

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 2017

# TOP 150 DEALERSHIP GROUPS

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# Prime jumps into top 15 in annual ranking

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**W**estwood, Mass.-based Prime Automotive Group bounded into the top 15 on *Automotive News'* annual Top 150 Dealership Groups list, which ranks dealership groups based in the U.S. by new-vehicle retail sales. That was one of several revisions in the rankings due to ownership changes amid an active buy-sell market in 2017.

Prime surged 53 rungs, to No. 13, as its new-vehicle retail sales more than tripled to 46,163 from 13,853 a year earlier. The group's store count also increased more than that of any other group on the list, to 57 from 28, largely because of a change in the company's structure.



**Rosenberg: Eyes strategic growth**

In October, Abrams Capital, a private-equity firm that had first invested in Prime Motor Group 11 years earlier, cashed out. It sold a majority stake in the group to GPB Capital, a New York asset-management company, which already had majority stakes in dealerships selling 24 brands in 10 states. David Rosenberg retained a minority stake and remains CEO of the renamed Prime Automotive.

With its new rooftop count of 57, Prime ranks 10th in total number of dealerships, behind Herb Chambers Cos., of Somerville, Mass., with 58.

In the past two months, Rosenberg has hired a CFO, vice president of corporate development and vice president of finance and insurance. His newly hired COO is Marty Collins, the former western regional vice president for Group 1 Automotive Inc. and former president of Gulf States Toyota.

That team will devise a strategy to grow Prime Automotive through acquisitions and other auto retail investments, Rosenberg said. "Our goal is to grow strategically. We'll go into a market and buy a group and then add individual dealerships to it."

## Buy-sell growth

After Prime, the largest increases in dealership count were at public dealership groups Lithia Motors Inc., of Medford, Ore., which added 15 stores, and Group 1, of Houston, which added 14. Both companies have been active players in the buy-sell market, expanding their geographic footprint as well as their store count.

Next were Fletcher Auto Group, of North Little Rock, Ark., and Price Simms Auto Group, of Larkspur, Calif., each adding 11. David Wilson Automotive Group, of Orange, Calif., rounded out the dealership groups with double-digit store growth, with 10. The dealership counts for Group 1 and David Wilson include stores outside of the U.S.

Last year saw 202 dealership buy-sell transactions, including



**Prime Automotive Group vaulted 53 spots to No. 13. Shown is Prime Ford in Saco, Maine.**

a large number of multiple-store deals, down from 221 in 2016 and a record 240 in 2015, according to The Banks Report and analysis by Kerrigan Advisors.

The only change in the top 10 came as Larry H. Miller Dealerships, of Sandy, Utah, nudged ahead of Staluppi Auto Group, of North Palm Beach, Fla., to claim the No. 9 spot.

Larry H. Miller Dealerships' retail new-vehicle sales rose 7.7 percent to 68,694, while Staluppi Auto Group's fell 5.0 percent to 64,353. Industrywide U.S. light-vehicle sales fell 1.8 percent last year.

Ten dealership groups climbed 10 or more rungs in the latest ranking, while seven fell 10 spots or more.

The steepest drop was by Gillman Cos. The Houston dealership group dropped 20 rungs to No. 73, as its retail new-vehicle sales fell 24 percent to 13,691, reflecting in part a drop in its dealership count to 10 from 14 a year earlier.

No. 14 Suburban Collection, of Troy, Mich., shed seven stores from a year earlier, the largest sell-off of any group on the list, bringing its store count to 42. No. 6 Hendrick Automotive Group, of Charlotte, N.C., shed five dealerships, leaving it with 98. Of the groups that made this year's list and last year's, 26 trimmed their store count and 48 added dealerships.

## No shows

The rankings are based on a survey by the Automotive News Data Center. As always, some dealership groups, including

some very large ones, chose not to participate. For example, Terry Taylor's extensive group of dealerships, for which his Automotive Management Services Inc., of West Palm Beach, Fla., provides support, didn't respond to the survey. Neither did Berkshire Hathaway Automotive.

Several large groups on last year's list disappeared from this year's list because they have been acquired.

Lithia, for instance, bought Shammass Automotive Group, of Los Angeles, which was No. 55 last year, as well as Day Automotive Group, of Monroeville, Penn., which was No. 128 last year.

This year's No. 70, Gee Automotive Cos., of Liberty Lake,

Wash., acquired 16 stores owned by the Ron Tonkin Family of Dealerships. Ron Tonkin was No. 88 on last year's list. Gee's data came in too late last year for it to make the list.

In addition, this year the following retailers told the Automotive News Data Center that they would pass on responding: the CAR Group, of Newport Beach, Calif., which ranked No. 18 last year; Lester Glenn Auto Group, of Toms River, N.J., which ranked No. 108; Perry Automotive Group, of Poway, Calif., which ranked No. 129; and Selma Auto Mall, of Selma, Calif., which ranked No. 146.

Galpin Motors Inc., of North Hills, Calif., jumped to No. 1 in terms of new retail units sold per dealership, with 3,487 units. It was No. 4 in that ranking last year. Last year's No. 1 in that category, David Wilson Automotive Group, slipped to No. 3, with 2,775, down from 6,701 a year earlier, as the group's dealership count jumped to 17 from seven.

