



AVERAGE DEALERSHIP PROFILE

	YTD Jul 2021	YTD Jul 2020	Percent Change
TOTAL SALES	\$42,724,093	\$31,692,212	34.8%
TOTAL GROSS ¹	\$5,832,484	\$3,832,643	52.2%
As % of total sales	13.7%	12.1%	
TOTAL EXPENSE	\$4,425,622	\$3,762,619	17.6%
As % of total sales	10.4%	11.9%	
As % of total gross	75.9%	98.2%	
TOTAL OPERATING PROFIT	\$1,406,894	\$70,024	1909.2%
As % of total sales	3.3%	0.2%	
As % of total gross	24.1%	1.8%	
NET PROFIT BEFORE TAX	\$2,402,055	\$823,893	191.5%
As % of total sales	5.6%	2.6%	
As % of total gross	41.2%	21.5%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$23,031,395	\$16,770,223	37.3%
New-vehicle dept. sales as % of total sales	53.9%	52.9%	
New-vehicle dept. gross as % of total gross	32.9%	23.7%	
New-vehicle selling price (retail) ³	\$40,530	\$38,035	6.6%
Gross as % of selling price	8.8%	5.7%	
Retail gross profit per new vehicle retailed	\$3,558	\$2,167	64.2%
Retail net profit per new vehicle retailed	\$951	(\$653)	
Average number of new vehicles retailed	531	408	30.1%
F&I gross as % of new-vehicle dept. sales	3.4%	3.1%	
F&I penetration (new vehicles)	95.2%	94.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,056,630	\$10,947,764	37.5%
Used-vehicle dept. sales as % of total sales	35.2%	34.5%	
Used-vehicle dept. gross as % of total gross	30.4%	28.1%	
Used-vehicle selling price (retail) ³	\$25,104	\$21,230	18.3%
Gross as % of selling price	14.1%	11.8%	
Retail gross profit per used vehicle retailed	\$3,539	\$2,515	40.7%
Retail net profit per used vehicle retailed	\$1,132	\$251	
Average number of used vehicles retailed	463	415	11.5%
F&I gross as % of used-vehicle sales	4.3%	4.2%	
F&I penetration (used)	86.5%	76.4%	
Used- to new-unit vehicle ratio (retail only)	87.2%	101.7%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,525,371	\$3,957,417	14.4%
Fixed-ops sales as % of total sales	10.6%	12.5%	
Fixed-ops gross as % of total gross	36.7%	48.2%	
Warranty as % of total fixed-ops sales	16.6%	19.1%	
ADVERTISING EXPENSE ⁴	\$291,818	\$253,930	14.9%
As % of total gross	5.0%	6.6%	
Per new vehicle retailed	\$549	\$622	-11.7%

RENT & EQUIVALENT		\$480,627	\$455,287	5.6%
As % of total gross		8.2%	11.9%	
Per new vehicle retailed		\$905	\$1,115	-18.9%
FLOORPLAN INTEREST		(\$148,906)	(\$10,142)	1368.2%
As % of total gross		-2.6%	-0.3%	
Per new vehicle retailed		(\$280)	(\$25)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,172,236	\$3,385,014	23.3%
As % of total sales		9.8%	10.7%	
As % of total gross		71.5%	88.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2021	Change	2020	
Total Cars	2.5	13.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	6.3	19.2%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.9	25.4%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	8.2	20.6%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	10.7	18.8%	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 Jul 2021	YTD Jul 2020	Percent Change
TOTAL SALES	\$38,815,625	\$30,539,516	27.1%
TOTAL GROSS ¹	\$5,120,375	\$3,537,394	44.7%
As % of total sales	13.2%	11.6%	
TOTAL EXPENSE	\$3,777,817	\$3,329,659	13.5%
As % of total sales	9.7%	10.9%	
As % of total gross	73.8%	94.1%	
TOTAL OPERATING PROFIT	\$1,342,558	\$207,735	546.3%
As % of total sales	3.5%	0.7%	
As % of total gross	26.2%	5.9%	
NET PROFIT BEFORE TAX	\$2,061,244	\$766,466	168.9%
As % of total sales	5.3%	2.5%	
As % of total gross	40.3%	21.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$20,278,186	\$16,233,141	24.9%
New-vehicle dept. sales as % of total sales	52.2%	53.2%	
New-vehicle dept. gross as % of total gross	32.6%	24.9%	
New-vehicle selling price (retail) ³	\$45,911	\$42,498	8.0%
Gross as % of selling price	8.8%	5.7%	
Retail gross profit per new vehicle retailed	\$4,043	\$2,435	66.0%
Retail net profit per new vehicle retailed	\$1,381	(\$333)	
Average number of new vehicles retailed	402	344	16.7%
F&I gross as % of new-vehicle dept. sales	3.1%	2.8%	
F&I penetration (new vehicles)	102.8%	99.5%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,395,445	\$10,653,813	35.1%
Used-vehicle dept. sales as % of total sales	37.1%	34.9%	
Used-vehicle dept. gross as % of total gross	32.6%	29.8%	
Used-vehicle selling price (retail) ³	\$25,832	\$21,373	20.9%
Gross as % of selling price	14.2%	12.2%	
Retail gross profit per used vehicle retailed	\$3,678	\$2,600	41.5%
Retail net profit per used vehicle retailed	\$1,295	\$391	
Average number of used vehicles retailed	429	403	6.6%
F&I gross as % of used-vehicle sales	4.0%	4.0%	
F&I penetration (used)	89.4%	75.6%	
Used- to new-unit vehicle ratio (retail only)	106.8%	117.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,024,240	\$3,618,106	11.2%
Fixed-ops sales as % of total sales	10.4%	11.8%	
Fixed-ops gross as % of total gross	34.7%	45.2%	
Warranty as % of total fixed-ops sales	14.5%	16.8%	
ADVERTISING EXPENSE ⁴	\$258,505	\$226,057	14.4%
As % of total gross	5.0%	6.4%	
Per new vehicle retailed	\$643	\$656	-2.0%

