

WHITE PAPER

Parts Wholesale Trends Report from PSXLink

The Parts Wholesale Trends Report, supported by PSXLink, allows your parts team to compare your dealership to larger trends within the mechanical & collision markets.

Check out this snapshot of the 2024 wholesale performance:



Mechanical wholesale trends

The mechanical wholesale market saw an increase in net sales, creating 9.3% year-over-year (YOY) growth for the Top 100 performing dealers. All dealers on average experienced a 4.0% increase in net sales. However, despite the growth, decreases in gross profit margins suggest cost or pricing pressures may be a factor in overall performance. Additional mechanical performance trends include:



Key mechanical performance metrics for Q1 2024:

Mechanical KPI	Top 100 Dealers			All Dealers		
	Q1 2023	Q1 2024	YOY	Q1 2023	Q1 2024	YOY
Avg Weekly Net Sales	\$343K	\$375K	9.3%	\$64K	\$66K	4.0%
Return Rate	13.4%	13.0%	(48bps)	13.1%	12.8%	(22bps)
Gross Profit Margin	8.1%	7.7%	(38bps)	13.9%	13.5%	(41bps)
Avg Weekly Units Sold	3,448	3,515	2.0%	837	828	(1.0%)

Source: PSXLink Sales Invoice data from Dealer Management Systems (1,564 dealers).

How does your parts department rank?

Interested in monitoring your mechanical or collision wholesales business performance? Business intelligence tools, like PSXLink, support parts department operations with performance insights, including decreased sales reporting, return rates, growth opportunities, and more. Plus, with PSXLink, parts teams can proactively monitor wholesale performance and leverage actionable insights for a strategic approach to business development.

For insights into PSXLink & how it can support your parts business, [click here!](#)



Collision Wholesale Trends

Collision parts experienced a decrease in net sales with Top 100 dealers posting a 1.1% YOY decline, while all dealers saw 3.5% reduction in average weekly net sales. In addition to declining sales, the collision segment also saw notable drops in gross profit margins, indicating more challenging market conditions.

Additional collision performance trends include:



Key collision performance metrics for Q1 2024:

Collision KPI	Top 100 Dealers			All Dealers		
	Q1 2023	Q1 2024	YOY	Q1 2023	Q1 2024	YOY
Avg Weekly Net Sales	\$359K	\$355K	(1.1%)	\$62K	\$60K	(3.5%)
Return Rate	16.4%	16.5%	13bps	14.6%	14.5%	(1bps)
Gross Profit Margin	9.8%	9.0%	(75bps)	10.9%	10.0%	(91bps)
Avg Weekly Units Sold	3,551	3,435	(3.3%)	699	663	(5.3%)

Source: PSXLink Sales Invoice data from Dealer Management Systems (1,564 dealers).

About PSXLink

PSXLink, the OEC business intelligence solution, is designed to support wholesale parts dealers with insights that drive wholesale strategy and customer engagement. By leveraging DMS part sales data, PSXLink allows users to identify changing customer purchasing habits, track sales performance within targeted business segments, pinpoint growth opportunities, and more.

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