Piercey Automotive Group, of Irvine, Calif., was No. 2 this year, with 3,182 new vehicles retailed per dealership, up from No. 3 last year, when it had 3,657. World Class Automotive Group, of Addison, Texas, was No. 4, with 2,482 new vehicles retailed per dealership, surging from No. 17 last year, with 1,870 units.

The number of dealership groups with total revenue that qualified them for the Billion Dollar Club rose to 61 from 59 a year earlier. The club had only 34 members five years ago.

*Jamie LaReau contributed to this report.*

## 10 largest gains in the rankings

	Dealership group	2016 rank	2017 rank	Rank change
1	Prime Automotive Group	66	13	53
2	Gettel Automotive	89	68	21
3	Piazza Auto Group	80	60	20
4	Morgan Auto Group	49	35	14
5	Napleton Automotive Group	38	26	12
6	Lia Auto Group	59	48	11
7	World Class Automotive Group	74	64	10
7	Grieco Automotive Group	100	90	10
7	Phil Long Dealerships	111	101	10
7	Romano Auto Dealerships	125	115	10

## Top 10 average new retail units per dealership

	Dealership group	Average new retail units per dealership	Total number of dealerships
1	Galpin Motors Inc.	3,487	7
2	Piercey Automotive Group	3,182	6
3	David Wilson Automotive Group †	2,775	17
4	World Class Automotive Group	2,482	6
5	Rosatti/Plaza Auto Group	2,480	6
6	Keyes Automotive Group	2,374	15
7	John Elway Dealerships	2,291	6
8	FRL Automotive	2,262	3
9	Hitchcock Automotive Resources	2,206	3
10	Jim Koons Automotive Cos.	2,144	16

†Includes data for dealerships outside the U.S.

## Top 10 number of dealerships added

	Dealership group	Number of dealerships in 2017	Number of dealerships in 2016	Number of dealerships added
1	Prime Automotive Group	57	28	29
2	Lithia Motors Inc. †	169	154	15
3	Group 1 Automotive Inc. ††	173	159	14
4	Fletcher Auto Group	23	12	11
4	Price Simms Auto Group	18	7	11
6	David Wilson Automotive Group †	17	7	10
7	Morgan Auto Group	29	20	9
8	Napleton Automotive Group	42	34	8
9	Penske Automotive Group Inc. ††	300	294	6
9	Mac Haik Auto Group	22	16	6

†Publicly held

‡Includes data for dealerships outside the U.S.

## 10 largest declines in the rankings

	Dealership group	2016 rank	2017 rank	Rank change
1	Gillman Cos.	53	73	-20
2	Ancira Enterprises	79	91	-12
2	Mike Shaw Automotive	101	113	-12
4	Fitzgerald Auto Malls	67	78	-11
4	Ferman Automotive Group	72	83	-11
4	Crain Automotive Team	96	107	-11
7	Ed Morse Automotive Group	86	96	-10
8	Potamkin Automotive Group Inc.	23	31	-8
8	Braman Dealerships	29	37	-8
8	DARCARS Automotive Group	30	38	-8
8	#1 Cochran Automotive	85	93	-8
8	Bob Moore Auto Group	117	125	-8

## Top 10 number of dealerships

	Dealership group	Number of dealerships
1	Penske Automotive Group Inc. ††	300
2	AutoNation Inc. †	258
3	Group 1 Automotive Inc. ††	173
4	Lithia Motors Inc. †	169
5	Sonic Automotive Inc. †	112
6	Hendrick Automotive Group	98
7	Asbury Automotive Group, Inc. †	80
8	Larry H. Miller Dealerships	64
9	Herb Chambers Cos.	58
10	Prime Automotive Group	57

†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	World Class Automotive Group	\$177,654,395	6
2	Sam Pack Auto Group	\$176,833,205	6
3	Braman Dealerships	\$168,968,222	11
4	Galpin Motors Inc.	\$166,715,612	7
5	Bommarito Automotive Group	\$156,026,565	16
6	Keyes Automotive Group	\$138,647,736	15
7	David Wilson Automotive Group †	\$135,206,431	17
8	Fletcher Jones Automotive Group	\$132,177,054	18
9	Jim Koons Automotive Cos.	\$130,679,011	16
10	Piercey Automotive Group	\$128,598,106	6

‡Includes data for dealerships outside the U.S.



