

# The US Auto Dealership Market: Size, Trends & Forecasts (2018-2022)

September 2018



# The US Auto Dealership Market: Coverage

Executive Summary and Scope

Introduction/Market Overview

The US Market Analysis

Competitive Landscape

Company Profiles

# The US Auto Dealership Market: Coverage

## Scope of the Report

Attributes	Details
Title	The US Auto Dealership Market: Size, Trends & Forecasts (2018-2022)
Coverage	United States
Forecast Period of Market	2018-2022
Competition in the Market	Fragmented
Key Players	AutoNation Inc., Penske Automotive Group, Group 1 Automotive Inc., Lithia Motors Inc.

# The US Auto Dealership Market

## Executive Summary

An auto dealership is defined as a business whose main task is to sell new or used cars at the retail level. The selling of the new or used car is based on a dealership contract with an automaker or its sales subsidiary. Car dealerships are usually franchised to sell and service vehicles by specific companies. It is considered more safe to buy a car from auto dealers in comparison to private parties because of the former's compulsion to abide by stringent laws.

The auto dealership market can be divided into four segments namely new car dealers, used car dealers, parts and services and finance and insurance (F&I) services.

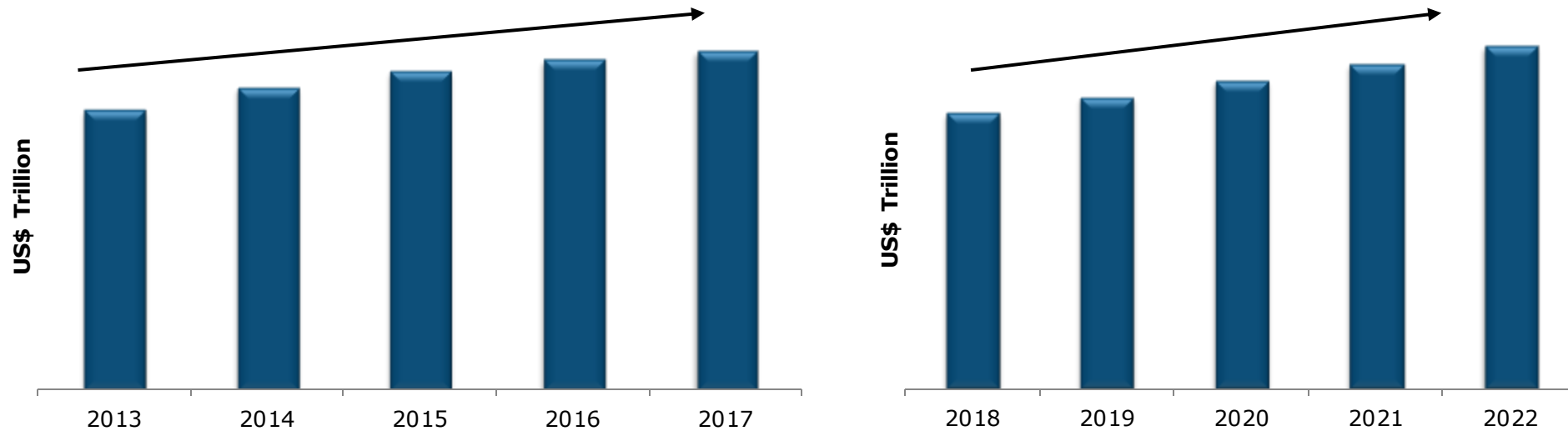
The US auto dealership market is forecasted to grow at a health rate during the forecast period (2018-2022). The market is supported by various growth drivers such as greater influx of off lease vehicles in the US in the years to come, hike in interest rates on new vehicles, incentives on new cars, introduction of standalone stores and gradually rising share of CPO sales from franchised dealers.

However, the market also faces some challenges such as limited number of auto dealerships offering hassle free customer experience, reducing customer satisfaction with traditional used car purchases and vulnerability of auto dealer industry to economic depressions.

New entrants like Vroom and Carvana making attempts to improve the satisfaction of customers from auto dealers and spike in omni channel investments by leading players in the auto dealer industry are some of the latest trends existing in the market.

