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US Dealer Groups Show Solid F&I Profit for Q2 2022

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Five out of the 6 largest publicly traded auto dealer groups average \$2,000 in F&I profit in Q2 of 2022

The major publicly traded dealership groups all posted double-digit increases in same-store finance-and-insurance gross profit per vehicle during the second quarter of 2022 compared with Q2 2021.

AutoNation, the largest dealer group of all reached \$2,720 in same-store F&I gross profit per vehicle during the second quarter, up 16 percent from a year earlier. The amount represented a 1.1 percent increase over the first quarter of 2022.

Asbury was the highest achiever as it had a strong quarter in F&I and reported \$2,409 in same-store F&I gross profit up 32 percent from a year earlier and up 1.4 percent from the first quarter.

	Average F&I Gross Profit per Vehicle Retailed				Change
	Q2 2022		Q2 2021		
Asbury	\$	2,409.00	\$	1,830.00	32%
Penske	\$	1,951.00	\$	1,604.00	22%
Group 1	\$	2,504.00	\$	2,115.00	18%
AutoNation	\$	2,720.00	\$	2,340.00	16%
Sonic	\$	2,440.00	\$	2,113.00	15%
Lithia	\$	2,146.00	\$	1,875.00	14%