# Top 150 dealership groups based in the U.S. – ranked on 2017 new-vehicle retail sales units

2017 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*	2016 rank
1	<b>AutoNation Inc. †</b> (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	Mike Jackson chairman & CEO	329,116	234,148	3,661	63,804	630,729	258	\$21,534,600,000	1
2	<b>Penske Automotive Group Inc. ††</b> (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	248,800	252,900	4,700	112,600	619,000	300	\$21,386,900,000	2
3	<b>Group 1 Automotive Inc. ††</b> (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	172,200	129,933	–	57,144	359,277	173	\$11,123,721,000	3
4	<b>Lithia Motors Inc. †</b> (541) 776-6401; lithia.com	150 N. Bartlett St. Medford, OR 97501	Bryan DeBoer president & CEO	167,146	129,913	3,405	43,912	344,376	169	\$10,086,510,184	4
5	<b>Sonic Automotive Inc. †</b> (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	B. Scott Smith CEO	133,728	123,489	1,935	31,385	290,537	112	\$9,867,208,000	5
6	<b>Hendrick Automotive Group</b> (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	Rick Hendrick chairman	113,267	91,839	5,245	53,363	263,714	98	\$8,580,413,580	6
7	<b>Asbury Automotive Group Inc. †</b> (770) 418-8200; asburyauto.com	2905 Premiere Parkway, Ste. 300 Duluth, GA 30097	David Hult president & CEO	99,975	76,929	–	–	176,904	80	\$6,456,500,000	7
8	<b>Ken Garff Automotive Group</b> (801) 257-3400; kengarff.com	405 S. Main, Ste. 1200 Salt Lake City, UT 84111	Robert Garff chairman	69,888	41,325	9,568	24,305	145,086	54	\$4,587,752,460	8
9	<b>Larry H. Miller Dealerships</b> (801) 304-4900; lhmauto.com	9350 S. 150 E., Ste. 500 Sandy, UT 84070	Clark Whitworth CEO	68,694	51,223	3,719	55,492	179,128	64	\$5,134,794,187	10
10	<b>Staluppi Auto Group</b> (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	John Staluppi & John Staluppi Jr. CEOs	64,353	22,590	2,031	16,773	105,747	38	\$3,022,408,996	9
11	<b>Greenway Automotive†</b> (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson principals	49,657	29,317	–	20,407	99,381	55	\$2,341,423,394	11
12	<b>David Wilson Automotive Group†</b> (714) 516-3111; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	David Wilson CEO	47,182	17,522	–	12,647	77,351	17	\$2,298,509,328	12
13	<b>Prime Automotive Group</b> (617) 469-1000; driveprime.com	375 Providence Hwy. Westwood, MA 02090	David Rosenberg president & CEO	46,163	29,394	–	25,892	101,449	57	\$3,032,841,266	66
14	<b>Suburban Collection</b> (248) 519-9700; suburbancollection.com	1795 Maplelawn Troy, MI 48084	David Fischer chairman & CEO	36,785	22,240	3,889	7,393	70,307	42	\$2,473,320,750	15
15	<b>Victory Automotive Group</b> (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	Jeffrey Cappo president	35,915	19,400	–	14,876	70,191	43	\$1,760,259,716	19
16	<b>Keyes Automotive Group</b> (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	35,603	15,744	–	7,680	59,027	15	\$2,079,716,034	13
17	<b>Jim Koons Automotive Cos.</b> (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	34,310	22,099	–	12,246	68,655	16	\$2,090,864,174	14
18	<b>Holman Automotive Group Inc.</b> (856) 663-5200; holmanauto.com	4001 Leadenhall Hall Road Mt. Laurel, NJ 08054	Brian Bates CEO	33,764	25,452	675	13,820	73,711	33	\$3,007,704,701	16
19	<b>Herb Chambers Cos.</b> (617) 666-8333; herbchambers.com	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	33,486	24,642	–	21,277	79,405	58	\$2,684,992,918	17
20	<b>Servco Pacific Inc. †</b> (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	31,668	12,430	629	10,483	55,210	25	\$1,435,491,600	26
21	<b>Earnhardt Auto Centers</b> (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	31,402	14,513	–	12,846	58,761	24	\$1,671,811,051	21
22	<b>West-Herr Automotive Group Inc.</b> (716) 926-7052; westherr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	Scott Bieler president	30,900	21,330	282	24,374	76,886	22	\$1,921,665,343	22
23	<b>Serra Automotive Inc.</b> (810) 694-1720; serrausa.com	3118 E. Hill Road Grand Blanc, MI 48439	Joseph Serra president	30,251	26,514	12	6,062	62,839	39	\$1,780,032,956	20
24	<b>McLarty Automotive†</b> (501) 371-3830; mclartyautogroup.com	425 W. Capitol Ave. Little Rock, AR 72201	Mark McLarty chairman	28,555	32,411	–	–	60,966	37	\$1,634,686,340	24
25	<b>Ganley Auto Group</b> (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	Kenneth Ganley president & CEO	28,189	16,871	147	12,193	57,400	33	\$1,620,891,480	27

\*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.

