580	\$180,950	13.1%
As % of total gross	5.2%	7.6%	
Per new vehicle retailed	\$530	\$667	-20.6%

RENT & EQUIVALENT		\$348,688	\$319,591	9.1%
As % of total gross		8.8%	13.4%	
Per new vehicle retailed		\$903	\$1,179	-23.4%
FLOORPLAN INTEREST		(\$103,919)	\$16,206	-741.2%
As % of total gross		-2.6%	0.7%	
Per new vehicle retailed		(\$269)	\$60	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,911,929	\$2,292,119	27.0%
As % of total sales		9.6%	11.0%	
As % of total gross		73.6%	96.0%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jun	%	Full Year	
	2021	Change	2020	
Total Cars	1.9	21.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	4.9	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.5	36.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	6.4	32.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	8.3	29.3%	14.5	
				YTD
				May 21
				YTD
				May 20

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 May 2021	YTD May 2020	Percent Change
TOTAL SALES	\$27,793,085	\$20,555,599	35.2%
TOTAL GROSS ¹	\$3,508,494	\$2,288,365	53.3%
As % of total sales	12.6%	11.1%	
TOTAL EXPENSE	\$2,635,290	\$2,330,831	13.1%
As % of total sales	9.5%	11.3%	
As % of total gross	75.1%	101.9%	
TOTAL OPERATING PROFIT	\$874,403	(\$40,303)	-2269.6%
As % of total sales	3.1%	-0.2%	
As % of total gross	24.9%	-1.8%	
NET PROFIT BEFORE TAX	\$1,377,669	\$343,649	300.9%
As % of total sales	5.0%	1.7%	
As % of total gross	39.3%	15.0%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$14,955,197	\$11,031,012	35.6%
New-vehicle dept. sales as % of total sales	53.8%	53.7%	
New-vehicle dept. gross as % of total gross	31.9%	24.6%	
New-vehicle selling price (retail) ³	\$45,138	\$42,360	6.6%
Gross as % of selling price	8.0%	5.4%	
Retail gross profit per new vehicle retailed	\$3,625	\$2,281	58.9%
Retail net profit per new vehicle retailed	\$1,163	(\$608)	
Average number of new vehicles retailed	300	234	28.3%
F&I gross as % of new-vehicle dept. sales	3.0%	2.8%	
F&I penetration (new vehicles)	102.8%	100.3%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$9,940,182	\$7,004,505	41.9%
Used-vehicle dept. sales as % of total sales	35.8%	34.1%	
Used-vehicle dept. gross as % of total gross	32.5%	27.6%	
Used-vehicle selling price (retail) ³	\$24,779	\$21,313	16.3%
Gross as % of selling price	13.9%	11.4%	
Retail gross profit per used vehicle retailed	\$3,435	\$2,428	41.5%
Retail net profit per used vehicle retailed	\$1,176	\$83	
Average number of used vehicles retailed	312	265	17.9%
F&I gross as % of used-vehicle sales	3.9%	4.1%	
F&I penetration (used)	86.1%	75.7%	
Used- to new-unit vehicle ratio (retail only)	104.2%	113.4%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,821,745	\$2,492,125	13.2%
Fixed-ops sales as % of total sales	10.2%	12.1%	
Fixed-ops gross as % of total gross	35.6%	47.8%	
Warranty as % of total fixed-ops sales	14.7%	17.6%	
ADVERTISING EXPENSE ⁴	\$178,311	\$159,485	11.8%
As % of total gross	5.1%	7.0%	
Per new vehicle retailed	\$595	\$683	-12.9%

RENT & EQUIVALENT		\$273,576	\$260,633	5.0%
As % of total gross		7.8%	11.4%	
Per new vehicle retailed		\$913	\$1,116	-18.2%
FLOORPLAN INTEREST		(\$107,205)	\$25,514	-520.2%
As % of total gross		-3.1%	1.1%	
Per new vehicle retailed		(\$358)	\$109	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,499,901	\$2,072,512	20.6%
As % of total sales		9.0%	10.1%	
As % of total gross		71.3%	90.6%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jun	%	Full Year	
	2021	Change	2020	
Total Cars	1.9	21.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	4.9	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.5	36.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	6.4	32.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	8.3	29.3%	14.5	

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Source: NADA Industry Analysis



