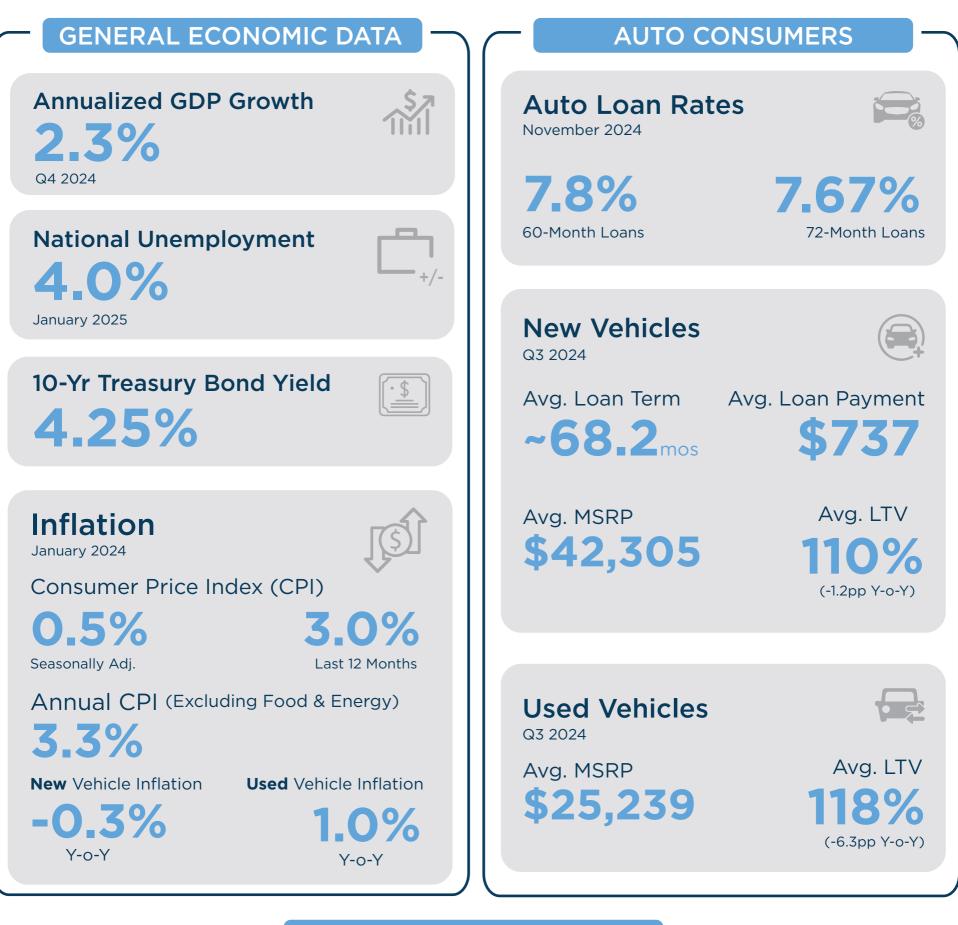


## **AUTO DEALER** INDUSTRY SCORECARD



All data presented below reflects the most recent information available as of this scorecard's publication, with data current as of February 2025 unless otherwise specified.



**AUTO DEALERS** 

SAAR January 2025





**Inventory Availability** 

-7.50% M-o-M

3.84% Y-o-Y

## **Blue Sky Multiples**

LTM Multiple

FWD Multiple

3-Year Average

8.0x 7.6x

6.9x

Median YTD Market Cap **Appreciation for Public Auto Dealers** 

8.2% vs 1.3% for S&P 500

Haig & Kerrigan Upgrades & Downgrades Q3 2024:

Subaru and Audi downgraded, Mazda upgraded by Haig

David W. R. Harkins, CFA, ABV harkinsd@mercercapital.com 615.345.0272

Nicholas J. Heinz, ASA heinzn@mercercapital.com 901.322.9788

**Harrison Holt** holth@mercercapital.com 615.345.6881

www.mercercapital.com

Days Supply January 2025

Inventory/Sales Ratio

December 2024

Hybrid/EV (Non-ICE) Market Share 22.2%

January 2025