RENT & EQUIVALENT		\$384,339	\$368,410	4.3%	
As % of total gross		7.5%	10.4%		
Per new vehicle retailed		\$956	\$1,070	-10.6%	
FLOORPLAN INTEREST		(\$154,016)	\$1,898	-8214.5%	
As % of total gross		-3.0%	0.1%		
Per new vehicle retailed		(\$383)	\$6		
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,592,291	\$2,999,379	19.8%	
As % of total sales		9.3%	9.8%		
As % of total gross		70.2%	84.8%		
LIGHT-DUTY VEHICLE SALES (Millions of units)				BALANCE SHEET RATIOS	
	YTD Aug	%	Full Year		
	2021	Change	2020	YTD	YTD
				Jul 21	Jul 20
Total Cars	2.5	13.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)	1.03 1.67
Dom. Light-Truck	6.3	19.2%	8.6	Current ratio (Current assets to current liabilities)	1.70 1.31
Import Light-Truck	1.9	25.4%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)	56.0% 54.9%
Total Light-Truck	8.2	20.6%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)	37.8% 20.7%
Total Light-Duty	10.7	18.8%	14.5		

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IMPORT DEALERSHIP PROFILE

	YTD Jul 2021	YTD Jul 2020	Percent Change
TOTAL SALES	\$46,428,130	\$32,770,295	41.7%
TOTAL GROSS ¹	\$6,507,347	\$4,108,781	58.4%
As % of total sales	14.0%	12.5%	
TOTAL EXPENSE	\$5,039,544	\$4,167,555	20.9%
As % of total sales	10.9%	12.7%	
As % of total gross	77.4%	101.4%	
TOTAL OPERATING PROFIT	\$1,467,866	(\$58,774)	-2597.5%
As % of total sales	3.2%	-0.2%	
As % of total gross	22.6%	-1.4%	
NET PROFIT BEFORE TAX	\$2,725,040	\$877,604	210.5%
As % of total sales	5.9%	2.7%	
As % of total gross	41.9%	21.4%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$25,640,600	\$17,272,540	48.4%
New-vehicle dept. sales as % of total sales	55.2%	52.7%	
New-vehicle dept. gross as % of total gross	33.1%	22.8%	
New-vehicle selling price (retail) ³	\$37,395	\$34,964	7.0%
Gross as % of selling price	8.8%	5.7%	
Retail gross profit per new vehicle retailed	\$3,275	\$1,982	65.2%
Retail net profit per new vehicle retailed	\$700	(\$874)	
Average number of new vehicles retailed	654	468	39.7%
F&I gross as % of new-vehicle dept. sales	3.7%	3.4%	
F&I penetration (new vehicles)	90.7%	91.4%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$15,683,232	\$11,222,687	39.7%
Used-vehicle dept. sales as % of total sales	33.8%	34.2%	
Used-vehicle dept. gross as % of total gross	28.7%	26.7%	
Used-vehicle selling price (retail) ³	\$24,507	\$21,103	16.1%
Gross as % of selling price	14.0%	11.6%	
Retail gross profit per used vehicle retailed	\$3,425	\$2,441	40.3%
Retail net profit per used vehicle retailed	\$997	\$127	
Average number of used vehicles retailed	495	427	16.0%
F&I gross as % of used-vehicle sales	4.5%	4.4%	
F&I penetration (used)	84.1%	77.2%	
Used- to new-unit vehicle ratio (retail only)	75.7%	91.2%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$5,000,291	\$4,274,765	17.0%
Fixed-ops sales as % of total sales	10.8%	13.0%	
Fixed-ops gross as % of total gross	38.2%	50.6%	
Warranty as % of total fixed-ops sales	18.2%	20.9%	
ADVERTISING EXPENSE ⁴	\$323,389	\$279,999	15.5%
As % of total gross	5.0%	6.8%	
Per new vehicle retailed	\$495	\$598	-17.3%

