

SUPPLEMENT TO

MARCH 21, 2016

Automotive News

© 2016 Crain Communications Inc. All rights reserved.

The largest auto retail groups based in the U.S., ranked by unit sales of new vehicles in 2015

Top

150
DEALERSHIP
GROUPS

SPONSORED BY:

DEALER.COM

UNLIMIT YOUR ADVERTISING.



– A limited strategy won't get you to the Automotive News Top 150 dealer groups list. **You get here by thinking big.** And that means seizing the near-limitless potential of digital advertising.

– That's why only Dealer.com delivers the industry's most complete and connected digital advertising solution. An integrated portfolio featuring search, retargeting, and display provides virtually unlimited online reach, and total website and inventory integration ensures seamless connectivity with every customer. No one else can connect more vehicles to more buyers. And that means no one else can create more sales opportunities.

Ready to think bigger about your advertising strategy? Connect with us at:

DEALER.COM/ADVERTISING

Acquisitions, sales shake up annual list

Jamie LaReau
jlareau@crain.com

Most years, the annual *Automotive News* list of the top 150 dealership groups based in the U.S. sees a pair of the top dozen dealership groups swap places, and scattered ranking shifts in the middle and lower third of the list.

But last year was a record year for dealership buy-sell activity in the U.S., according to Kerrigan Advisors' annual Blue Sky Report released this month.

The result was not only a shake-up in the rankings, but the appearance and disappearance of some high-profile names.



Buffett: Big buy but no data

The list ranks dealership groups by 2015 retail unit sales of new cars and light trucks. Adding or selling stores can have a major impact on the rankings.

"The first half of the year was marked by the Van Tuyl transaction, the single largest acquisition in auto retail history," wrote buy-sell adviser Erin Kerrigan, managing director of Kerrigan Advisors in Irvine, Calif., in the Blue Sky Report.

In March 2015, Warren Buffett's Berkshire Hathaway bought Van Tuyl Group, No. 4 on the 2015 list, and renamed it Berkshire Hathaway Automotive. Berkshire Hathaway Automotive then declined to provide its data for this year's list, so the group is not to be found in the rankings.

In its absence, Larry H. Miller Dealerships, formerly known as the Larry H. Miller Group of Cos., joined the top 10 on this year's list from No. 11 last year.

'Iconic' sales

That was not the only major change.

"As the year progressed, a number of iconic multi-dealership groups came to market and were acquired," Kerrigan wrote.

The buyers included both established consolidators and new entrants in the dealership-acquisition field, such as McLarty Automotive, backed by Soros Fund Management and the family offices of La France and J.B. Hunt; Fremont Private Holdings, which is the family office of the Bechtel family; and ZT Motor Holdings, a group of high net-worth investors.

Or consider RFJ Auto Partners, backed by private equity firm Jordan Co. The Plano, Texas, group landed in the No.



Lithia Motors made the biggest leap among the public retailers. The sales surge largely comes from the group's purchase of DCH Auto Group.

49 spot with retail sales of 19,135 new vehicles last year at its 27 dealerships.

RFJ acquired two of the highest-volume stores in the U.S. when it bought Dave Smith Auto Group, of Kellogg, Idaho, No. 111 on last year's list, in April 2015. RFJ's acquisition strategy for 2016 is to start shopping for luxury-brand stores.

Also gone from the list is Swope Automotive Group of Louisville, Ky., which was No. 89 on last year's list.

In November, dealer Terry Taylor's publicity-shy Automotive Management Services Inc., of West Palm Beach, Fla., bought the 11 stores from Swope, one of the nation's best-known family-owned dealership companies. The sale came less than a year after the group's founder, Sam Swope, died. Automotive Management Services has consistently declined to provide *Automotive News* with data.

Movin' on up

Among the public retailers, Lithia Motors Inc. made the biggest leap, from No. 8 on last year's list, based on 2014 sales, to No. 5 this year, reflecting sales in 2015. Lithia retailed 137,486 new vehicles in 2015, up 51 percent from 91,192 in 2014.

