

SUPPLEMENT TO

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Automotive News

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The largest auto retail groups
based in the United States,
ranked by unit sales of
new vehicles in 2016

TOP 150 DEALERSHIP GROUPS

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Buy-sells shuffle dealership groups ranking

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It's a good time to buy dealerships, says Brian Bates, CEO of Holman Consumer Services, the branch of Holman Enterprises that includes Holman Automotive Group Inc.

Holman Automotive acquired 14-rooftop Kuni Automotive in July. The acquisition bumped Holman 35 spots higher on *Automotive News'* annual Top 150 Dealership Groups list, which ranks dealership groups based in the U.S. by new-unit retail sales. Holman accelerated to No. 16 from No. 51 on the prior list. "The automotive market is in a great space in the economy," said Bates. "It's got a long, viable future, and the foundation is very solid."

Acquisitions such as Holman's of Kuni were behind a number of changes in this year's rankings. And no wonder: Last year had the second most buy-sell activity in history, after 2015, with 223 transactions representing 350 franchises, said Erin Kerrigan, managing director for Kerrigan Advisors.



Bates: Auto market 'in a great space'

"What was notable about 2016 was the number of multi-dealership transactions," which hit a record 57, she said. "Most of these larger acquisitions were completed by private dealership groups."

Among the groups acquired, besides Kuni, which had been No. 63 on last year's list, were Carbone Automotive Group, No. 94 last year, which was purchased by Lithia Motors Inc., and Ron Tonkin Family of Dealerships, previously No. 93, 16 stores of which were bought by Gee Automotive, of Spokane, Wash.

Acquiring stores makes sense for groups such as Holman and Lithia that want to grow. But Bates said Kuni's culture sealed that deal.

"The alignment with the Kuni culture was perfect. We are an organization that is focused on employee engagement, as was Kuni," he said.

Holman, of Mt. Laurel, N.J., had 19 stores in New Jersey, Pennsylvania and Florida before the acquisition. With the addition of Kuni's 14 rooftops, Holman gained business in the West — in Washington, Oregon, California, Colorado and Kansas.

"It was a great time to put it together and expand our retail presence," Bates said.

Holman Automotive Group's new-vehicle retail sales



Holman Automotive Group jumped to No. 16 on the annual list after adding Kuni Automotive's 14 stores in July.

were the second most improved over last year. Sanderson Automotive jumped the most rungs on the list. The Glendale, Ariz., group increased 51 spots to No. 94 as its two dealerships' retail new-unit sales soared 72 percent to 10,322 units.

Morgan Auto Group ranked third in rungs climbed, as its acquisitions brought it to No. 49, up 29 places from last year, on a retail new-unit sales increase of 45 percent. On a same-store basis, the Tampa, Fla., group outpaced the U.S. industry's 0.3 percent sales increase, rising 2.2 percent, said Chairman Larry Morgan. The dealership group also strengthened its used sales, fixed ops business and F&I results in 2016, he said.

Morgan Auto Group acquired Sun Toyota in Holiday, Fla., and Rountree-Moore Toyota, Rountree-Moore Chevrolet-Cadillac, Rountree-Moore Ford-Lincoln, Rountree-Moore Nissan and Rountree-Moore Kia in Lake City, Fla.

"They were right in our own backyard," Morgan said. "They were good brands. We saw upside that we thought could improve the operations. We had good bench strength to grow our business."

Prime Motor Group, of Westwood, Mass., fell 25 rungs to No. 66, the biggest drop among dealership groups on this year's list. Its retail new-unit sales fell 33 percent to 13,853.

Market dominance

The top 150 groups own 3,468 dealerships, or 19 percent of all the rooftops in the U.S., according to the Automotive News Data Center. They sold 3,787,177 new vehicles or 21.6 percent of the industry's 2016 U.S. new-vehicle sales, up from 21.2 percent in 2015.

Seventeen of the top 150 groups were new to the list from

last year. No. 24 McLarty Automotive, of Little Rock, Ark., and No. 48 Island Auto Group, of Staten Island, N.Y., were the highest-ranking newcomers.

Automotive News' data comes with two caveats:

First, some large dealership groups that may have qualified for the top 150 declined to respond to our survey, including Berkshire Hathaway Automotive and Gee Automotive.

Second, a few of the groups' unit sales and revenue include operations outside the U.S. or affiliates beyond franchised new light-vehicle dealerships.

Top 10 sustains

Penske Automotive Group Inc., of suburban Detroit, held its No. 2 spot, trailing only AutoNation Inc., but it gained the most dealerships, 31, in 2016, including 13 franchises it bought in the U.K. and seven franchises it purchased in Italy. Herb Chambers Cos., of Somerville, Mass., No. 17 on the list, followed with 23 dealerships added.

After AutoNation and Penske Automotive, the top 10 spots on the list were almost unchanged from last year's list, with Group 1 Automotive, Hendrick Automotive Group, Asbury Automotive Group, Ken Garff Automotive Group, Staluppi Auto Group and Larry H. Miller Dealerships all ranked the same.

