

Car Dealership Finance Profits Q4 2017 Versus Q4 2018

Per vehicle F&I profits are up at most car dealer groups. Below is a table illustrating the change from Q4, 2017 and Q4, 2018.

Dealer Group	Q4 2017	Q4 2018	Change \$	Change %
AutoNation	\$ 1,741	\$ 1,851	\$ 110.00	6.3%
Group 1	\$ 1,697	\$ 1,785	\$ 88.00	5.2%
Sonic	\$ 1,442	\$ 1,597	\$ 155.00	10.7%
Lithia	\$ 1,267	\$ 1,400	\$ 133.00	10.5%
Penske	\$ 1,213	\$ 1,250	\$ 37.00	3.1%
Asbury	\$ 1,654	\$ 1,648	\$ (6.00)	-0.4%