That sales surge comes largely from Lithia's purchase of DCH Auto Group in October 2014. Lithia bought DCH's 27 stores in Southern California, New Jersey and New York,

bringing its total store count to 137 dealerships.

Previously, Lithia's acquisition strategy had focused largely on smaller, rural markets in the Northwest. DCH put Lithia in urban markets in Southern California and the East Coast. That gave the Medford, Ore., group the ability to at least consider buying stores in both Lithia's traditional markets and DCH's urban ones, CEO Bryan DeBoer said.

"Our combination with DCH provided over 1,400 metropolitan store acquisition targets in addition to over 1,200 acquisition targets within Lithia markets," DeBoer said.

AutoNation Inc. and Penske Automotive Group Inc. retained the top two spots. But they weren't sitting idly by.

AutoNation, of Fort Lauderdale, Fla., was the most aggressive of the publics in 2015, acquiring 22 dealerships and bringing its total store count to 254. This year, AutoNation is expected to complete the previously announced purchase of the Allen Samuels Auto Group, with 12 dealerships in Texas. Early in 2015, AutoNation purchased 13 stores from Carl Gregory Enterprises Inc., of Columbus, Ga., which was No. 113 on last year's list and dropped off the list this year.

Penske Automotive added 19 stores. Ganley Auto Group, of Brecksville, Ohio, added 13 stores, bringing its total to 43 rooftops and rising to No. 29 from No. 31 a year earlier. Adding 12 stores were Ourisman Automotive Group, of Marlow Heights, Md., which climbed to No. 27 from No. 28, and Price Simms Auto Group, of Larkspur, Calif., which nonetheless slipped to No. 79 from No. 77.

Caveats

The list comes with a couple of caveats.

First, for a few groups in the top 150, vehicle sales and revenues include operations outside the U.S. or affiliates beyond franchised new light-vehicle dealerships.

Second, some large dealership groups that *Automotive News* believes would qualify for the top 150 have declined to respond to our survey.

For example, Morrie's Automotive Group in Minnesota has 11 stores but never has responded to our survey. Owner Morrie Wagener sold his stake in it last year to Fremont Private Holdings. *Automotive News* will try again next year to get data from the new owners.

Joe Machens Dealerships, of Columbia, Mo., had 14 stores when it was No. 82 on last year's list. But after several sales, including the sale of eight rooftops to McLarty Automotive, Machens had just two stores by the end of October 2015. It, too, dropped off the list. McLarty Automotive did not respond to our survey. **AN**

10 largest gains in the rankings

	Dealership group	2015 rank	2014 rank	Rank change
1	Reedman-Toll Auto World	101	126	25
2	Lou Fusz Automotive Network Inc.	106	124	18
2	CarMax Inc.†	115	133	18
4	Crain Automotive Team	109	125	16
5	Phil Smith Automotive Group	96	110	14
5	Mike Shaw Automotive	105	119	14
5	Continental Motors Group	107	121	14
5	Phil Long Dealerships	113	127	14
9	Priority Auto Group	52	65	13
9	#1 Cochran Automotive	81	94	13
9	Hertrich Family of Auto Dealerships	118	131	13

†Publicly held

Top 10 average new retail units per dealership

	Dealership group	Average new retail units per dealership	Total number of dealerships
1	Piercey Automotive Group	3,382	5
2	Galpin Motors Inc.	3,381	7
3	Sam Pack Auto Group	3,076	4
4	Sanderson Automotive	2,995	2
5	Shammas Automotive Group	2,908	6
6	Keyes Automotive Group	2,690	15
7	Rosatti/Plaza Auto Group	2,619	6
8	David Wilson Automotive Group‡	2,617	18
9	Headquarter Automotive	2,584	3
10	Hitchcock Automotive Resources	2,481	3

‡Includes data for dealerships outside the U.S.