Lithia, however, saw its new unit sales grow 6 percent as it added 17 stores, slipping past Sonic Automotive Inc., whose new unit sales fell 2.8 percent, to become the fourth largest dealership group by new-unit retail sales.

The top 10 dealership groups retailed 1,462,135 new units, 8.3 percent of the total U.S. light-vehicle market and 41 percent of the new vehicles retailed by the top 150 groups.

2017 sales

Morgan believes the days of record sales growth may be waning. "I think the industry has topped off," he said. "I think it will be flat" in 2017.

Morgan Auto Group has budgeted for a same-store sales increase this year, he said, but "on the new side, we are not budgeting as aggressively as the last four to five years."

In contrast, the dealership group continues to budget for growth by acquisition.

So far in 2017, Morgan Auto Group has added two stores: Naples (Fla.) Chrysler-Dodge-Jeep-Ram and Naples Mazda. The group is expecting to acquire more stores in 2017, Morgan said. **AN**

Jamie LaReau contributed to this report.

10 largest gains in the rankings

	Dealership group	2016 rank	2015 rank	Rank change
1	Sanderson Automotive	94	145	51
2	Holman Automotive Group Inc.	16	51	35
3	Morgan Auto Group	49	78	29
4	Mullinax Auto Group	102	123	21
5	Shelly Automotive Group	118	135	17
6	Reedman-Toll Auto World	87	101	14
6	Serra Automotive Group	107	121	14
6	Headquarter Automotive	112	126	14
9	RFJ Auto Partners Holdings Inc.	36	49	13
9	Rusnak Auto Group	75	88	13
9	Fox Motors	76	89	13
9	Crain Automotive Team	96	109	13
9	Hertrich Family of Auto Dealerships	105	118	13
9	Safford Automotive Group	133	146	13

Top 10 average new retail units per dealership

	Dealership group	Average new retail units per dealership	Total number of dealerships
1	David Wilson Automotive Group‡	6,701	7
2	Sanderson Automotive	5,161	2
3	Piercey Automotive Group	3,657	5
4	Galpin Motors Inc.	3,428	7
5	Sam Pack Auto Group	2,905	4
6	John Elway Dealerships	2,697	5
7	Keyes Automotive Group	2,613	15
8	The CAR Group	2,442	13
9	Hitchcock Automotive Resources	2,232	3
10	Jim Koons Automotive Cos.	2,212	17

‡Includes data for dealerships outside the U.S.

Top 10 number of dealerships added

	Dealership group	Number of dealerships in 2016	Number of dealerships in 2015	Number of dealerships added
1	Penske Automotive Group Inc.†‡	294	263	31
2	Herb Chambers Cos.	58	35	23
3	Lithia Motors Inc.†	154	137	17
4	Garber Management Group	55	39	16
5	Holman Automotive Group Inc.	33	19	14
6	Sonic Automotive Inc.†	112	99	13
7	Suburban Collection	49	41	8
8	Group 1 Automotive Inc.†‡	159	152	7
9	Staluppi Auto Group	36	30	6
9	Victory Automotive Group	41	35	6
9	AutoNation Inc.†	260	254	6

†Publicly held

‡Includes data for dealerships outside the U.S.

10 largest declines in the rankings

	Dealership group	2016 rank	2015 rank	Rank change
1	Prime Motor Group	66	41	-25
2	Kahlig Auto Group	58	38	-20
3	Price Simms Auto Group	95	79	-16
4	Bob Moore Auto Group	117	102	-15
5	Bob Baker Auto Group	143	130	-13
6	Rick Case Automotive Group	35	23	-12
6	Ancira Enterprises	79	67	-12
8	Premier Automotive	45	34	-11
9	Chapman Automotive Group	52	42	-10
10	Tuttle-Click Automotive Group	56	48	-8

Top 10 number of dealerships

	Dealership group	Number of dealerships
1	Penske Automotive Group Inc.†‡	294
2	AutoNation Inc.†	260
3	Group 1 Automotive Inc.†‡	159
4	Lithia Motors Inc.†	154
5	Sonic Automotive Inc.†	112
6	Hendrick Automotive Group	103
7	Asbury Automotive Group Inc.†	79
8	Larry H. Miller Dealerships	60
9	Herb Chambers Cos.	58
10	Greenway Automotive‡	55
10	Garber Management Group	55

†Publicly held

‡Includes data for dealerships outside the U.S.

Top average revenue per dealership

	Dealership group	Average revenue per dealership	Total number of dealerships
1	Sanderson Automotive	\$353,185,616	2
2	David Wilson Automotive Group‡	\$340,726,760	7
3	Sam Pack Auto Group	\$264,582,413	4
4	Galpin Motors Inc.	\$161,266,554	7
5	Keyes Automotive Group	\$143,985,935	15
6	John Elway Dealerships	\$142,951,600	5
7	Piercey Automotive Group	\$142,121,937	5
8	World Class Automotive Group	\$133,104,568	7
9	Bommarito Automotive Group	\$133,076,305	15
10	Jim Koons Automotive Cos.	\$131,513,980	17

‡Includes data for dealerships outside the U.S.