RENT & EQUIVALENT		\$571,879	\$536,540	6.6%
As % of total gross		8.8%	13.1%	
Per new vehicle retailed		\$875	\$1,146	-23.7%
FLOORPLAN INTEREST		(\$144,063)	(\$21,403)	573.1%
As % of total gross		-2.2%	-0.5%	
Per new vehicle retailed		(\$220)	(\$46)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$4,721,847	\$3,745,688	26.1%
As % of total sales		10.2%	11.4%	
As % of total gross		72.6%	91.2%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2021	Change	2020	
Total Cars	2.5	13.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	6.3	19.2%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.9	25.4%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	8.2	20.6%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	10.7	18.8%	14.5	

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LUXURY DEALERSHIP PROFILE

	YTD Jul 2021	YTD Jul 2020	Percent Change
TOTAL SALES	\$57,556,290	\$42,323,715	36.0%
TOTAL GROSS ¹	\$7,612,636	\$4,976,470	53.0%
As % of total sales	13.2%	11.8%	
TOTAL EXPENSE	\$6,074,679	\$5,318,036	14.2%
As % of total sales	10.6%	12.6%	
As % of total gross	79.8%	106.9%	
TOTAL OPERATING PROFIT	\$1,538,232	(\$341,566)	-550.3%
As % of total sales	2.7%	-0.8%	
As % of total gross	20.2%	-6.9%	
NET PROFIT BEFORE TAX	\$3,248,587	\$980,338	231.4%
As % of total sales	5.6%	2.3%	
As % of total gross	42.7%	19.7%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$29,607,704	\$21,124,347	40.2%
New-vehicle dept. sales as % of total sales	51.4%	49.9%	
New-vehicle dept. gross as % of total gross	26.1%	15.7%	
New-vehicle selling price (retail) ³	\$58,179	\$55,213	5.4%
Gross as % of selling price	6.8%	3.8%	
Retail gross profit per new vehicle retailed	\$3,949	\$2,114	86.8%
Retail net profit per new vehicle retailed	\$355	(\$2,136)	
Average number of new vehicles retailed	494	361	36.9%
F&I gross as % of new-vehicle dept. sales	2.7%	2.4%	
F&I penetration (new vehicles)	66.2%	68.2%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$20,096,015	\$14,902,609	34.8%
Used-vehicle dept. sales as % of total sales	34.9%	35.2%	
Used-vehicle dept. gross as % of total gross	25.2%	22.7%	
Used-vehicle selling price (retail) ³	\$35,169	\$30,532	15.2%
Gross as % of selling price	11.1%	9.0%	
Retail gross profit per used vehicle retailed	\$3,896	\$2,756	41.4%
Retail net profit per used vehicle retailed	\$1,309	\$53	
Average number of used vehicles retailed	440	391	12.6%
F&I gross as % of used-vehicle sales	3.1%	3.2%	
F&I penetration (used)	53.7%	56.3%	
Used- to new-unit vehicle ratio (retail only)	89.1%	108.3%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$7,393,706	\$6,295,536	17.4%
Fixed-ops sales as % of total sales	12.8%	14.9%	
Fixed-ops gross as % of total gross	48.7%	61.6%	
Warranty as % of total fixed-ops sales	19.6%	22.0%	
ADVERTISING EXPENSE ⁴	\$264,078	\$238,952	10.5%
As % of total gross	3.5%	4.8%	
Per new vehicle retailed	\$535	\$663	-19.3%

RENT & EQUIVALENT		\$727,923	\$707,242	2.9%
As % of total gross		9.6%	14.2%	
Per new vehicle retailed		\$1,475	\$1,962	-24.8%
FLOORPLAN INTEREST		(\$161,943)	(\$39,877)	306.1%
As % of total gross		-2.1%	-0.8%	
Per new vehicle retailed		(\$328)	(\$111)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$5,675,306	\$4,790,498	18.5%
As % of total sales		9.9%	11.3%	
As % of total gross		74.6%	96.3%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2021	Change	2020	
Total Cars	2.5	13.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	6.3	19.2%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.9	25.4%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	8.2	20.6%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	10.7	18.8%	14.5	