Top 10 number of dealerships added

	Dealership group	Number of dealerships in 2015	Number of dealerships in 2014	Number of dealerships added
1	AutoNation Inc.†	254	232	22
2	Penske Automotive Group Inc.†‡	263	244	19
3	Ganley Auto Group	43	30	13
4	Ourisman Automotive Group	31	19	12
4	Price Simms Auto Group	27	15	12
6	Bob Rohrman Auto Group	38	30	8
6	Lithia Motors Inc.†	137	129	8
8	Prestige Management Services	17	10	7
9	Greenway Automotive‡	50	44	6
9	Hendrick Automotive Group	101	95	6

†Publicly held

‡Includes data for dealerships outside the U.S.

10 largest declines in the rankings

	Dealership group	2015 rank	2014 rank	Rank change
1	Hitchcock Automotive Resources	128	83	-45
2	Fletcher Auto Group	114	95	-19
3	Prestige Management Services	76	62	-14
4	Open Road Auto Group	59	46	-13
5	Bob Moore Auto Group	102	91	-11
6	Bob Rohrman Auto Group	43	34	-9
6	Kenwood Dealer Group Inc.	84	75	-9
6	Fox Motors	89	80	-9
9	Lia Auto Group	60	53	-7
9	Sam Pack Auto Group	83	76	-7

Top 10 number of dealerships

	Dealership group	Number of dealerships
1	Penske Automotive Group Inc.†‡	263
2	AutoNation Inc.†	254
3	Group 1 Automotive Inc.†‡	152
4	CarMax Inc.†	145
5	Lithia Motors Inc.†	137
6	Hendrick Automotive Group	101
7	Sonic Automotive Inc.†	99
8	Asbury Automotive Group, Inc.†	84
9	Larry H. Miller Dealerships	55
10	Greenway Automotive‡	50
10	Ken Garff Automotive Group	50

†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	\$299,917,862	2
2	Sam Pack Auto Group	\$221,984,075	4
3	World Class Automotive Group	\$152,073,819	6
4	Galpin Motors Inc.	\$150,466,913	7
5	Shammas Automotive Group	\$147,115,446	6
6	Keyes Automotive Group	\$142,515,180	15
7	Bommarito Automotive Group	\$140,476,469	14
8	Fletcher Jones Automotive Group	\$133,730,601	17
9	Piercey Automotive Group	\$133,029,792	5
10	Braman Dealerships	\$131,819,142	14

Why they're missing

Two groups that were on our Top 150 list last year are not included in this year's ranking because they've been sold and their new owners didn't provide information.

They are Van Tuyl Group (ranked No. 4 for 2014), acquired by Berkshire Hathaway Automotive, and Joe Machens Dealerships (ranked No. 82 for 2014), which sold all but two of its stores to McLarty Automotive Group.

Top 150 dealership groups based in the U.S. – ranked on 2015 new-vehicle retail sales units