Top 150 dealership groups based in the U.S. – ranked on 2016 new-vehicle retail sales units

2016 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2015 rank
1	AutoNation Inc.† (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	Mike Jackson chairman & CEO	337,622	225,713	3,738	82,342	649,415	260	\$21,609,000,000	1
2	Penske Automotive Group Inc.†‡ (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	249,695	207,556	6,994	92,094	556,339	294	\$20,118,500,000	2
3	Group 1 Automotive Inc.†‡ (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	172,053	129,131	–	57,339	358,523	159	\$10,887,612,000	3
4	Lithia Motors Inc.† (541) 776-6401; lithia.com	150 N Bartlett St. Medford, OR 97501	Bryan DeBoer president & CEO	145,772	113,498	2,338	40,615	302,223	154	\$8,678,157,062	5
5	Sonic Automotive Inc.† (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	B. Scott Smith CEO	134,288	119,174	1,715	35,098	290,275	112	\$9,731,778,000	4
6	Hendrick Automotive Group (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	Rick Hendrick chairman	117,946	88,458	4,646	56,569	267,619	103	\$8,551,253,132	6
7	Asbury Automotive Group Inc.† (770) 418-8200; asburyauto.com	2905 Premiere Parkway, Ste. 300 Duluth, GA 30097	Craig Monaghan president & CEO	102,360	79,259	–	–	181,619	79	\$6,527,800,000	7
8	Ken Garff Automotive Group (801) 257-3400; kengarff.com	405 S. Main, Ste.1200 Salt Lake City, UT 84111	Robert Garff chairman	70,893	41,879	6,592	25,681	145,045	54	\$4,339,674,890	8
9	Staluppi Auto Group (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	John Staluppi & John Staluppi Jr. CEOs	67,731	23,139	1,248	22,369	114,487	36	\$3,040,067,864	9
10	Larry H. Miller Dealerships (801) 304-4900; lhmauto.com	9350 S. 150 E., Ste. 500 Sandy, UT 84070	Clark Whitworth CEO	63,775	49,755	3,349	50,837	167,716	60	\$4,679,750,795	10
11	Greenway Automotive‡ (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson principals	57,634	28,538	–	22,267	108,439	55	\$2,440,331,809	11
12	David Wilson Automotive Group‡ (714) 516-3111; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	David Wilson CEO	46,910	16,079	–	12,734	75,723	7	\$2,385,087,320	12
13	Keyes Automotive Group (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	39,192	16,923	–	8,080	64,195	15	\$2,159,789,024	13
14	Jim Koons Automotive Cos. (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	37,609	23,836	–	14,547	75,992	17	\$2,235,737,659	14
15	Suburban Collection (248) 519-9700; suburbancollection.com	1795 Maplelawn Troy, MI 48084	David Fischer chairman & CEO	35,578	22,063	3,976	8,377	69,994	49	\$2,346,332,376	15
16	Holman Automotive Group Inc. (856) 663-5200; holmanauto.com	4001 Leadenhall Hall Road Mt. Laurel, NJ 08054	Brian Bates CEO	33,733	24,679	1,671	15,251	75,334	33	\$2,964,063,289	51
17	Herb Chambers Cos. (617) 666-8333; herbchambers.com	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	33,647	23,523	–	21,721	78,891	58	\$2,628,967,135	16
18	The CAR Group (562) 809-3705; thecargroup.com	20322 S.W. Acacia St. Newport Beach, CA 92660	David Conant CEO	31,743	11,684	–	7,597	51,024	13	\$1,223,787,000	18
19	Victory Automotive Group (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	Jeffrey Cappo president	31,336	18,312	–	12,676	62,324	41	\$1,567,555,026	26
20	Serra Automotive Inc. (810) 694-1720; serrausa.com	3118 E. Hill Road Grand Blanc, MI 48439	Joseph Serra president	31,133	27,545	2	7,372	66,052	41	\$1,838,785,912	21
21	Earnhardt Auto Centers (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	30,289	14,312	–	12,617	57,218	24	\$1,548,884,151	19
22	West-Herr Automotive Group Inc. (716) 926-7052; westherr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	Scott Bieler president	29,486	20,525	302	23,694	74,007	25	\$1,805,200,100	20
23	Potamkin Automotive Group Inc. (305) 779-4061; planetautomotive.com	5800 NW 171st Miami Lakes, FL 33015	Alan & Robert Potamkin co-chairmen	29,015	11,931	–	9,344	50,290	26	\$1,545,553,571	17
24	McLarty Automotive (501) 371-3830; mclartyautogroup.com	425 W Capitol Ave. Little Rock, AR 72201	Mark McLarty chairman	28,837	27,304	–	–	56,141	34	\$1,763,927,011	–
25	RML Automotive (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75067	Robert Johnson & Thomas McLarty III principals	28,166	18,871	–	16,011	63,048	26	\$1,633,875,772	22

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships. †Publicly held ‡Figures include data for dealerships outside the U.S.