# Top 150 dealership groups based in the U.S. – ranked on 2017 new-vehicle retail sales units

2017 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*	2016 rank
26	<b>Napleton Automotive Group</b> (630) 530-3955; ednapleton.com	One Oakbrook Terrace, Ste. 600 Oakbrook Terrace, IL 60181	Edward Napleton president	27,900	21,811	7,599	13,173	70,483	42	\$1,938,977,735	38
27	<b>Findlay Automotive Group</b> (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	27,674	15,913	255	10,617	54,459	31	\$1,726,876,503	28
28	<b>RML Automotive</b> (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75067	Robert Johnson & Thomas McLarty III principals	27,284	18,093	–	14,702	60,079	30	\$1,641,768,702	25
29	<b>Sheehy Auto Stores</b> (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	25,654	20,768	1,193	7,444	55,059	24	\$1,497,700,967	32
30	<b>Mac Haik Auto Group</b> (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	25,584	20,719	2,984	8,309	57,596	22	\$1,914,717,287	33
31	<b>Potamkin Automotive Group Inc.</b> (305) 779-4061; planetautomotive.com	5800 N.W. 171st Miami Lakes, FL 33015	Alan & Robert Potamkin co-chairmen	24,475	9,801	–	7,119	41,395	26	\$1,322,279,900	23
32	<b>Galpin Motors Inc.</b> (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II CEO & owner	24,408	6,282	1,065	5,366	37,121	7	\$1,167,009,281	37
33	<b>Fletcher Jones Automotive Group</b> (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	24,156	12,941	1,985	9,376	48,458	18	\$2,379,186,968	31
34	<b>RFJ Auto Partners Holdings Inc.</b> (469) 326-9300	500 N. Central Exwy., Ste. 440 Plano, TX 75074	Richard Ford president & CEO	23,945	21,754	28,760	7,986	82,445	27	\$2,529,518,965	36
35	<b>Morgan Auto Group</b> (813) 434-1982; morganautogroup.com	3031 N. Rocky Point Dr. West, Ste. 770 Tampa, FL 33607	Brett Morgan CEO	23,098	19,493	–	12,960	55,551	29	\$1,477,694,905	49
36	<b>Ken Page Auto Group</b> (754) 240-4546	9400 W. Atlantic Blvd. Coral Springs, FL 33071	Kenneth Page president	22,458	7,919	280	5,455	36,112	12	\$859,064,100	39
37	<b>Braman Dealerships</b> (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	22,382	10,989	–	8,347	41,718	11	\$1,858,650,444	29
38	<b>DARCARS Automotive Group</b> (301) 625-5700; darcars.com	7550 Wisconsin Ave. Bethesda, MD 20814	John Darvish president & CEO	21,953	12,027	–	8,647	42,627	22	\$1,294,565,289	30
39	<b>Rick Case Automotive Group</b> (954) 377-7400; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	Rick Case chairman & CEO	21,913	20,611	–	–	42,524	17	\$1,081,955,282	35
40	<b>Performance Automotive Network</b> (513) 870-5000; shopperperformance.com	5726 Dixie Hwy. Fairfield, OH 45014	Michael Dever president	21,700	22,739	287	7,888	52,614	17	\$1,353,056,959	42
41	<b>Jeff Wyler Automotive Family Inc.</b> (513) 752-7450; wyler.com	401 Milford Pkwy., Ste. A Milford, OH 45150	Jeffrey Wyler chairman & CEO	21,414	15,493	1,066	8,938	46,911	17	\$1,302,397,931	47
42	<b>Priority Auto Group</b> (757) 424-2446; priorityauto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	21,011	13,105	–	6,431	40,547	19	\$1,114,594,749	40
43	<b>Summit Automotive Partners</b> (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	20,616	13,311	4,740	7,368	46,035	16	\$1,259,655,363	44
44	<b>Ray Catena Motor Car Corp.</b> (732) 549-6600; raycatena.com	910 Route One Edison, NJ 08817	Raymond Catena owner	20,506	6,074	–	4,560	31,140	15	\$1,543,034,468	43
45	<b>Premier Automotive</b> (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhon owner	20,017	14,298	286	6,295	40,896	22	\$1,160,851,831	45
46	<b>Sullivan Automotive Group</b> (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	19,273	7,616	75	2,677	29,641	11	\$1,018,055,808	50
47	<b>Island Auto Group</b> (718) 979-0934; islandautogroup.com	1580 Hylan Blvd. Staten Island, NY 10305	Josh Aaronson, Ron Baron & Marcello Sciarrino, owners	19,247	12,183	–	7,386	38,816	28	\$954,601,688	48
48	<b>Lia Auto Group</b> (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	William Lia Sr. president	19,201	10,780	–	10,464	40,445	21	\$1,000,162,098	59
49	<b>Piercey Automotive Group</b> (949) 369-6000; pierceyautogroup.com	16901 Millikan Ave. Irvine, CA 92606	William Piercey chairman	19,094	6,559	–	3,864	29,517	6	\$771,588,633	51
50	<b>Chapman Automotive Group</b> (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	Jerry Chapman chairman	19,003	17,169	79	16,559	52,810	24	\$1,496,846,716	52

\*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.