2015 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*	2014 rank
1	AutoNation Inc. † (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	Mike Jackson chairman & CEO	339,080	227,290	4,041	73,753	644,164	254	\$20,862,000,000	1
2	Penske Automotive Group Inc. †† (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	233,524	198,459	7,220	84,556	523,759	263	\$19,285,000,000	2
3	Group 1 Automotive Inc. †† (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	174,614	124,153	–	57,226	355,993	152	\$10,632,505,000	3
4	Sonic Automotive Inc. † (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	B. Scott Smith CEO	138,129	117,123	1,872	30,168	287,292	99	\$9,624,340,405	5
5	Lithia Motors Inc. † (541) 776-6401; lithia.com	150 N Bartlett St. Medford, OR 97501	Bryan DeBoer president & CEO	137,486	99,109	3,389	38,167	278,151	137	\$7,864,251,691	8
6	Hendrick Automotive Group (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	Rick Hendrick chairman	116,831	81,628	4,733	55,002	258,194	101	\$7,931,836,862	6
7	Asbury Automotive Group Inc. † (770) 418-8200; asburyauto.com	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	Craig Monaghan president & CEO	105,981	82,589	–	–	188,570	84	\$6,588,300,000	7
8	Ken Garff Automotive Group (801) 257-3400; kengarff.com	405 S. Main, Ste. 1200 Salt Lake City, UT 84111	Robert Garff chairman	71,703	39,813	4,757	26,967	143,240	50	\$4,108,869,431	10
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	65,468	22,708	1,225	21,952	111,353	30	\$2,983,383,577	9
10	Larry H. Miller Dealerships†† (801) 304-4900; lhmauto.com	9350 S. 150 E., Ste. 500 Sandy, UT 84070	Clark Whitworth CEO	62,476	48,995	3,144	50,613	165,228	55	\$4,439,997,260	11
11	Greenway Automotive† (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson, principals	48,236	27,185	–	21,694	97,115	50	\$2,254,177,905	12
12	David Wilson Automotive Group† (714) 516-3111; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	David Wilson CEO	47,100	15,770	–	13,978	76,848	18	\$2,153,793,466	13
13	Keyes Automotive Group (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	40,344	15,641	–	8,391	64,376	15	\$2,137,727,707	14
14	Jim Koons Automotive Cos. (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	37,827	25,805	–	15,501	79,133	17	\$2,173,058,503	15
15	Suburban Collection (248) 519-9700; suburbancollection.com	1795 Maplelawn Troy, MI 48084	David Fischer president & CEO	33,818	20,202	4,285	9,805	68,110	41	\$2,163,916,980	16
16	Herb Chambers Cos. (617) 666-8333; herbchambers.com	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	33,490	20,427	–	21,897	75,814	35	\$2,522,762,046	17
17	Potamkin Automotive Group Inc. (305) 779-4061; planetautomotive.com	6200 N.W. 167th St. Miami Lakes, FL 33014	Alan & Robert Potamkin co-chairmen	31,951	12,194	–	10,103	54,248	27	\$1,679,002,119	18
18	The CAR Group (562) 809-3705; thecargroup.com	20322 S.W. Acacia St. Newport Beach, CA 92660	David Conant CEO	30,592	11,856	–	7,722	50,170	13	\$1,163,734,500	21
19	Earnhardt Auto Centers (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	29,922	14,074	–	13,146	57,142	21	\$1,457,325,907	20
20	West-Herr Automotive Group Inc. (716) 926-7052; westherr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	Scott Bieler president	28,500	17,986	298	22,570	69,354	25	\$1,673,016,822	24
21	Serra Automotive Inc. (810) 694-1720; serrausa.com	3118 E. Hill Road Grand Blanc, MI 48439	Joseph Serra president	27,500	24,090	7	8,062	59,659	39	\$1,612,095,434	19
22	RML Automotive (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75067	Robert Johnson, Franklin McLarty & Thomas McLarty III principals & CEO	25,572	17,609	–	15,196	58,377	26	\$1,463,712,153	23
23	Rick Case Automotive Group (954) 377-7400; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	Rick Case chairman & CEO	25,334	21,679	–	–	47,013	15	\$1,130,500,685	26
24	Findlay Automotive Group (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	25,321	14,619	78	11,518	51,536	28	\$1,533,002,040	22
25	Fletcher Jones Automotive Group (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	24,720	11,804	1,178	10,652	48,354	17	\$2,273,420,218	25

*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. ††Previously Larry H. Miller Group of Cos.