# The US Auto Dealership Market: An Analysis

## The US Auto Dealership Market by Value



CAGRs	
2013-2017	xx%
2018-2022	xx%

The US auto dealership market value was US\$... trillion in 2017, increased from the 2016 market value of US\$... trillion. The market increased at a CAGR of....% over the years 2014-2017. The market is forecasted to reach to US\$... trillion in 2022, as compared to US\$... trillion in 2018. The market value is anticipated to rise at a CAGR of ....% over the years 2018 to 2022.

# The US Auto Dealership Market: An Analysis

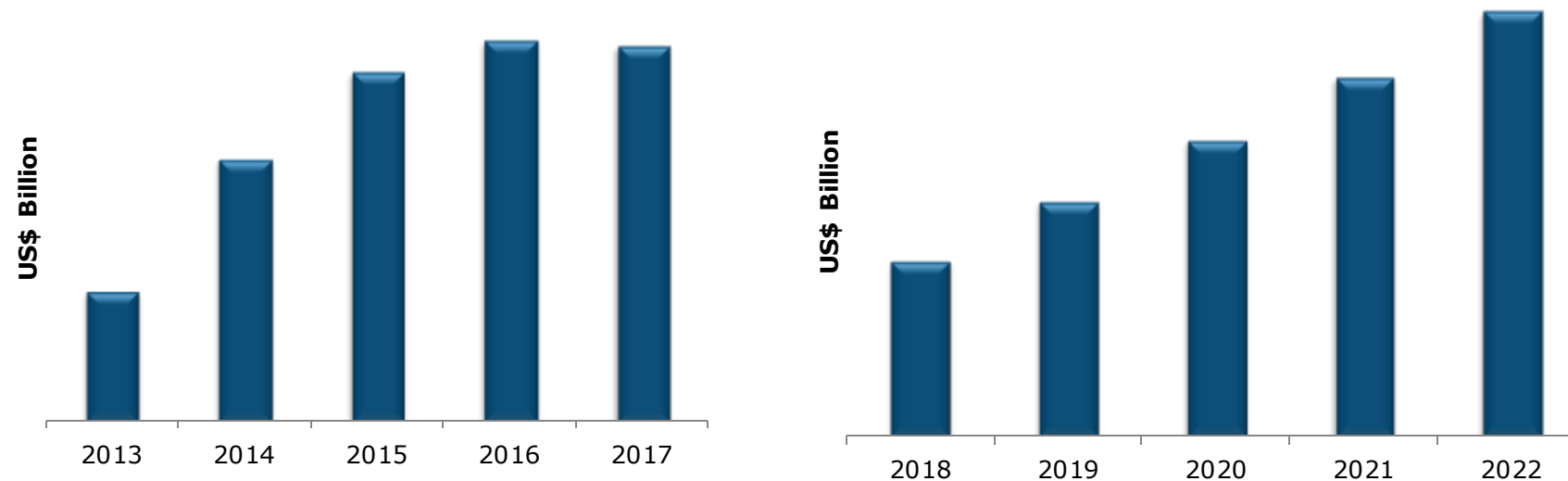
The US Auto Dealership Market by Segments; 2017



Segment	Share
New Car	xx%
Used Car	xx%
Parts and Services	xx%
Finance and Insurance	xx%