# Top 150 dealership groups based in the U.S. – ranked on 2017 new-vehicle retail sales units

2017 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*	2016 rank
51	<b>Bob Rohrman Auto Group</b> (765) 448-1000; rohrman.com	3900 South St. Lafayette, IN 47905	Robert Rohrman president & owner	18,940	14,242	–	5,877	39,059	30	\$1,023,616,198	46
52	<b>Keating Auto Group</b> (361) 485-0569; keatingcareers.com	5802 N. Navarro Victoria, TX 77904	Ben Keating president	18,195	8,768	–	7,554	34,517	17	\$1,160,355,416	–
53	<b>Walsler Automotive Group</b> (952) 929-3535; walsler.com	7700 France Ave. S. Edina, MN 55435	Andrew Walsler CEO	18,179	18,131	–	8,568	44,878	25	\$1,268,456,402	–
54	<b>Open Road Auto Group</b> (732) 650-1550; openroad.com	400 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan CEO	17,745	9,623	–	5,381	32,749	21	\$1,579,144,178	54
55	<b>Tuttle-Click Automotive Group</b> (949) 598-4800; tuttleclick.com	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	17,177	7,936	569	6,484	32,166	16	\$964,343,304	56
56	<b>Car Pros Automotive Group</b> (253) 681-6376; carpros.com	181 S. 333rd St., Ste. 210 Federal Way, WA 98003	Ken Phillips president	16,762	6,437	–	5,178	28,377	11	\$672,228,896	60
57	<b>Kahlig Auto Group</b> (210) 426-3350; kahligauto.com	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	16,700	13,954	610	–	31,264	12	\$1,329,115,600	58
58	<b>Balise Motor Sales Co.</b> (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	16,533	14,529	202	7,314	38,578	26	\$974,370,138	57
59	<b>John Eagle Auto Group</b> (214) 357-0461; johneagle.com	P.O. Box 7007 Dallas, TX 75209	John Eagle CEO	16,305	12,080	–	4,950	33,335	11	\$1,064,552,965	61
60	<b>Piazza Auto Group</b> (610) 630-7911; piazzaautogroup.com	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	15,619	9,393	14	7,562	32,588	21	\$916,993,301	80
61	<b>LaFontaine Automotive Group</b> (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	Michael LaFontaine Sr. owner	15,533	8,497	488	4,933	29,451	17	\$931,542,088	65
62	<b>Zeigler Auto Group</b> (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	Aaron Zeigler president	15,090	15,458	–	5,683	36,231	23	\$1,083,574,993	64
63	<b>Gurley Leep Automotive</b> (574) 272-0990; gurleyleep.com	5201 N. Grape Road Mishawaka, IN 46545	Michael Leep founder	14,926	12,339	3,280	–	30,545	22	\$90,792,451	–
64	<b>World Class Automotive Group</b> (214) 560-1602; reedhasit.com	P.O. Box 1047 Addison, TX 75001	Randall Reed CEO	14,891	7,712	1,018	5,100	28,721	6	\$1,065,926,370	74
65	<b>Rosatti/Plaza Auto Group</b> (718) 253-8400; plazaautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	14,882	3,106	–	3,307	21,295	6	\$526,451,880	63
66	<b>Anderson Automotive Group</b> (919) 787-0099; andersonautomotivegroup.com	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson CEO	14,867	11,542	–	6,120	32,529	11	\$812,703,505	69
67	<b>McCombs Automotive</b> (210) 821-6523; redmcombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	Tim Cliver COO	14,836	12,334	154	6,597	33,921	10	\$1,029,205,000	62
68	<b>Gettel Automotive</b> (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	14,553	9,755	12	9,148	33,468	17	\$872,978,816	89
69	<b>Bommarito Automotive Group</b> (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	John Bommarito president	14,551	11,406	42,826	4,662	73,445	16	\$2,496,425,034	68
70	<b>Gee Automotive Cos.</b> (866) 640-8859; geeautomotive.com	21502 E. George Gee Ave. Liberty Lake, WA 99019	Ryan Gee CEO	14,182	10,471	–	7,758	32,411	22	\$958,301,082	–
71	<b>Chapman Auto Group</b> (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	13,971	4,613	–	2,082	20,666	7	\$577,775,230	78
72	<b>John Elway Dealerships</b> (602) 381-6594; elwaydealers.com	2425 E. Camelback Road, Ste. 1155 Phoenix, AZ 85016	Mitch Pierce CEO	13,748	5,760	1,927	4,336	25,771	6	\$739,268,105	70
73	<b>Gillman Cos.</b> (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	Stacey Gillman-Wimbish president & CEO	13,691	8,436	–	3,313	25,440	10	\$695,140,214	53
74	<b>Rusnak Auto Group</b> (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	Paul Rusnak chairman	13,540	4,907	–	2,537	20,984	12	\$1,233,338,949	75
75	<b>Curry Automotive</b> (914) 725-3500; curryauto.com	727 Central Ave. Scarsdale, NY 10583	Bernard F. Curry III CEO	13,388	6,134	–	4,850	24,372	11	\$738,648,347	–

\*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.