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

Top 150 dealership groups based in the U.S. – ranked on 2015 new-vehicle retail sales units

2015 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*	2014 rank
26	Victory Automotive Group (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	Jeffrey Cappo president	24,718	15,202	–	11,756	51,676	35	\$1,223,719,479	33
27	Ourisman Automotive Group (301) 423-4000; ourisman.com	4400 Branch Ave. Marlow Heights, MD 20748	Mandell Ourisman chairman	24,424	9,368	143	8,393	42,328	31	\$1,249,628,119	28
28	DARCARS Automotive Group (301) 622-0300; darcars.com	7550 Wisconsin Ave. Bethesda, MD 20814	John Darvish chairman	24,411	12,841	–	9,750	47,002	22	\$1,394,743,282	29
29	Ganley Auto Group (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	Thomas Ganley owner & chairman	24,171	14,838	425	12,494	51,928	43	\$1,313,420,343	31
30	Braman Dealerships (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	24,085	10,697	–	9,929	44,711	14	\$1,845,467,994	27
31	Servco Pacific Inc. ‡ (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	23,922	8,750	1,400	4,655	38,727	19	\$1,146,211,000	30
32	Galpin Motors Inc. (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II CEO & owner	23,664	6,808	831	6,179	37,482	7	\$1,053,268,389	–
33	Sheehy Auto Stores (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	22,987	14,932	502	7,401	45,822	23	\$1,180,054,000	37
34	Premier Automotive (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhon owner	22,929	15,056	1,045	5,447	44,477	20	\$1,088,839,535	35
35	Mac Haik Auto Group (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	22,926	19,408	1,971	9,013	53,318	18	\$1,580,830,994	38
36	Napleton Automotive Group (630) 530-3955; ednapleton.com	1 E. Oak Hill Drive, Ste. 100 Westmont, IL 60559	Edward Napleton president	22,670	15,237	8,602	11,064	57,573	33	\$1,494,216,404	32
37	Pohanka Automotive Group (301) 899-7800; pohanka.com	1772 Ritchie Station Court Capital Heights, MD 20743	John Pohanka chairman	21,921	8,780	–	8,154	38,855	15	\$1,178,562,000	36
38	Kahlig Auto Group (210) 341-8841; kahligauto.com	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	21,808	17,433	1,114	10,761	51,116	16	\$1,530,544,147	42
39	Summit Automotive Partners (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	William Carmichael president & CEO	21,413	12,657	1,806	8,899	44,775	17	\$1,105,138,741	41
40	Jeff Wyler Automotive Family Inc. (513) 752-7450; wyler.com	401 Milford Pkwy., Ste. A Milford, OH 45150	Jeffrey Wyler chairman & CEO	21,165	13,557	707	9,542	44,971	15	\$1,158,514,413	39
41	Prime Motor Group (617) 469-1000; driveprime.com	425 Providence Hwy. Westwood, MA 02090	David Rosenberg president	20,724	15,109	–	13,371	49,204	23	\$1,399,946,710	44
42	Chapman Automotive Group (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	Jerry Chapman chairman	20,539	14,055	356	13,397	48,347	22	\$1,465,406,919	40
43	Bob Rohrman Auto Group (765) 448-1000; rohrman.com	3900 South St. Lafayette, IN 47905	Robert Rohrman president & owner	20,527	15,192	–	6,594	42,313	38	\$1,099,402,791	34
44	Del Grande Dealer Group (408) 979-3706; dgdg.com	911 Capitol Exwy. Auto Mall San Jose, CA 95136	Shaun Del Grande president	20,479	10,571	–	3,877	34,927	14	\$923,339,997	52
45	Ken Page Auto Group (954) 796-4509	9400 W. Atlantic Blvd. Coral Springs, FL 33071	Kenneth Page president	20,310	8,609	595	6,529	36,043	12	\$797,098,777	45
46	Performance Automotive Network (513) 870-5020; shopperformance.com	5726 Dixie Hwy. Fairfield, OH 45014	Michael Dever president	19,854	16,752	267	7,073	43,946	16	\$1,096,627,752	43
47	Ray Catena Motor Car Corp. (732) 549-6600; raycatena.com	910 Route One Edison, NJ 08817	Raymond Catena owner	19,721	4,941	–	4,792	29,454	15	\$1,439,205,406	47
48	Tuttle-Click Automotive Group (949) 598-4800; tuttleclick.com	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	19,192	7,036	676	8,664	35,568	15	\$962,884,510	54
49	RFJ Auto Partners Holdings Inc. (469) 326-9300	500 N. Central Exwy., Ste. 440 Plano, TX 75074	Richard Ford president & CEO	19,135	17,648	99	5,304	42,186	27	\$1,307,967,565	–
50	Gillman Cos. (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. South Houston, TX 77099	Stacey Gillman-Wimbish president & CEO	18,642	10,569	–	4,747	33,958	14	\$884,828,720	48

*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.

