

## Franchised new-vehicle dealerships service, parts and body shop sales

### Franchise Dealer Fixed Ops Sales, 2016, 2017 and 2018 Comparison:

<b>Franchise Car Dealer Per-Store Average</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
Service, parts and body shop sales	\$7,325,823	\$7,194,457	\$6,972,698
Service, parts and body shop sales as a percentage of total sales	12.00%	12.10%	11.70%
Service, parts and body shop gross as a percentage of total gross	49.60%	49.00%	47.30%
Warranty work as a percentage of total service, parts and body shop sales	18.00%	18.70%	18.20%