# Top 150 dealership groups based in the U.S. – ranked on 2017 new-vehicle retail sales units

2017 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*	2016 rank
76	<b>Bergstrom Automotive</b> (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	13,232	12,830	896	7,971	34,929	31	\$1,071,421,089	73
77	<b>Wilde Automotive Group</b> (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vp	13,176	13,620	–	6,240	33,036	7	\$852,221,987	71
78	<b>Fitzgerald Auto Malls</b> (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	John Fitzgerald Jr. president	12,880	9,561	178	2,709	25,328	19	\$724,283,000	67
79	<b>Kenwood Dealer Group Inc.</b> (513) 683-5484; cincyaautos.com	4780 Socialville Foster Road Mason, OH 45040	Robert Reichert chairman	12,831	12,775	–	–	25,606	14	\$719,394,504	77
80	<b>Fox Motors</b> (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos chairman & CEO	12,555	10,250	507	3,888	27,200	27	\$811,995,222	76
81	<b>Brunswick Auto Mart</b> (330) 273-3300; brunswickautomart.com	3031 Center Road Brunswick, OH 44212	Gary Panteck dealer principal & president	12,528	4,574	–	5,689	22,791	9	\$682,614,806	81
82	<b>Rosenthal Automotive Organization</b> (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	Robert Rosenthal chairman & CEO	12,441	10,375	–	–	22,816	11	\$959,791,079	–
83	<b>Ferman Automotive Group</b> (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. president & CEO	12,229	10,607	995	6,234	30,065	21	\$845,522,000	72
84	<b>Reedman-Toll Auto World</b> (215) 757-4961; reedmantoll.com	1700 E. Lincoln Hwy. Langhorne, PA 19047	Bruce Toll dealer principal	12,192	5,277	–	4,896	22,365	7	\$632,561,872	87
85	<b>Boucher Group Inc.</b> (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	12,113	10,990	533	6,809	30,445	18	\$833,700,000	82
86	<b>Sam Pack Auto Group</b> (888) 478-0654; sampack.com	2070 Diplomat Drive Farmers Branch, TX 75234	Sam Pack dealer principal	12,052	7,492	5,831	3,375	28,750	6	\$1,060,999,227	84
87	<b>Colonial Automotive Group</b> (781) 431-9790; buycolonial.com	171 Great Road Acton, MA 01720	Lawrence Gordon president & CEO	11,927	6,538	517	5,998	24,980	17	\$689,795,806	90
88	<b>Future Automotive Group</b> (916) 786-3673; futureautomotivegroup.com	650 Auto Mall Drive Roseville, CA 95661	G. Steven Pleau president	11,434	7,342	1,584	6,386	26,746	8	\$835,279,163	83
89	<b>Garber Management Group</b> (989) 790-9090; garberauto.com	999 S. Washington Ave. Saginaw, MI 48601	Richard Garber president	11,348	18,982	2,077	9,445	41,852	44	\$953,114,489	91
90	<b>Grieco Automotive Group</b> (561) 278-7800; griecocars.com	2001 S. Federal Hwy. Delray Beach, FL 33483	Michael Grieco CEO	11,302	7,449	24	5,897	24,672	14	\$653,444,571	100
91	<b>Ancira Enterprises</b> (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	Ernesto Ancira Jr. president	11,233	5,891	6,438	4,048	27,610	12	\$827,495,453	79
92	<b>Huffines Auto Dealerships</b> (972) 867-6000; huffines.net	4500 W. Plano Pkwy. Plano, TX 75093	S. Ray Huffines owner & CEO	11,070	6,407	883	4,924	23,284	15	\$704,107,529	92
93	<b>#1 Cochran Automotive</b> (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president & CEO	10,707	7,895	–	4,711	23,313	20	\$643,446,886	85
94	<b>Kelly Automotive Group</b> (978) 774-1000; kellyauto.com	155 Andover St., Rte. 114 Danvers, MA 01923	Brian Kelly president & CEO	10,446	4,329	–	4,741	19,516	9	\$511,539,207	98
95	<b>Phil Smith Automotive Group</b> (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Michael Dayhoff president & CEO	10,084	5,066	61	4,146	19,357	18	\$571,874,174	93
96	<b>Ed Morse Automotive Group</b> (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse III chairman & CEO	10,054	5,306	11,980	3,792	31,132	19	\$1,051,645,349	86
97	<b>Morrie's Automotive Group</b> (952) 544-0376; morries.com	12520 Wayzata Blvd. Minnetonka, MN 55305	Karl Schmidt CEO	9,470	14,411	–	–	23,881	15	\$705,882,000	–
98	<b>Mullinax Auto Group</b> (407) 889-7600; mullinaxford.com	1551 East Semoran Apopka, FL 32703	Jerry, Larry & Ed Mullinax owners	9,456	13,286	974	3,827	27,543	7	\$750,200,583	102
99	<b>Lou Fusz Automotive Network Inc.</b> (314) 994-1500; fusz.com	925 N. Lindbergh Blvd. St. Louis, MO 63141	Randy Fusz president	9,443	8,331	756	5,663	24,193	11	\$612,582,630	99
100	<b>Price Simms Auto Group</b> (415) 808-4800; pricesimmsinc.com	135 E. Sir Francis Drake Blvd. Larkspur, CA 94939	Tom Price chairman & CEO	9,270	6,710	373	1,843	18,196	18	\$692,935,976	95