‡Figures include data for dealerships outside the U.S.

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

Top 150 dealership groups based in the U.S. – ranked on 2015 new-vehicle retail sales units

2015 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*	2014 rank
51	Holman Automotive Group Inc. (856) 663-5200; holmanauto.com	244 E. Kings Hwy. Maple Shade, NJ 08052	Melinda Holman, chairman & Carl Ortell, CEO	18,604	9,712	2,004	9,615	39,935	19	\$1,449,599,272	49
52	Priority Auto Group (757) 366-5000; priorityauto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	18,454	10,764	–	6,042	35,260	18	\$937,027,000	65
53	Shammas Automotive Group (213) 748-8951; dtlamotors.com	1801 S. Figueroa St. Los Angeles, CA 90015	Darryl Holter VP & CEO	17,450	5,078	–	2,929	25,457	6	\$882,692,674	50
54	Sullivan Automotive Group (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	17,398	7,581	–	1,853	26,832	12	\$1,002,175,005	51
55	John Eagle Auto Group (214) 357-0461; johneagle.com	PO Box 7007 Dallas, TX 75209	John Eagle CFO	17,347	13,316	79	5,542	36,284	10	\$1,032,468,311	56
56	Piercey Automotive Group (949) 369-6000; pierceyautogroup.com	16901 Millikan Ave. Irvine, CA 92606	William Piercey chairman	16,911	6,298	–	3,602	26,811	5	\$665,148,962	55
57	Balise Motor Sales Co. (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	16,299	11,901	180	8,184	36,564	21	\$874,867,960	64
58	Car Pros Automotive Group carpros.com	181 S 333rd St., Ste. 210 Federal Way, WA 98003	Ken Phillips president	16,260	6,915	–	6,168	29,343	10	\$643,131,494	–
59	Open Road Auto Group (732) 650-1550; openroad.com	1140 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan CEO	16,167	7,013	–	5,104	28,284	18	\$1,056,285,327	46
60	Lia Auto Group (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	William Lia Sr. president	15,972	8,889	–	9,591	34,452	18	\$751,068,349	53
61	Rosatti/Plaza Auto Group (718) 253-8400; plazaautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	15,716	3,630	–	3,501	22,847	6	\$555,752,802	57
62	McCombs Automotive (210) 821-6523; redmccombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	Tim Cliver COO	15,274	12,779	329	7,379	35,761	10	\$1,008,963,000	58
63	Kuni Automotive (360) 553-7350; kuniauto.com	17800 SE Mill Plain, Ste. 190 Vancouver, WA 98683	Gregory Goodwin CEO	15,163	15,334	112	5,683	36,292	16	\$1,431,532,239	68
64	Rosenthal Automotive Organization (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	Robert Rosenthal chairman & CEO	15,126	6,874	265	4,266	26,531	13	\$1,028,440,245	59
65	Fitzgerald Auto Malls (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	John Fitzgerald Jr. president	14,298	10,027	50	3,334	27,709	19	\$564,353,221	61
66	Zeigler Auto Group (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	Aaron Zeigler president	14,292	13,196	–	5,754	33,242	21	\$914,970,181	66
67	Ancira Enterprises (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	Ernesto Ancira Jr. president	14,272	7,058	11,083	5,858	38,271	15	\$1,042,448,266	63
68	John Elway Dealerships (602) 381-6594; elwaydealers.com	2425 E. Camelback Road, Ste. 1155 Phoenix, AZ 85016	Mitch Pierce CEO	13,949	5,640	1,115	4,291	24,995	6	\$658,020,000	–
69	Anderson Automotive Group (919) 787-0099; andersonautomotivegroup.com	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson CEO	13,606	8,498	–	5,736	27,840	9	\$637,966,880	73
70	Germain Motor Co. (614) 383-4965; germaincars.com	4250 Morse Crossing Columbus, OH 43219	Stephen Germain president & CEO	13,313	11,479	143	5,479	30,414	15	\$831,582,358	78
71	World Class Automotive Group (214) 560-1602; therandallreedfamily.com	PO Box 1047 Addison, TX 75001	Randall Reed CEO	13,218	8,676	1,067	5,305	28,266	6	\$912,442,913	67
72	Bergstrom Automotive (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	13,203	12,157	920	9,004	35,284	31	\$1,059,685,344	69
73	Ferman Automotive Group (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. president & CEO	13,147	9,064	1,092	6,409	29,712	23	\$780,401,000	85
74	Wilde Automotive Group (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde VP	13,142	12,613	–	6,623	32,378	8	\$784,357,762	70
75	Bommarito Automotive Group (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	Frank Bommarito CEO	13,123	8,050	38,224	4,958	64,355	14	\$1,966,670,561	72