To be considered for future top dealership group lists, contact crobinson@crain.com

Top 150 dealership groups based in the U.S. – ranked on 2016 new-vehicle retail sales units

2016 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total wholesale units	Total units	Total number of dealerships	Group revenue all departments*	2015 rank
26	Servco Pacific Inc. ‡ (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	26,738	10,375	1,580	6,023	44,716	23	\$1,266,233,000	31
27	Ganley Auto Group (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	Kenneth Ganley president & CEO	26,101	15,690	285	12,675	54,751	30	\$1,473,587,322	29
28	Findlay Automotive Group (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	25,822	14,367	98	10,924	51,211	28	\$1,583,851,335	24
29	Braman Dealerships (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	25,638	11,644	–	9,788	47,070	15	\$1,962,747,914	30
30	DARCARS Automotive Group (301) 622-0300; darcars.com	7550 Wisconsin Ave. Bethesda, MD 20814	John Darvish president & CEO	24,965	14,421	–	9,143	48,529	22	\$1,438,790,829	28
31	Fletcher Jones Automotive Group (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	24,832	12,695	1,484	10,226	49,237	18	\$2,337,597,337	25
32	Sheehy Auto Stores (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	24,807	17,094	2,052	7,472	51,425	24	\$1,395,667,852	33
33	Mac Haik Auto Group (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	24,595	22,718	2,276	8,655	58,244	16	\$1,817,343,701	35
34	Ourisman Automotive Group (301) 423-4000; ourisman.com	4400 Branch Ave. Marlow Heights, MD 20748	Mandell Ourisman chairman	24,584	10,117	108	7,655	42,464	26	\$1,297,575,711	27
35	Rick Case Automotive Group (954) 377-7400; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	Rick Case chairman & CEO	24,493	21,922	–	–	46,415	17	\$1,127,629,929	23
36	RFJ Auto Partners Holdings Inc. (469) 326-9300	500 N. Central Exwy., Ste. 440 Plano, TX 75074	Richard Ford president & CEO	24,047	23,250	21,268	6,064	74,629	28	\$2,267,961,986	49
37	Galpin Motors Inc. (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II CEO & owner	23,998	6,234	680	5,734	36,646	7	\$1,128,865,879	32
38	Napleton Automotive Group (630) 530-3955; ednapleton.com	One Oakbrook Terrace, Ste. 600 Oakbrook Terrace, IL 60181	Edward Napleton president	23,959	18,182	7,896	11,667	61,704	34	\$1,640,515,866	36
39	Ken Page Auto Group (754) 240-4546	9400 W. Atlantic Blvd. Coral Springs, FL 33071	Kenneth Page president	22,275	7,779	496	6,195	36,745	12	\$865,705,071	45
40	Priority Auto Group (757) 366-5000; PriorityAuto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	21,767	12,494	–	6,160	40,421	21	\$1,111,517,100	52
41	Pohanka Automotive Group (301) 899-7800; pohanka.com	1772 Ritchie Station Court Capital Heights, MD 20743	John Pohanka chairman	21,579	10,477	–	7,277	39,333	15	\$1,213,403,134	37
42	Performance Automotive Network (513) 870-5020; shopperformance.com	5726 Dixie Hwy. Fairfield, OH 45014	Michael Dever president	21,518	21,278	235	6,986	50,017	16	\$1,270,996,697	46
43	Ray Catena Motor Car Corp. (732) 549-6600; raycatena.com	910 Route One Edison, NJ 08817	Raymond Catena owner	20,988	5,983	–	4,763	31,734	15	\$1,576,408,551	47
44	Summit Automotive Partners (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	20,964	13,276	2,712	8,223	45,175	17	\$1,163,901,863	39
45	Premier Automotive (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhon owner	20,652	15,972	1,308	6,194	44,126	21	\$1,104,235,712	34
46	Bob Rohrman Auto Group (765) 448-1000; rohrman.com	3900 South St. Lafayette, IN 47905	Robert Rohrman president & owner	19,680	14,687	–	6,025	40,392	31	\$1,035,976,109	43
47	Jeff Wylar Automotive Family Inc. (513) 752-7450; wylar.com	401 Milford Pkwy., Ste. A Milford, OH 45150	Jeffrey Wylar chairman & CEO	19,498	12,599	598	7,994	40,689	16	\$1,762,902,897	40
48	Island Auto Group (718) 979-0934; islandautogroup.com	1580 Hylan Blvd. Staten Island, NY 10305	Josh Aaronson, Ron Baron & Marcello Sciarrino owners	18,781	10,704	–	4,534	34,019	23	\$875,710,401	–
49	Morgan Auto Group (813) 936-3125; morganautogroup.com	1101 E. Fletcher Ave. Tampa, FL 33612	Brett Morgan CEO	18,454	17,108	–	10,369	45,931	20	\$1,140,192,264	78
50	Sullivan Automotive Group (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	18,357	5,620	–	1,893	25,870	11	\$946,867,718	54

*Includes new, used, fleet, wholesale, F&I, body shop, parts and service departments. May also include revenue from affiliated operations, such as rentals, or commercial-vehicle or non-auto dealerships.