IMPORT DEALERSHIP PROFILE

	YTD May 2021	YTD May 2020	Percent Change
TOTAL SALES	\$32,802,781	\$21,917,995	49.7%
TOTAL GROSS ¹	\$4,377,657	\$2,621,667	67.0%
As % of total sales	13.3%	12.0%	
TOTAL EXPENSE	\$3,540,379	\$2,951,686	19.9%
As % of total sales	10.8%	13.5%	
As % of total gross	80.9%	112.6%	
TOTAL OPERATING PROFIT	\$837,278	(\$330,019)	-353.7%
As % of total sales	2.6%	-1.5%	
As % of total gross	19.1%	-12.6%	
NET PROFIT BEFORE TAX	\$1,724,768	\$320,799	437.6%
As % of total sales	5.3%	1.5%	
As % of total gross	39.4%	12.2%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$18,246,163	\$11,606,219	57.2%
New-vehicle dept. sales as % of total sales	55.6%	53.0%	
New-vehicle dept. gross as % of total gross	30.5%	22.1%	
New-vehicle selling price (retail) ³	\$36,989	\$34,979	5.7%
Gross as % of selling price	7.7%	5.2%	
Retail gross profit per new vehicle retailed	\$2,844	\$1,834	55.0%
Retail net profit per new vehicle retailed	\$348	(\$1,212)	
Average number of new vehicles retailed	468	314	49.1%
F&I gross as % of new-vehicle dept. sales	3.7%	3.3%	
F&I penetration (new vehicles)	90.4%	91.1%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$10,970,126	\$7,398,002	48.3%
Used-vehicle dept. sales as % of total sales	33.4%	33.8%	
Used-vehicle dept. gross as % of total gross	28.7%	24.5%	
Used-vehicle selling price (retail) ³	\$23,548	\$21,067	11.8%
Gross as % of selling price	13.3%	10.6%	
Retail gross profit per used vehicle retailed	\$3,144	\$2,239	40.4%
Retail net profit per used vehicle retailed	\$844	(\$264)	
Average number of used vehicles retailed	362	281	28.8%
F&I gross as % of used-vehicle sales	4.5%	4.4%	
F&I penetration (used)	82.7%	77.1%	
Used- to new-unit vehicle ratio (retail only)	77.4%	89.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$3,611,410	\$2,913,576	24.0%
Fixed-ops sales as % of total sales	11.0%	13.3%	
Fixed-ops gross as % of total gross	40.7%	53.4%	
Warranty as % of total fixed-ops sales	17.9%	21.2%	
ADVERTISING EXPENSE ⁴	\$229,476	\$206,182	11.3%
As % of total gross	5.2%	7.9%	
Per new vehicle retailed	\$491	\$657	-25.4%

RENT & EQUIVALENT		\$419,871	\$387,048	8.5%
As % of total gross		9.6%	14.8%	
Per new vehicle retailed		\$898	\$1,234	-27.2%
FLOORPLAN INTEREST		(\$100,804)	\$6,915	-1557.7%
As % of total gross		-2.3%	0.3%	
Per new vehicle retailed		(\$216)	\$22	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,302,406	\$2,624,786	25.8%
As % of total sales		10.1%	12.0%	
As % of total gross		75.4%	100.1%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jun	%	Full Year	
	2021	Change	2020	
Total Cars	1.9	21.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	4.9	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.5	36.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	6.4	32.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	8.3	29.3%	14.5	
				YTD
				May 21
				YTD
				May 20

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LUXURY DEALERSHIP PROFILE

	YTD May 2021	YTD May 2020	Percent Change
TOTAL SALES	\$41,497,883	\$29,229,218	42.0%
TOTAL GROSS ¹	\$5,306,671	\$3,289,895	61.3%
As % of total sales	12.8%	11.3%	
TOTAL EXPENSE	\$4,391,331	\$3,963,179	10.8%
As % of total sales	10.6%	13.6%	
As % of total gross	82.8%	120.5%	
TOTAL OPERATING PROFIT	\$915,340	(\$673,284)	-236.0%
As % of total sales	2.2%	-2.3%	
As % of total gross	17.2%	-20.5%	
NET PROFIT BEFORE TAX	\$2,110,075	\$306,897	587.6%
As % of total sales	5.1%	1.0%	
As % of total gross	39.8%	9.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$21,650,708	\$14,707,076	47.2%
New-vehicle dept. sales as % of total sales	52.2%	50.3%	
New-vehicle dept. gross as % of total gross	23.8%	15.0%	
New-vehicle selling price (retail) ³	\$57,794	\$55,408	4.3%
Gross as % of selling price	6.1%	3.5%	
Retail gross profit per new vehicle retailed	\$3,503	\$1,960	78.8%
Retail net profit per new vehicle retailed	(\$63)	(\$2,789)	
Average number of new vehicles retailed	356	248	43.5%
F&I gross as % of new-vehicle dept. sales	2.9%	2.4%	
F&I penetration (new vehicles)	70.3%	65.9%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,273,875	\$10,105,478	41.2%
Used-vehicle dept. sales as % of total sales	34.4%	34.6%	
Used-vehicle dept. gross as % of total gross	24.3%	20.1%	
Used-vehicle selling price (retail) ³	\$33,132	\$30,685	8.0%
Gross as % of selling price	10.5%	8.1%	
Retail gross profit per used vehicle retailed	\$3,494	\$2,477	41.1%
Retail net profit per used vehicle retailed	\$995	(\$566)	
Average number of used vehicles retailed	331	262	26.0%
F&I gross as % of used-vehicle sales	3.2%	3.1%	
F&I penetration (used)	58.4%	54.5%	
Used- to new-unit vehicle ratio (retail only)	92.9%	105.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,552,263	\$4,415,911	25.7%
Fixed-ops sales as % of total sales	13.4%	15.1%	
Fixed-ops gross as % of total gross	51.9%	64.9%	
Warranty as % of total fixed-ops sales	18.9%	22.7%	
ADVERTISING EXPENSE ⁴	\$178,861	\$195,797	-8.7%
As % of total gross	3.4%	6.0%	
Per new vehicle retailed	\$502	\$789	-36.3%

