SURVEY

Results From The *Auto Laundry News*

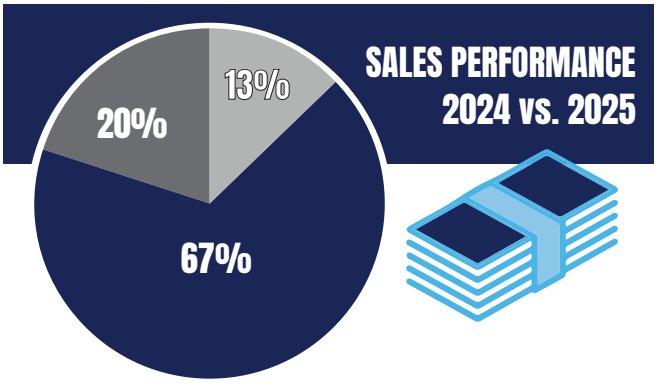
2025 STATE OF THE INDUSTRY

The 2025 *Auto Laundry News* "State of the Industry Survey" was conducted through the mailing of questionnaires to a random selection of car care industry vendors. The information in this report is based on an analysis of data collected from respondents nationwide.

A larger percentage of vendors reported a sales increase (67 percent) compared to last year (54 percent), the largest number of respondents to report a bump in the past three years. In addition, the average sales increase has grown year-over-year, rising from 12 percent last year to 17 percent over the past 12 months.

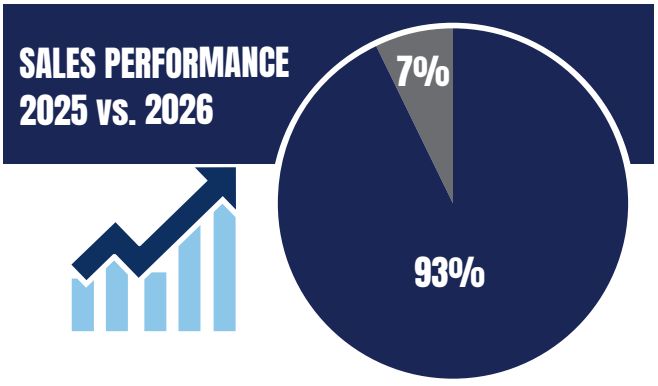
The increase in sales is not surprising, considering the challenges vendors have faced over the past few years, including inflation and rising tariffs. In fact, 57 percent of survey respondents report that they have increased prices due to increased tariffs, and 45 percent say that their prices have increased because of ongoing inflation. The average inflation-fueled increase was 14 percent.

Rising revenue is expected to continue as a significant industry trend in the New Year. Ninety-three percent of vendors report that they expect sales to increase in 2026, with an average sales forecast of 14 percent growth.