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51	Piercey Automotive Group (949) 369-6000; pierceyautogroup.com	16901 Millikan Ave. Irvine, CA 92606	William Piercey chairman	18,287	5,943	–	3,417	27,647	5	\$710,609,683	56
52	Chapman Automotive Group (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	Jerry Chapman chairman	18,209	14,377	210	12,134	44,930	22	\$1,374,155,245	42
53	Gillman Cos. (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	Stacey Gillman-Wimbish president & CEO	18,133	10,617	–	4,155	32,905	14	\$889,860,200	50
54	Open Road Auto Group (732) 650-1550; openroad.com	400 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan CEO	18,109	8,004	–	5,542	31,655	19	\$1,257,998,288	59
55	Shammas Automotive Group (213) 748-8951; dtlamotors.com	1801 S. Figueroa St. Los Angeles, CA 90015	Darryl Holter vp & CEO	17,683	8,148	–	2,703	28,534	8	\$946,171,725	53
56	Tuttle-Click Automotive Group (949) 598-4800; tuttleclick.com	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	17,599	7,618	604	7,125	32,946	16	\$949,027,546	48
57	Balise Motor Sales Co. (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	16,906	14,030	166	7,727	38,829	26	\$954,393,039	57
58	Kahlig Auto Group (210) 426-3350; kahligauto.com	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	16,806	14,297	560	8,666	40,329	10	\$1,256,762,464	38
59	Lia Auto Group (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	William Lia Sr. president	16,555	10,110	–	9,843	36,508	21	\$756,132,035	60
60	Car Pros Automotive Group carpros.com	181 S 333rd St., Ste. 210 Federal Way, WA 98003	Ken Phillips president	16,516	6,680	–	5,768	28,964	11	\$572,765,325	58
61	John Eagle Auto Group (214) 357-0461; johneagle.com	P.O. Box 7007 Dallas, TX 75209	John Eagle CEO	16,061	12,129	–	5,390	33,580	11	\$1,052,463,401	55
62	McCombs Automotive (210) 821-6523; redmccombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	Tim Cliver COO	15,904	12,897	116	6,870	35,787	10	\$1,061,471,000	62
63	Rosatti/Plaza Auto Group (718) 253-8400; plazaautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	15,265	3,401	–	3,659	22,325	8	\$538,331,617	61
64	Zeigler Auto Group (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	Aaron Zeigler president	14,378	14,674	–	4,986	34,038	25	\$1,000,225,535	66
65	LaFontaine Automotive Group (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	Michael LaFontaine Sr. owner	13,865	7,577	214	5,276	26,932	17	\$863,260,786	77
66	Prime Motor Group (617) 469-1000; driveprime.com	425 Providence Hwy. Westwood, MA 02090	David Rosenberg president	13,853	14,977	–	12,804	41,634	28	\$1,463,584,645	41
67	Fitzgerald Auto Malls (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	John Fitzgerald Jr. president	13,728	10,176	81	3,345	27,330	19	\$726,302,000	65
68	Bommarito Automotive Group (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	John Bommarito president	13,620	10,472	34,685	5,069	63,846	15	\$1,996,144,575	75
69	Anderson Automotive Group (919) 787-0099; andersonautomotivegroup.com	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson CEO	13,607	9,351	–	5,136	28,094	9	\$687,185,966	69
70	John Elway Dealerships (602) 381-6594; elwaydealers.com	2425 E. Camelback Road, Ste. 1155 Phoenix, AZ 85016	Mitch Pierce CEO	13,486	5,848	1,603	4,134	25,071	5	\$714,758,000	68
71	Wilde Automotive Group (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vp	13,431	13,406	–	6,510	33,347	8	\$839,406,892	74
72	Ferman Automotive Group (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. president & CEO	13,389	9,562	1,207	6,353	30,511	23	\$827,507,184	73
73	Bergstrom Automotive (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	13,376	12,595	842	7,821	34,634	31	\$1,054,017,811	72
74	World Class Automotive Group (214) 560-1602; therandallreedfamily.com	P.O. Box 1047 Addison, TX 75001	Randall Reed CEO	13,091	7,963	989	4,887	26,930	7	\$931,731,973	71
75	Rusnak Auto Group (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	Paul Rusnak chairman	12,890	4,820	–	2,669	20,379	12	\$1,182,596,643	88