RENT & EQUIVALENT		\$565,404	\$547,606	3.3%
As % of total gross		10.7%	16.6%	
Per new vehicle retailed		\$1,587	\$2,206	-28.0%
FLOORPLAN INTEREST		(\$121,143)	\$12,193	-1093.6%
As % of total gross		-2.3%	0.4%	
Per new vehicle retailed		(\$340)	\$49	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,080,222	\$3,510,093	16.2%
As % of total sales		9.8%	12.0%	
As % of total gross		76.9%	106.7%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jun	%	Full Year	
	2021	Change	2020	
Total Cars	1.9	21.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	4.9	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.5	36.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	6.4	32.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	8.3	29.3%	14.5	

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Source: NADA Industry Analysis



MASS MARKET DEALERSHIP PROFILE

	YTD May 2021	YTD May 2020	Percent Change
TOTAL SALES	\$28,917,968	\$20,226,232	43.0%
TOTAL GROSS ¹	\$3,778,718	\$2,352,912	60.6%
As % of total sales	13.1%	11.6%	
TOTAL EXPENSE	\$2,931,499	\$2,481,142	18.2%
As % of total sales	10.1%	12.3%	
As % of total gross	77.6%	105.4%	
TOTAL OPERATING PROFIT	\$847,877	(\$127,051)	-767.4%
As % of total sales	2.9%	-0.6%	
As % of total gross	22.4%	-5.4%	
NET PROFIT BEFORE TAX	\$1,484,241	\$335,555	342.3%
As % of total sales	5.1%	1.7%	
As % of total gross	39.3%	14.3%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$15,997,568	\$10,891,483	46.9%
New-vehicle dept. sales as % of total sales	55.3%	53.8%	
New-vehicle dept. gross as % of total gross	32.5%	24.7%	
New-vehicle selling price (retail) ³	\$37,938	\$35,987	5.4%
Gross as % of selling price	8.2%	5.6%	
Retail gross profit per new vehicle retailed	\$3,094	\$2,023	53.0%
Retail net profit per new vehicle retailed	\$742	(\$753)	
Average number of new vehicles retailed	390	279	40.0%
F&I gross as % of new-vehicle dept. sales	3.5%	3.2%	
F&I penetration (new vehicles)	98.1%	98.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$9,973,295	\$6,831,301	46.0%
Used-vehicle dept. sales as % of total sales	34.5%	33.8%	
Used-vehicle dept. gross as % of total gross	31.5%	27.0%	
Used-vehicle selling price (retail) ³	\$22,943	\$19,998	14.7%
Gross as % of selling price	14.1%	11.5%	
Retail gross profit per used vehicle retailed	\$3,246	\$2,309	40.6%
Retail net profit per used vehicle retailed	\$993	(\$44)	
Average number of used vehicles retailed	339	275	23.4%
F&I gross as % of used-vehicle sales	4.5%	4.4%	
F&I penetration (used)	87.5%	79.2%	
Used- to new-unit vehicle ratio (retail only)	86.8%	98.6%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$2,922,520	\$2,488,180	17.5%
Fixed-ops sales as % of total sales	10.1%	12.3%	
Fixed-ops gross as % of total gross	36.0%	48.3%	
Warranty as % of total fixed-ops sales	16.0%	18.8%	
ADVERTISING EXPENSE ⁴	\$208,105	\$182,067	14.3%
As % of total gross	5.5%	7.7%	
Per new vehicle retailed	\$533	\$653	-18.4%

RENT & EQUIVALENT		\$320,462	\$297,226	7.8%
As % of total gross		8.5%	12.6%	
Per new vehicle retailed		\$821	\$1,067	-23.0%
FLOORPLAN INTEREST		(\$101,900)	\$16,064	-734.3%
As % of total gross		-2.7%	0.7%	
Per new vehicle retailed		(\$261)	\$58	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$2,759,607	\$2,208,313	25.0%
As % of total sales		9.5%	10.9%	
As % of total gross		73.0%	93.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Jun	%	Full Year	
	2021	Change	2020	
Total Cars	1.9	21.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	4.9	30.8%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.5	36.2%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	6.4	32.0%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	8.3	29.3%	14.5	
				YTD
				May 21
				YTD
				May 20

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