

REVOLUTION PARTS

Automotive Parts &
Accessories eCommerce

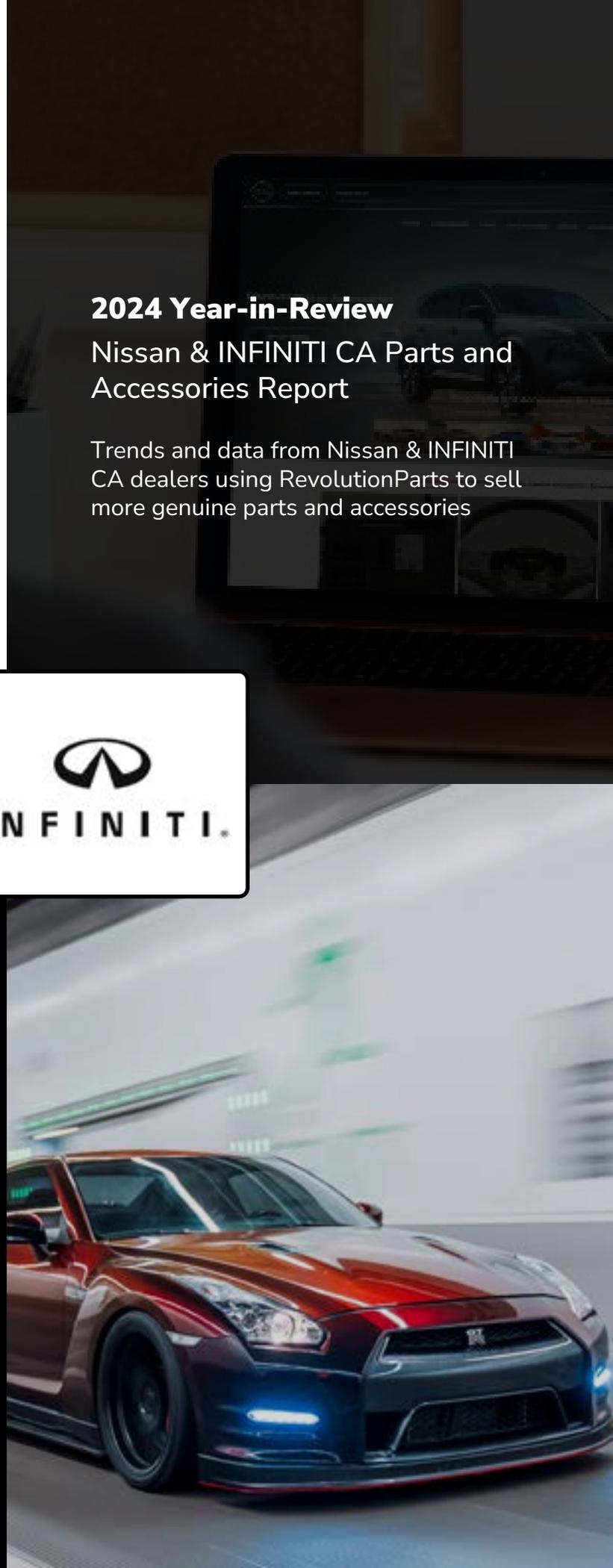
TREND REPORT

2024

2024 Year-in-Review

Nissan & INFINITI CA Parts and
Accessories Report

Trends and data from Nissan & INFINITI
CA dealers using RevolutionParts to sell
more genuine parts and accessories



INTRODUCTION

Nissan & INFINITI CA Dealers are Finding Huge Success With RevolutionParts!

Online Parts & Accessories Sales Growth for Nissan & INFINITI CA Dealers in 2024



The automotive parts and accessories industry has experienced continued growth over the years as consumers have consistently turned to the internet to find and purchase parts and accessories.

This report delves into the trends and data surrounding Nissan & INFINITI CA dealerships throughout Canada that are selling parts and accessories online through the RevolutionParts platform.

Over the years, Nissan & INFINITI CA dealers have enhanced their sales strategies and significantly increased their sales volumes.