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76	Fox Motors (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos chairman & CEO	12,762	9,992	417	4,528	27,699	24	\$812,730,738	89
77	Kenwood Dealer Group Inc. (513) 683-5484; cincyaautos.com	4780 Socialville Foster Road Mason, OH 45040	Robert Reichert chairman	12,735	13,029	–	–	25,764	12	\$671,252,243	84
78	Chapman Auto Group (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	12,730	4,224	–	2,711	19,665	7	\$543,417,574	85
79	Ancira Enterprises (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	Ernesto Ancira Jr. president	12,699	6,800	5,591	4,473	29,563	16	\$832,468,658	67
80	Piazza Auto Group (610) 630-7911; piazzaautogroup.com	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	12,658	8,103	5	7,061	27,827	16	\$664,706,204	82
81	Brunswick Auto Mart (330) 273-3300; brunswickautomart.com	3031 Center Road Brunswick, OH 44212	Gary Panteck dealer principal & president	12,629	4,881	–	5,751	23,261	10	\$672,624,201	–
82	Boucher Group Inc. (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	12,488	11,046	493	7,292	31,319	18	\$832,296,000	87
83	Future Automotive Group (916) 786-3673; futureautomotivegroup.com	650 Auto Mall Drive Roseville, CA 95661	G. Steven Pleau president	12,106	6,774	1,266	5,367	25,513	8	\$818,975,753	80
84	Sam Pack Auto Group (888) 478-0654; sampack.com	2070 Diplomat Drive Farmers Branch, TX 75234	Sam Pack dealer principal	11,621	6,786	4,282	2,962	25,651	4	\$1,058,329,652	83
85	#1 Cochran Automotive (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president & CEO	11,291	7,163	–	5,723	24,177	20	\$629,115,560	81
86	Ed Morse Automotive Group (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse III chairman & CEO	11,238	5,303	17,270	4,745	38,556	19	\$1,321,211,181	92
87	Reedman-Toll Auto World (215) 757-4961; reedmantoll.com	1700 E. Lincoln Hwy. Langhorne, PA 19047	Bruce Toll dealer principal	11,177	5,388	–	5,273	21,838	8	\$589,678,395	101
88	Ron Tonkin Family of Dealerships (503) 255-4100; tonkin.com	122 N.E. 122nd Ave. Portland, OR 97230	Brad & Ed Tonkin co-presidents	11,092	11,085	439	5,242	27,858	17	\$891,396,894	93
89	Gettel Automotive (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	11,082	7,269	21	6,741	25,113	13	\$625,379,294	90
90	Colonial Automotive Group (781) 431-9790; buycolonial.com	171 Great Road Acton, MA 01720	Lawrence Gordon president & CEO	11,012	5,923	197	5,966	23,098	16	\$604,593,830	86
91	Garber Management Group (989) 790-9090; garberauto.com	999 S. Washington Ave. Saginaw, MI 48601	Richard Garber president	10,843	18,248	2,290	8,928	40,309	55	\$894,415,934	97
92	Huffines Auto Dealerships (972) 867-6000; huffines.net	4500 W. Plano Pkwy. Plano, TX 75093	S. Ray Huffines owner & CEO	10,583	6,826	763	4,860	23,032	14	\$683,409,189	98
93	Phil Smith Automotive Group (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Michael Dayhoff president & CEO	10,368	4,963	49	4,525	19,905	18	\$566,647,747	96
94	Sanderson Automotive (623) 842-8682; sandersonford.com	P.O. Box 1407 Glendale, AZ 85311	David Kimmerle CEO	10,322	1,946	20,804	1,237	34,309	2	\$706,371,231	145
95	Price Simms Auto Group (415) 808-4800; pricesimmsinc.com	135 E. Sir Francis Drake Blvd. Larkspur, CA 94939	Tom Price chairman & CEO	10,128	7,572	368	1,884	19,952	7	\$705,286,004	79
96	Crain Automotive Team (501) 542-5000; crainteam.com	5980 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	10,038	8,900	248	6,699	25,885	16	\$656,702,799	109
97	Gunn Automotive Group (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn chairman	9,955	6,871	1,758	4,477	23,061	6	\$644,798,174	99
98	Kelly Automotive Group (978) 774-1000; kellyauto.com	155 Andover Street, Rte. 114 Danvers, MA 01923	Brian Kelly president & CEO	9,776	4,272	–	4,676	18,724	9	\$484,584,153	100
99	Lou Fusz Automotive Network Inc. (314) 994-1500; fusz.com	925 N. Lindbergh St. Louis, MO 63141	Randy Fusz president	9,692	10,079	1,331	7,280	28,382	11	\$645,564,351	106
100	Grieco Automotive Group** (561) 278-7800; griecocars.com	2001 S. Federal Hwy. Delray Beach, FL 33483	Michael Grieco CEO	9,549	6,081	19	4,520	20,169	14	\$511,425,702	–