# The US Auto Dealership Market: Segment Analysis

## The US New Car Auto Dealership Market by Value

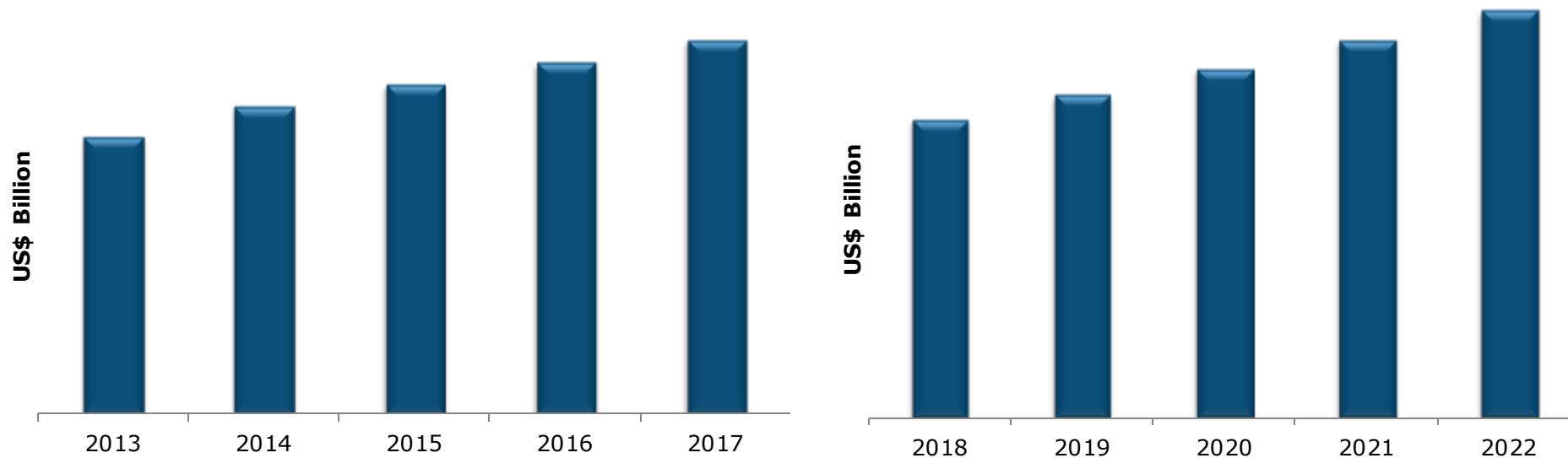


CAGRs	
2013-2017	xx%
2018-2022	xx%

The US new car auto dealership market was US\$... billion in 2017, increased as compared to US\$....billion in 2016. The US auto dealership market increased at a CAGR of ...% over the years 2013-2017. The US new car auto dealership market is expected to rise to US\$... billion in 2022, from US\$....billion in 2018, growing at a CAGR of ....% over the years 2018-2022.

# The US Auto Dealership Market: Segment Analysis

## The US Used Car Auto Dealership Market by Value



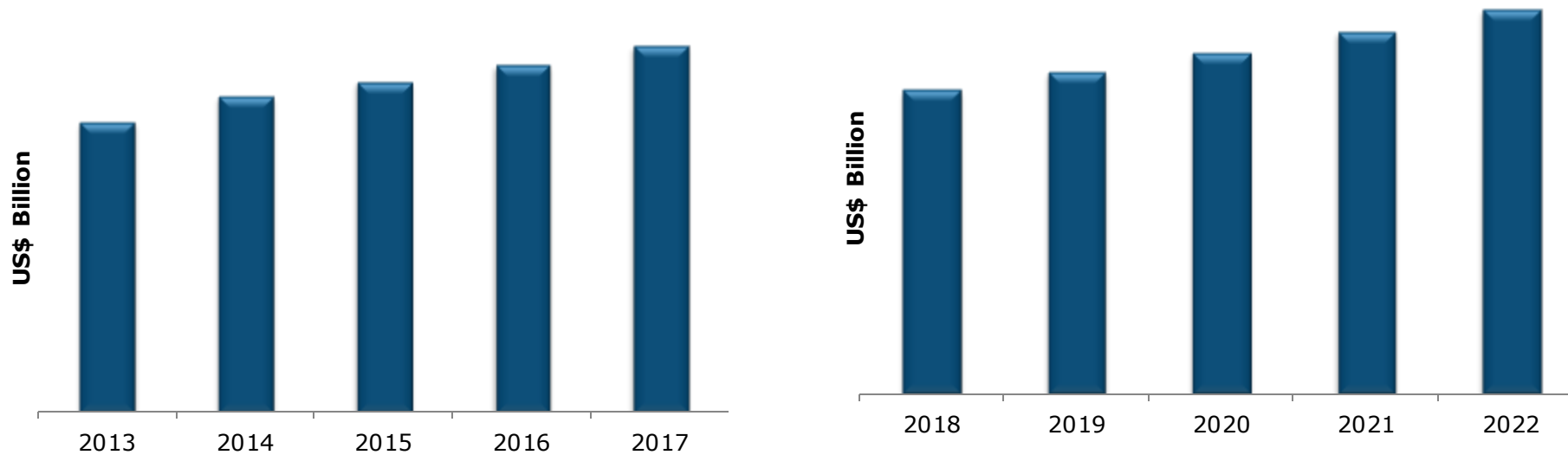
CAGRs	
2013-2017	xx%
2018-2022	xx%

The US used car auto dealership market was US\$... billion in 2017, increased as compared to US\$...billion in 2016. The US auto dealership market grew at a CAGR of ...% over the years 2013-2017. The US used car auto dealership market is anticipated to increase to US\$... billion in 2022, from US\$...billion in 2018, exhibiting a CAGR of ....% over the years 2018-2022.