Amid an expanding industry, three takeaways stand to draw dealers toward online selling:

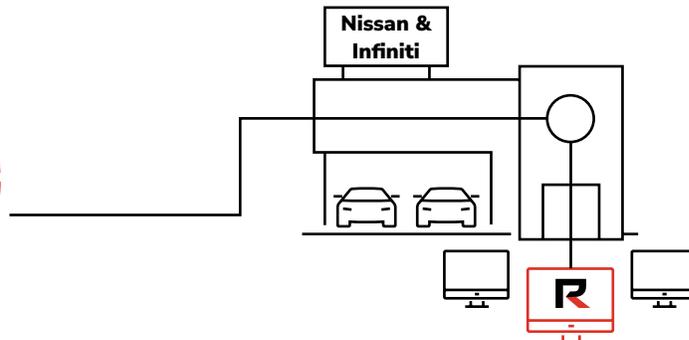
- 1 The online auto parts market is growing quickly, with an annual growth rate between 13.8% and 16.02%.
- 2 The online parts market is projected to grow to \$35 billion by 2030.
- 3 Not selling online is no longer an option for dealerships. Dealers and manufacturers must have a digital presence to keep their parts business competitive.



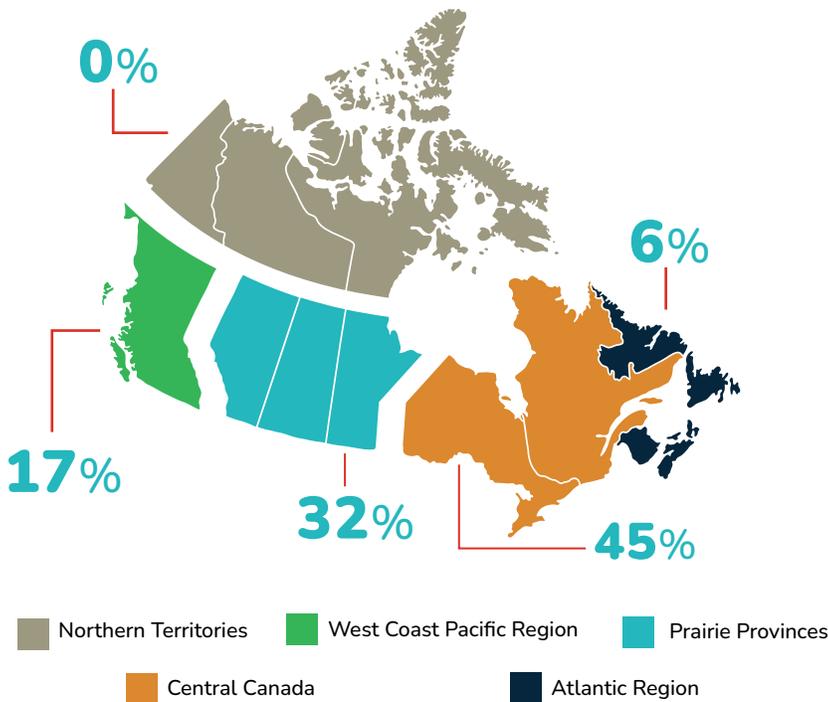
This report outlines key Nissan & INFINITI CA part and accessory trends and opportunities to help capture more of the aftersales market.

Nissan & INFINITI CA DEALERSHIP PERFORMANCE

In 2024, Nissan & INFINITI CA dealers selling parts and accessories with the RevolutionParts eCommerce platform sold



CA Regional Sales Breakdown



Top 10 Nissan & INFINITI Parts Sold Online

- 1 NACS Adapter
- 2 Coupling Assembly
- 3 Lower Control Arm
- 4 Cross-Member
- 5 Coil Spring
- 6 Backing Plate
- 7 Transfer Case
- 8 Oil Filter
- 9 Lap & Shoulder Belt
- 10 Brake Pads



\$286,898 CAD

2024 Revenue of Top Dealer

(Online Part & Accessory Sales)



\$4,585 CAD

Average 2024 Revenue for Nissan & INFINITI CA Dealers

(Online Part & Accessory Sales)



PERFORMANCE BY SALES CHANNEL

Nissan & INFINITI CA dealers have a massive opportunity for online parts & accessories sales through varying online sales channels.