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101	Mike Shaw Automotive (303) 639-6300; mikeshawautomotive.com	90 Madison St., Ste. 702 Denver, CO 80206	Mike Shaw president	9,307	7,893	–	–	17,200	8	\$538,410,290	105
102	Mullinax Auto Group (407) 889-7600; mullinaxford.com	1551 East Semoran Apopka, FL 32703	Jerry, Larry & Ed Mullinax owners	9,275	12,704	990	3,867	26,836	6	\$673,863,943	123
103	Blaise Alexander Family Dealerships (570) 546-4925; blaisealexander.com	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	9,171	9,865	–	8,440	27,476	14	\$661,374,702	108
104	Continental Motors Group (331) 281-0339; continentalmotors.com	460 Fort Hill Drive Naperville, IL 60540	John Weinberger CEO	9,106	5,519	–	3,208	17,833	8	\$555,194,233	107
105	Hertrich Family of Auto Dealerships (302) 629-5100; hertrichs.com	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertrich III president	9,056	8,178	3,096	7,224	27,554	22	\$764,987,169	118
106	Fletcher Auto Group (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	9,035	8,048	–	6,242	23,325	12	\$561,971,343	114
107	Serra Automotive Group (205) 836-6775; serraautomotive.com	9709 Parkway E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	8,931	6,826	–	4,177	19,934	23	\$471,338,721	121
108	Lester Glenn Auto Group (732) 349-4200; lesterglenn.com	386 Rte. 37 Toms River, NJ 08753	Adam Kraushaar president	8,739	3,164	–	3,513	15,416	7	\$395,479,588	103
109	Byers Automotive Group (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,678	6,592	2,247	5,558	23,075	12	\$608,299,119	116
110	Carter Myers Automotive (434) 220-8815; cmacars.com	100 Myers Drive Charlottesville, VA 22901	Liza Borches CEO & president	8,641	5,249	110	3,625	17,625	13	\$431,879,102	–
111	Phil Long Dealerships (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	8,526	8,535	545	5,973	23,579	21	\$714,993,512	112
112	Headquarter Automotive (305) 423-4616; headquarterauto.com	5895 N.W. 167th St. Miami, FL 33015	Jeronimo Esteve CEO	8,432	3,544	–	2,963	14,939	4	\$375,609,188	126
113	Criswell Automotive (301) 948-0880; criswellauto.com	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Criswell III dealer	8,425	3,776	757	2,330	15,288	9	\$477,364,905	111
114	Sansone Auto Network (732) 587-1100; sansoneauto.com	90-100 Route 1 N. Avenel, NJ 07001	John Pugliese president & CEO	8,415	2,848	–	1,934	13,197	6	\$351,166,581	110
115	AutoFair Automotive Group (603) 634-1000; autofair.com	1477 South Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	8,352	7,555	–	5,651	21,558	8	\$489,427,566	117
116	Bobby Rahal Automotive Group (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	8,221	6,696	513	5,505	20,935	10	\$710,398,146	127
117	Bob Moore Auto Group (405) 605-2363; bobmoore.com	P.O. Box 3206 Oklahoma City, OK 73102	Mark Moore CEO	8,161	10,068	746	2,930	21,905	14	\$756,005,000	102
118	Shelly Automotive Group (949) 387-8243; shellyautomotive.com	9881 Research Drive Irvine, CA 92618	Damon Shelly CEO	8,006	4,419	–	1,737	14,162	7	\$685,200,000	135
119	World Auto Group (973) 442-0500; denvillenissan.com	3057 Rte. 10 E. Denville, NJ 07834	Albert & Chris Preziosi owners	7,838	2,411	–	7,277	17,526	9	\$442,130,075	124
120	Russ Darrow Group (262) 250-9600; russdarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	7,820	13,691	–	5,580	27,091	22	\$574,183,670	122
121	Holler Classic Automotive Group (407) 645-1331; hollerclassic.com	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	7,694	7,493	–	7,084	22,271	8	\$448,548,543	129
122	Green Family Stores Inc. (217) 522-1222; greenfamilystores.com	3801 Wabash Ave. Springfield, IL 62707	Todd Green, Jill Green & Jeff Green, presidents	7,618	10,643	–	5,130	23,391	14	\$564,103,746	119
123	JG Auto Group** (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther Jr. president	7,617	5,640	–	–	13,257	7	\$505,450,236	–
124	Richardson & Partners (505) 292-0000; rich-ford.com	8601 Lomas Blvd. N.E. Albuquerque, NM 87112	Kevin Blewett president	7,582	5,481	1,316	3,758	18,137	7	\$548,332,879	125
125	Romano Auto Dealerships (315) 637-4491; romanocars.com	c/o 5431 North Burdick St. Fayetteville, NY 13066	Joseph Romano & Michael Romano, co-owners	7,524	3,269	–	4,114	14,907	6	\$386,421,677	–