# The US Auto Dealership Market: Segment Analysis

## The US Parts and Services Auto Dealership Market by Value

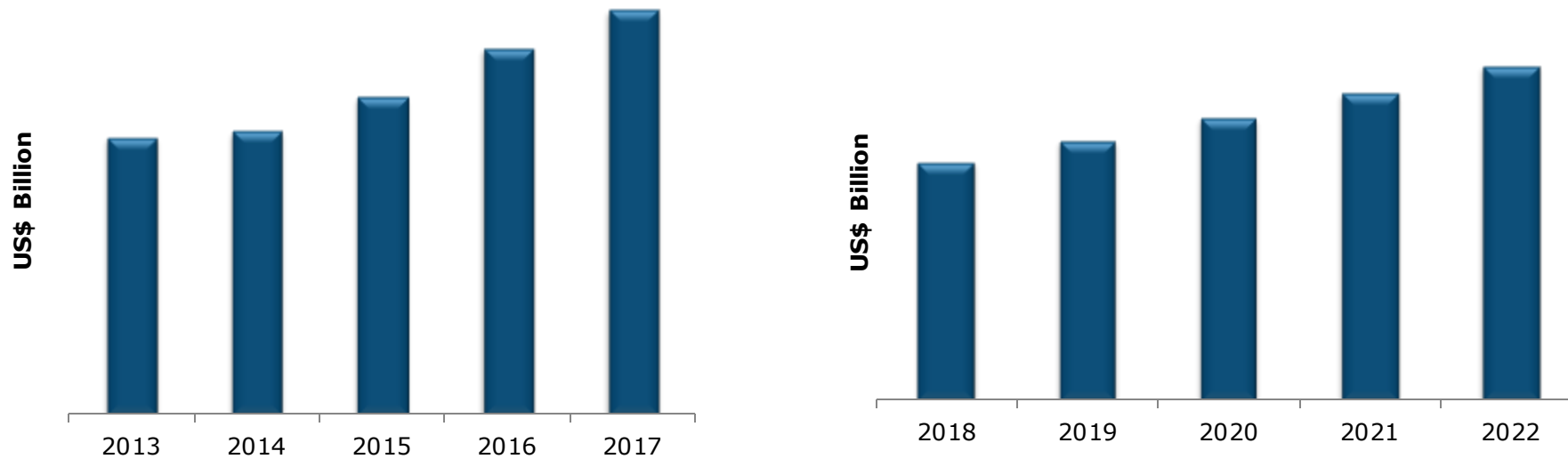


CAGRs	
2013-2017	xx%
2018-2022	xx%

The US parts and services auto dealership market generated a revenue worth US\$... billion in 2017 and is further estimated to be expected to increase to US\$... billion in 2022, from US\$....billion in 2018, growing at a CAGR of ...% over the years 2018-2022.

# The US Auto Dealership Market: Segment Analysis

## The US Finance and Insurance (F&I) Auto Dealership Market by Value



CAGRs	
2013-2017	xx%
2018-2022	xx%

The US F&I auto dealership market was US\$... billion in 2017, increased as compared to US\$....billion in 2016. The US auto dealership market increased at a CAGR of ...% over the years 2013-2017. The US F&I auto dealership market is expected to increase to US\$... billion in 2022, from US\$....billion in 2018, growing at a CAGR of ....% over the years 2018-2022.

# The US Auto Dealership Market: Dynamics

## Growth Driver

- Greater Influx of Off Leased Vehicles in the near future
- Hiking Interest Rates on New Vehicles

## Challenges

- Limited Dealers offering Hassle Free Customer Experience
- Reducing Customer Satisfaction

## Market Trends

- Opportunities for New Entrants .
- Investments in Omni Channel Strategies by Various Auto Dealer Companies

# The US Auto Dealership Market: Competitive Landscape

## Players Profiled

- AutoNation Inc.



- Penske Automotive Group



- Group 1 Automotive Inc.



- Lithia Motors Inc.



Note: The graphs on this slide are only for sample representation.