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2017 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*	2016 rank
101	<b>Phil Long Dealerships</b> (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	9,140	8,749	782	6,646	25,317	21	\$783,074,385	111
102	<b>Gunn Automotive Group</b> (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn CEO	8,997	6,713	2,303	4,014	22,027	6	\$625,000,480	97
103	<b>Blaise Alexander Family Dealerships</b> (570) 546-4925; blaisealexander.com	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	8,928	9,163	–	7,203	25,294	15	\$646,051,027	103
104	<b>Fletcher Auto Group</b> (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	8,923	7,392	–	6,104	22,419	23	\$584,984,470	106
105	<b>Continental Motors Group</b> (331) 281-0339; continentalmotors.com	460 Fort Hill Drive Naperville, IL 60540	John Weinberger CEO	8,843	5,504	–	2,912	17,259	8	\$569,704,452	104
106	<b>Carter Myers Automotive</b> (434) 220-8815; cmacars.com	100 Myers Drive Charlottesville, VA 22901	Liza Borches president & CEO	8,776	4,979	197	3,261	17,213	13	\$463,803,199	110
107	<b>Crain Automotive Team</b> (501) 542-5000; crainteam.com	5980 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	8,755	7,737	336	5,200	22,028	16	\$628,158,185	96
108	<b>Sansone Auto Network</b> (732) 587-1100; sansoneauto.com	90-100 Route 1 N. Avenel, NJ 07001	John Pugliese president & CEO	8,730	2,786	–	1,664	13,180	6	\$358,098,938	114
109	<b>Byers Automotive Group</b> (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,696	7,214	1,810	5,629	23,349	9	\$638,922,071	109
110	<b>Hertrich Family of Auto Dealerships</b> (302) 629-5100; hertrichs.com	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertrich III president	8,695	7,436	3,846	6,535	26,512	22	\$696,058,889	105
111	<b>Serra Automotive Group</b> (205) 836-6775; serraautomotive.com	9709 Parkway E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	8,624	6,396	–	3,935	18,955	24	\$444,767,980	107
112	<b>Holler Classic Automotive Group</b> (407) 645-1331; hollerclassic.com	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	8,405	8,697	–	7,824	24,926	7	\$492,300,724	121
113	<b>Mike Shaw Automotive</b> (303) 639-6300; mikeshawautomotive.com	90 Madison St., Ste. 702 Denver, CO 80206	Mike Shaw president	8,349	7,084	–	–	15,433	8	\$466,467,766	101
114	<b>Criswell Automotive</b> (301) 948-0880; criswellauto.com	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Criswell III dealer	8,309	3,317	464	2,165	14,255	11	\$471,337,910	113
115	<b>Romano Auto Dealerships</b> (315) 637-4491; romanocars.com	c/o 5431 N. Burdick St. Fayetteville, NY 13066	Michael & Joseph Romano co-owners	8,199	3,224	–	4,386	15,809	6	\$417,701,688	125
116	<b>Shelly Automotive Group</b> (949) 387-8243; shellyautomotive.com	9881 Research Drive Irvine, CA 92618	Damon Shelly CEO	8,140	5,167	–	1,511	14,818	7	\$745,150,000	118
117	<b>Headquarter Automotive</b> (305) 423-4616; headquarterauto.com	5895 N.W. 167th St. Miami, FL 33015	Jeronimo M. Esteve CEO	8,126	3,255	–	3,062	14,443	4	\$345,375,502	112
118	<b>AutoFair Automotive Group</b> (603) 634-1000; autofair.com	1477 S. Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	8,018	6,686	–	4,805	19,509	8	\$462,897,500	115
119	<b>Bobby Rahal Automotive Group</b> (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	7,996	6,943	838	5,226	21,003	10	\$731,589,491	116
120	<b>Ciocca Dealerships</b> (215) 529-7534; cioccadealerships.com	750 S. West End Blvd. Quakertown, PA 18951	Gregg Ciocca CEO	7,988	6,393	422	3,685	18,488	16	\$541,106,326	–
121	<b>World Auto Group</b> (973) 442-0500; denvillenissan.com	3057 Rte. 10 E. Denville, NJ 07834	Albert & Chris Preziosi owners	7,961	2,112	–	6,944	17,017	9	\$465,644,088	119
122	<b>Richardson &amp; Partners</b> (505) 292-0000; rich-ford.com	8601 Lomas Blvd. N.E. Albuquerque, NM 87112	Kevin Blewett president	7,910	5,475	1,339	3,926	18,650	9	\$587,577,080	124
123	<b>Russ Darrow Group Inc.</b> (262) 250-9600; russdarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	7,821	12,890	–	4,490	25,201	22	\$613,230,546	120
124	<b>Momentum Auto Group</b> (707) 402-3100; momentumautogroup.com	2575 Auto Mall Pkwy. Fairfield, CA 94533	Rahim Hassanally president	7,753	4,749	9,536	2,582	24,620	9	\$564,588,320	127
125	<b>Bob Moore Auto Group</b> (405) 605-2363; bobmoore.com	P.O. Box 3206 Oklahoma City, OK 73102	Mark Moore CEO	7,671	10,178	988	3,536	22,373	14	\$779,792,727	117