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MASS MARKET DEALERSHIP PROFILE

	YTD Jul 2021	YTD Jul 2020	Percent Change
TOTAL SALES	\$40,798,683	\$30,319,582	34.6%
TOTAL GROSS ¹	\$5,601,287	\$3,684,729	52.0%
As % of total sales	13.7%	12.2%	
TOTAL EXPENSE	\$4,210,638	\$3,561,088	18.2%
As % of total sales	10.3%	11.7%	
As % of total gross	75.2%	96.6%	
TOTAL OPERATING PROFIT	\$1,390,649	\$123,641	1024.7%
As % of total sales	3.4%	0.4%	
As % of total gross	24.8%	3.4%	
NET PROFIT BEFORE TAX	\$2,292,869	\$804,452	185.0%
As % of total sales	5.6%	2.7%	
As % of total gross	40.9%	21.8%	
NEW-VEHICLE DEPARTMENT ²			
New-vehicle dept. total sales	\$22,183,230	\$16,211,039	36.8%
New-vehicle dept. sales as % of total sales	54.4%	53.5%	
New-vehicle dept. gross as % of total gross	34.1%	25.1%	
New-vehicle selling price (retail) ³	\$38,393	\$36,088	6.4%
Gross as % of selling price	9.1%	6.0%	
Retail gross profit per new vehicle retailed	\$3,509	\$2,171	61.6%
Retail net profit per new vehicle retailed	\$1,022	(\$486)	
Average number of new vehicles retailed	537	415	29.4%
F&I gross as % of new-vehicle dept. sales	3.5%	3.2%	
F&I penetration (new vehicles)	98.7%	97.7%	
USED-VEHICLE DEPARTMENT ²			
Used-vehicle dept. sales	\$14,400,803	\$10,435,561	38.0%
Used-vehicle dept. sales as % of total sales	35.3%	34.4%	
Used-vehicle dept. gross as % of total gross	31.3%	29.0%	
Used-vehicle selling price (retail) ³	\$23,857	\$20,098	18.7%
Gross as % of selling price	14.6%	12.4%	
Retail gross profit per used vehicle retailed	\$3,495	\$2,486	40.6%
Retail net profit per used vehicle retailed	\$1,110	\$275	
Average number of used vehicles retailed	466	419	11.4%
F&I gross as % of used-vehicle sales	4.5%	4.5%	
F&I penetration (used)	90.6%	78.9%	
Used- to new-unit vehicle ratio (retail only)	86.9%	101.0%	
SERVICE, PARTS & BODY SHOP DEPARTMENT (FIXED OPS)			
Fixed-ops sales	\$4,149,883	\$3,654,170	13.6%
Fixed-ops sales as % of total sales	10.2%	12.1%	
Fixed-ops gross as % of total gross	34.5%	45.8%	
Warranty as % of total fixed-ops sales	15.9%	18.5%	
ADVERTISING EXPENSE ⁴	\$295,647	\$255,993	15.5%
As % of total gross	5.3%	6.9%	
Per new vehicle retailed	\$551	\$617	-10.8%

RENT & EQUIVALENT		\$448,498	\$422,742	6.1%
As % of total gross		8.0%	11.5%	
Per new vehicle retailed		\$836	\$1,019	-18.0%
FLOORPLAN INTEREST		(\$147,499)	(\$6,651)	2117.8%
As % of total gross		-2.6%	-0.2%	
Per new vehicle retailed		(\$275)	(\$16)	
SELLING, GENERAL & ADMINISTRATIVE (SG&A) EXPENSE		\$3,976,384	\$3,203,126	24.1%
As % of total sales		9.7%	10.6%	
As % of total gross		71.0%	86.9%	
LIGHT-DUTY VEHICLE SALES (Millions of units)	BALANCE SHEET RATIOS			
	YTD Aug	%	Full Year	
	2021	Change	2020	
Total Cars	2.5	13.3%	3.4	Net debt to equity (Total liabilities less floorplan to net worth + lifo)
Dom. Light-Truck	6.3	19.2%	8.6	Current ratio (Current assets to current liabilities)
Import Light-Truck	1.9	25.4%	2.4	Service & Parts absorption (S&P gross profit as % of total fixed overhead expense)
Total Light-Truck	8.2	20.6%	11.1	Return on equity (Annualized net pretax profit as % of net worth + lifo)
Total Light-Duty	10.7	18.8%	14.5	

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