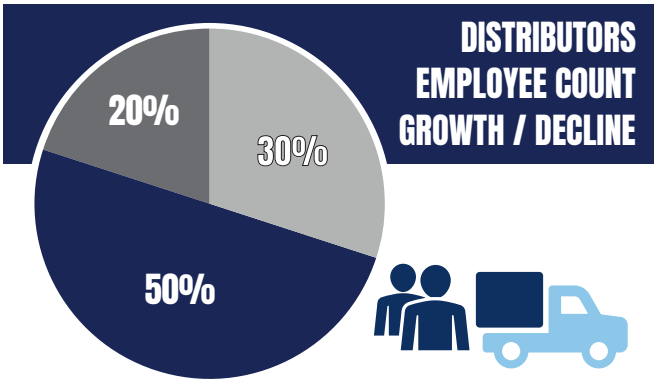
Average Sales Decrease: 14%

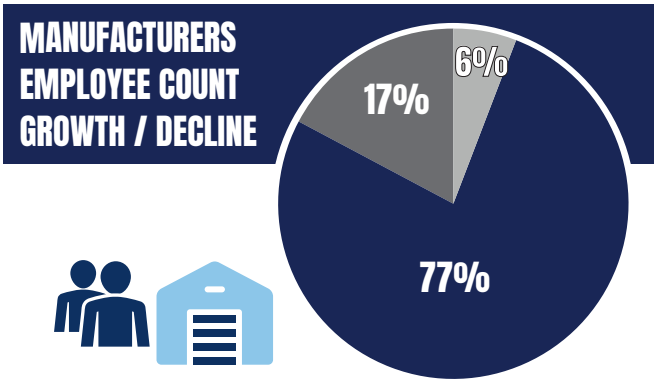
Average Sales Increase: 17%



Average Sales Forecast: +14%

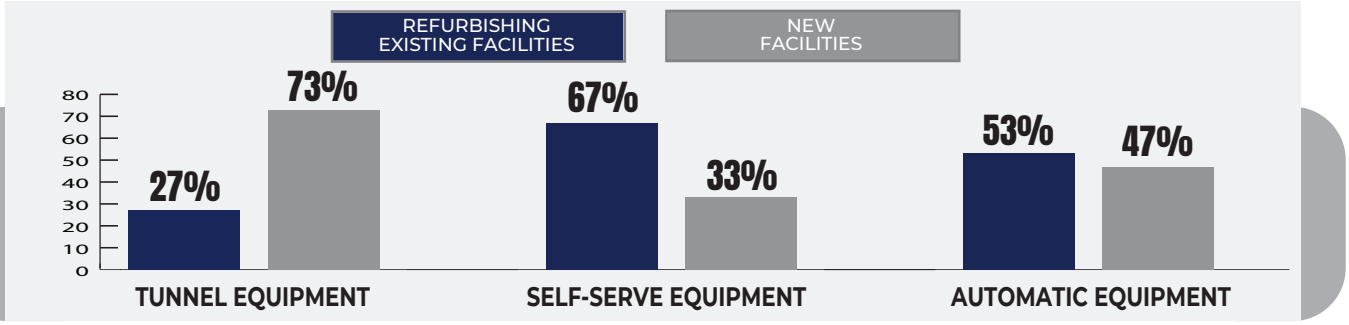
STAYED THE SAME | INCREASED | DECREASED





Manufacturers & Distributors Incresed Headcount by an Average of 5%

2025 EQUIPMENT SALES TO:



Average Inflation-Fueled Increase **14%**

Vendors Report That Supply Chain Disruption Is Still Affecting Their Business **44%**

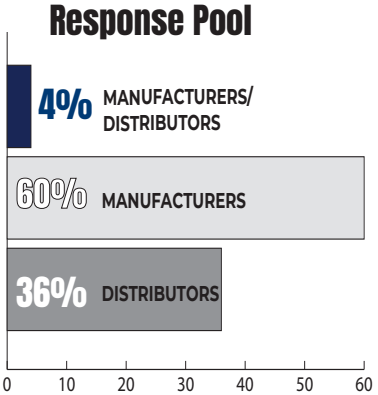
Vendors Report Increasing Prices In 2025 Due To Inflation **45%**

Vendors Report They Raised Prices Due To Increased Tariffs **57%**

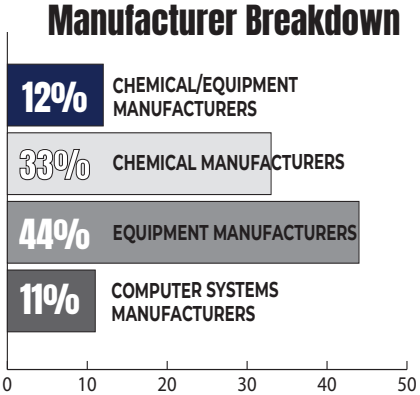
Survey Respondents That Acquired Another Vendor In 2025 **28%**

DEMOGRAPHICS

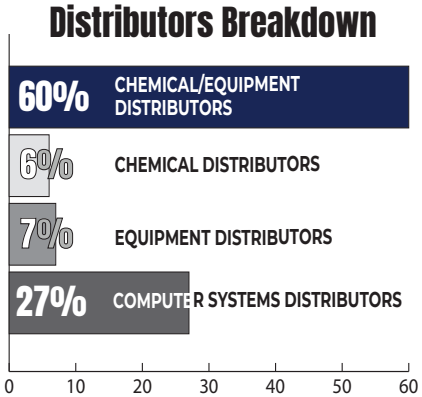
Response Pool



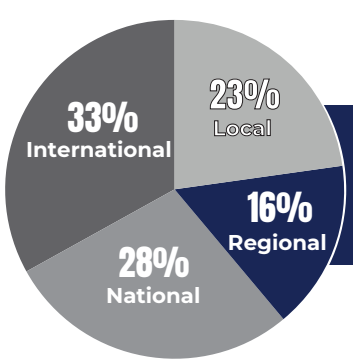
Manufacturer Breakdown



Distributors Breakdown



MARKET AREA



AVERAGE TIME IN BUSINESS