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126	<b>Green Family Stores Inc.</b> (217) 522-1222; greenfamilystores.com	3801 Wabash Ave. Springfield, IL 62707	Todd, Jill & Jeff Green presidents	7,383	10,737	–	4,924	23,044	15	\$575,196,567	122
127	<b>JG Auto Group</b> (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther Jr. president	7,197	5,314	–	–	12,511	9	\$498,324,998	123
128	<b>Yark Automotive Group Inc.</b> (419) 841-7771; yarkauto.com	6019 W. Central Ave. Toledo, OH 43615	John Yark president	7,123	5,728	–	1,719	14,570	8	\$422,673,559	126
129	<b>Noarus Auto Group</b> (310) 258-0920; noarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. president	7,042	2,736	–	1,903	11,681	4	\$328,144,919	131
130	<b>FRL Automotive</b> (305) 652-6500; toyotaofnorthmiami.com	16600 N.W. 2nd Ave. Miami, FL 33169	Eric Friedman president	6,787	2,715	–	1,784	11,286	3	\$287,518,633	135
131	<b>Reagor Dykes Auto Group</b> (806) 776-8700; reagordykesautogroup.com	1215 Ave. J Lubbock, TX 79401	Bart Reagor owner & CEO	6,718	10,123	–	6,945	23,786	21	\$780,818,470	–
132	<b>Bob Loquercio Auto Group</b> (773) 728-5000; blautogroup.com	1600 W. Lake St. Streamwood, IL 60107	Robert Loquercio president	6,714	5,855	–	2,124	14,693	6	\$356,384,660	140
133	<b>Stewart Management Group Inc.</b> (313) 432-6200	20844 Harper Ave., Ste. 100 Harper Woods, MI 48225	Gordon Stewart president	6,674	3,769	322	1,979	12,744	10	\$350,129,306	134
134	<b>Hitchcock Automotive Resources</b> (626) 839-8401; hitchcockautomotive.com	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	6,618	3,397	–	1,652	11,667	3	\$331,361,854	130
135	<b>Murgado Automotive Group</b> (305) 856-3000; brickellmotors.com	665 S.W. 8 St. Miami, FL 33130	Mario Murgado president & CEO	6,414	3,084	–	2,060	11,558	8	\$365,634,502	132
136	<b>Safford Automotive Group</b> (703) 866-1700; saffordauto.com	7611 Loisdale Road Springfield, VA 22150	James Gramm president	6,328	4,708	3	3,836	14,875	8	\$439,516,939	133
137	<b>AutoFocus Inc.</b> (408) 819-0460; capitoltoyota.com	2800 W. March Lane, Ste. 430 Stockton, CA 95219	Jerry Brassfield CEO	6,043	2,748	–	1,087	9,878	7	\$290,756,257	137
138	<b>Martin Management Group</b> (270) 783-8080; martingp.com	1048 Ashley St., Ste. 401 Bowling Green, KY 42103	Chadwick Martin president	5,929	3,646	–	1,964	11,539	13	\$279,956,608	144
139	<b>Prestige Automotive Group</b> (586) 773-2369; prestigeautomotive.com	20200 E. Nine Mile Road Saint Clair Shores, MI 48080	Gregory Jackson president & CEO	5,836	1,867	3,811	79	11,593	4	\$350,059,878	141
140	<b>Krause Auto</b> (770) 649-5124; krausefamilyford.com	P.O. Box 1249 Alpharetta, GA 30009	Vernon Krause CEO	5,801	4,470	1,101	2,575	13,947	8	\$528,902,807	145
141	<b>Peterson Auto Group</b> (208) 378-9000; petersoncars.com	9101 W. Fairview Ave. Boise, ID 83704	Mark Peterson president	5,772	4,213	–	1,995	11,980	5	\$399,431,867	147
142	<b>Ed Bozarth Inc.</b> (303) 751-7500; edbozarth.com	2001 S. Havana Aurora, CO 80014	Ed Bozarth president	5,704	4,409	315	2,869	13,297	9	\$416,719,864	–
143	<b>Bob Baker Auto Group</b> (619) 297-1001; bobbaker.com	5365 Car Country Drive Carlsbad, CA 92008	Chris Baker president & CEO	5,578	1,928	–	1,836	9,342	4	\$261,605,136	143
144	<b>Ron Marhofer Auto Family</b> (330) 688-6644; marhofer.com	3423 Darrow Road Stow, OH 44224	Ron Marhofer president	5,468	6,555	–	3,519	15,542	5	\$310,217,841	–
145	<b>Don Davis Auto Group</b> (817) 588-5213; dondavisautogroup.com	2366 E. Road to Six Flags Arlington, TX 76011	Robert Howard president	5,459	4,350	–	3,050	12,859	3	\$369,516,183	139
146	<b>Niello Company</b> (916) 643-7300; niello.com	1481 River Park Drive Sacramento, CA 95815	Richard L. Niello Jr. president	5,375	6,455	–	3,429	15,259	12	\$633,326,972	–
147	<b>Voss Auto Network</b> (937) 428-2400; vossauto.com	766 Miamisburg-Centerville Road Centerville, OH 45459	John Voss president	5,211	4,777	–	1,641	11,629	8	\$325,824,104	149
148	<b>Courtesy Automotive Group</b> (602) 279-3232; houseofcourtesy.com	1233 E. Camelback Phoenix, AZ 85014	William Gruwell president	4,883	4,790	2,522	2,928	15,123	4	\$498,970,791	–
149	<b>Principle Auto</b> (210) 437-3977; principleauto.com	153 Treeline Park, Ste. 200 San Antonio, TX 78209	Abigail Kampmann CEO	4,586	6,803	–	1,720	13,109	7	\$470,094,741	148
150	<b>Kunes Country Auto Group</b> (262) 728-5544; kunesauto.com	1234 E. Geneva St. Delavan, WI 53115	Gregg Kunes president	4,423	7,565	–	4,445	16,433	14	\$408,929,326	–

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