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126	Yark Automotive Group Inc. (419) 841-7771; yarkauto.com	6019 West Central Ave. Toledo, OH 43615	John Yark president	7,366	6,274	–	1,753	15,393	8	\$407,548,610	–
127	Momentum Auto Group (707) 402-3100; momentumautogroup.com	2575 Auto Mall Pkwy. Fairfield, CA 94533	Rahim Hassanally president	7,225	4,512	6,932	2,303	20,972	8	\$549,637,238	137
128	Day Automotive Group (724) 327-0900; dayauto.com	1600 Golden Mile Hwy. Monroeville, PA 15146	Deborah Flaherty president	6,981	5,329	691	3,443	16,444	8	\$401,445,886	136
129	Perry Automotive Group (858) 748-1400; perryauto.com	12740 Poway Road Poway, CA 92064	Perry Falk president	6,854	3,437	–	1,931	12,222	6	\$356,006,334	131
130	Hitchcock Automotive Resources (626) 839-8401; hitchcockautomotive.com	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	6,695	3,502	–	1,545	11,742	3	\$328,003,613	128
131	Noarus Auto Group (310) 258-0920; noarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. president	6,680	2,670	–	1,805	11,155	5	\$312,957,457	134
132	Murgado Automotive Group (305) 856-3000; BrickellMotors.com	665 S.W. 8 St. Miami, FL 33130	Mario Murgado president & CEO	6,620	3,485	–	2,241	12,346	8	\$391,077,667	143
133	Safford Automotive Group (703) 866-1700; saffordauto.com	7611 Loisdale Road Springfield, VA 22150	James Gramm president	6,602	4,457	12	3,738	14,809	9	\$440,404,521	146
134	Stewart Management Group Inc. (313) 432-6200	20844 Harper Ave., Ste. 100 Harper Woods, MI 48225	Gordon Stewart president	6,595	4,184	308	2,132	13,219	7	\$349,408,987	141
135	FRL Automotive (305) 652-6500; toyotaofnorthmiami.com	16600 N.W. 2nd Ave. Miami, FL 33169	Eric Friedman president	6,498	2,799	–	1,636	10,933	3	\$268,742,446	142
136	Southwest Dealer Group (972) 283-9797; southwestkia.com	39650 LBJ Fwy. S. Dallas, TX 75237	Shahab Salehoun chairman & president	6,446	5,746	–	3,208	15,400	6	\$323,744,270	132
137	AutoFocus Inc. (408) 819-0460; capitoltoyota.com	2800 W. March Lane, Ste. 430 Stockton, CA 95219	Jerry Brassfield CEO	6,404	2,709	–	1,239	10,352	7	\$296,478,468	140
138	Preston Automotive Group prestonmotor.com	218 S. Main St. Preston, MD 21655	Dave Wilson president	6,265	3,885	–	4,753	14,903	9	\$368,135,486	–
139	Don Davis Auto Group (817) 588-5213; dondavisautogroup.com	2366 E. Road to Six Flags Arlington, TX 76011	Robert Howard president	6,238	5,056	–	3,204	14,498	3	\$385,469,914	139
140	Bob Loquercio Auto Group (773) 728-5000; blautogroup.com	1600 W. Lake St. Streamwood, IL 60107	Robert Loquercio president	6,198	5,017	–	1,899	13,114	5	\$318,277,533	–
141	Prestige Automotive Group (586) 773-2369; prestigeautomotive.com	20200 E. Nine Mile Road Saint Clair Shores, MI 48080	Gregory Jackson president & CEO	6,094	1,910	4,062	44	12,110	4	\$360,658,677	–
142	Bowers Automotive Group (423) 664-5790; bowersag.com	2146 Chapman Road Chattanooga, TN 37421	Bradley Cobb president	6,073	5,518	–	2,360	13,951	10	\$337,435,813	–
143	Bob Baker Auto Group (619) 297-1001; bobbaker.com	591 Camino De La Reina, Ste. 1100 San Diego, CA 92108	Chris Baker president & CEO	5,841	2,033	–	2,156	10,030	5	\$268,087,647	130
144	Martin Management Group (270) 783-8080; martingp.com	1048 Ashley St., Ste. 401 Bowling Green, KY 42103	Chadwick Martin president	5,773	3,695	–	1,954	11,422	13	\$259,521,138	147
145	Krause Auto (678) 488-2269	P.O. Box 1249 Alpharetta, GA 30009	Vernon Krause CEO	5,512	4,302	931	2,714	13,459	7	\$434,006,556	–
146	Selma Auto Mall (559) 896-5000; selmaautomall.com	2755 Auto Mall Drive Selma, CA 93662	Dwight Nelson president	5,506	2,747	4	1,762	10,019	9	\$254,198,798	–
147	Peterson Auto Group (208) 378-9000; petersoncars.com	9101 W. Fairview Ave. Boise, ID 83704	Mark Peterson president	5,385	4,128	–	2,138	11,651	5	\$388,894,089	–
148	Principle Auto (210) 437-3977; principleauto.com	153 Treeline Park, Ste. 200 San Antonio, TX 78209	Abigail Kampmann CEO	5,061	4,539	–	1,656	11,256	8	\$412,719,420	–
149	Voss Auto Network (937) 428-2400; vossauto.com	766 Miamisburg-Centerville Road Centerville, OH 45459	John Voss president	4,968	4,549	–	1,766	11,283	8	\$314,183,142	150
150	MACMA (212) 450-0621; gallerygroup.com	375 Lexington Ave., 7th flr. New York, NY 10017	Yusuke Miki president	4,476	3,373	–	2,487	10,336	6	\$333,000,000	–

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