\$311,513 CAD

Nissan & INFINITI CA dealerships selling on their own RevolutionParts Web Store



\$2,778 CAD

Nissan & INFINITI CA dealerships selling on eBay with RevolutionParts

\$185,476 CAD

Nissan & INFINITI CA dealerships selling on Superstore with RevolutionParts

Nissan & INFINITI CA Parts & Accessories Marketing Analysis



Nissan & INFINITI CA dealerships using RevolutionParts Marketing Services for online sales have seen a good return on their marketing investments.

5.3x

RETURN ON AD SPEND

9.0x

RETURN ON MARKETING SPEND

Nissan & INFINITI CA dealerships earn **\$9.00** CAD back on every dollar they spend on paid ads to market their online part and accessory store. The average dealership invests around **\$1,108 CAD** in monthly marketing ad spend and turns it into **\$9,972 CAD** in monthly revenue.

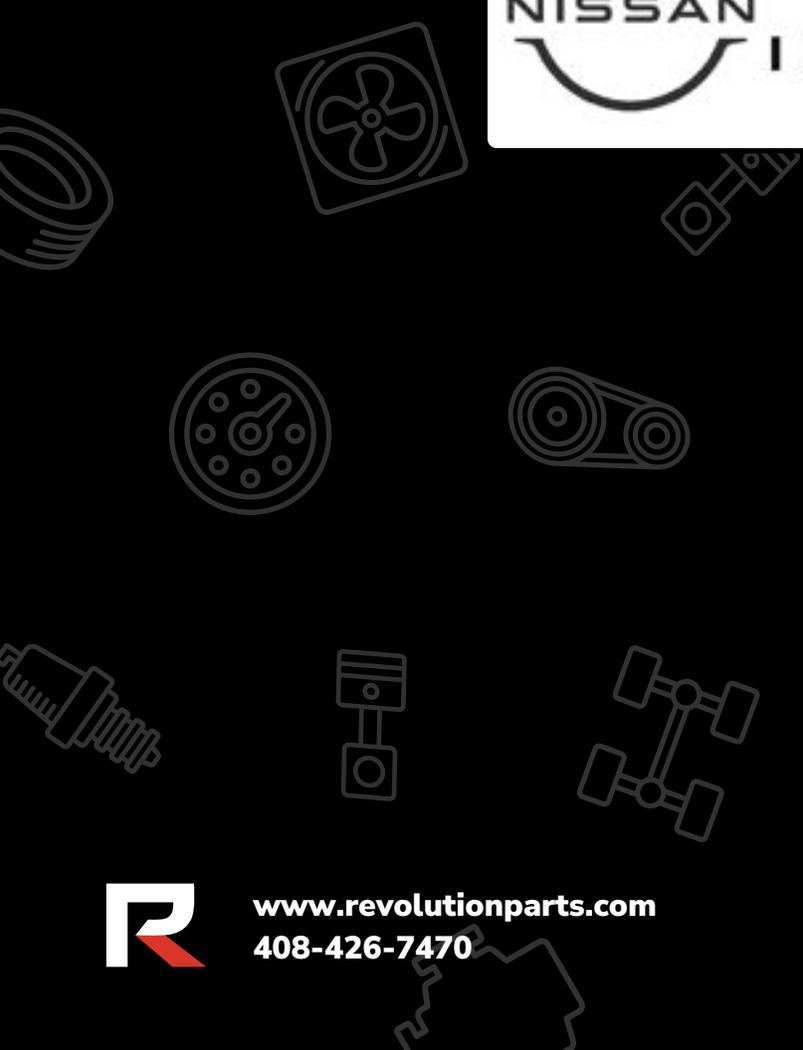
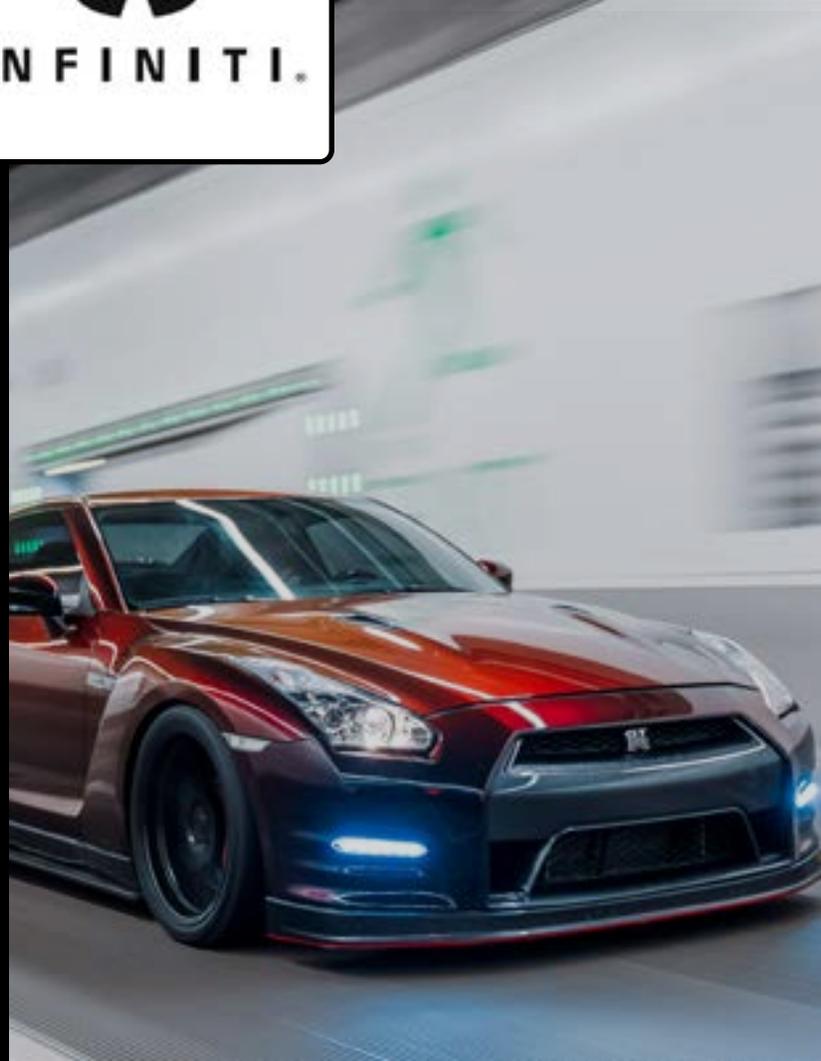
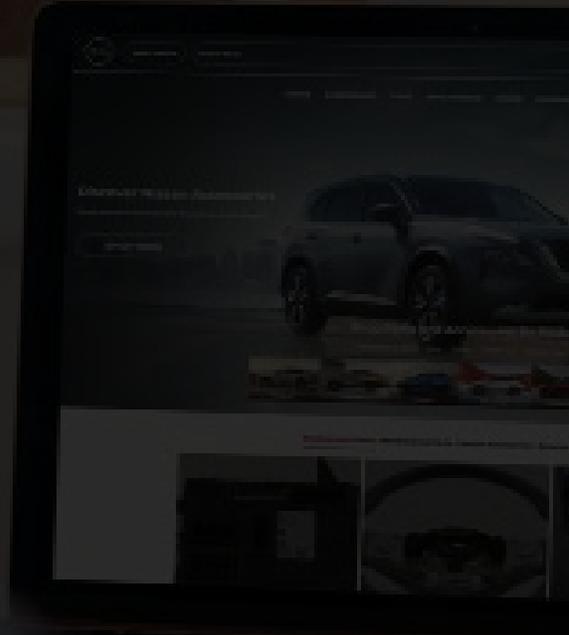
For more information on Nissan & INFINITI CA performance or in-depth sales data, contact **RevolutionParts at 408-426-7470**



Note: Sales data from Nissan & INFINITI CA dealerships using RevolutionParts solutions were the primary sources consulted in compiling this report. This report was last updated in January 2025.

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THANK
YOU



www.revolutionparts.com
408-426-7470