*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.

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

Top 150 dealership groups based in the U.S. – ranked on 2015 new-vehicle retail sales units

2015 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*	2014 rank
76	Prestige Management Services (201) 265-7800; driveprestige.com	50 Williams Drive Ramsey, NJ 07446	Joseph Dockery CEO	12,910	7,180	–	6,357	26,447	17	\$1,101,091,789	62
77	LaFontaine Automotive Group (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	Michael LaFontaine Sr. owner	12,861	8,161	50	4,789	25,861	18	\$812,421,640	71
78	Morgan Auto Group (813) 936-3125; morganautogroup.com	1101 E. Fletcher Ave. Tampa, FL 33612	Larry Morgan CEO	12,696	11,028	–	5,402	29,126	15	\$765,617,181	74
79	Price Simms Auto Group (415) 808-4800; pricesimmsinc.com	135 E. Sir Francis Drake Blvd. Larkspur, CA 94939	Tom Price chairman & CEO	12,540	8,314	1	2,558	23,413	27	\$754,879,513	77
80	Future Automotive Group (916) 786-3673; futureautomotivegroup.com	650 Auto Mall Drive Roseville, CA 95661	G. Steven Pleau president	12,472	7,662	1,232	6,808	28,174	9	\$785,841,460	88
81	#1 Cochran Automotive (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president & CEO	12,375	7,513	36	5,823	25,747	19	\$663,464,374	94
82	Piazza Auto Group (610) 630-7911; piazzaautogroup.com	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	12,315	7,478	2	7,045	26,840	12	\$630,938,964	81
83	Sam Pack Auto Group (888) 478-0654; sampack.com	2070 Diplomat Drive Farmers Branch, TX 75234	Sam Pack dealer principal	12,305	6,900	4,480	3,523	27,208	4	\$887,936,298	76
84	Kenwood Dealer Group Inc. (513) 683-5484; cincyaautos.com	9500 Kings Automall Road Cincinnati, OH 45249	Robert Reichert president	12,042	12,312	–	–	24,354	13	\$631,743,514	75
85	Chapman Auto Group (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	11,873	4,359	–	3,212	19,444	9	\$495,981,227	97
86	Colonial Automotive Group (781) 431-9790; buycolonial.com	171 Great Road Acton, MA 01720	Lawrence Gordon president & CEO	11,602	5,852	360	6,180	23,994	15	\$591,723,463	93
87	Boucher Group Inc. (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	11,590	10,714	591	6,674	29,569	16	\$767,512,000	84
88	Rusnak Auto Group (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	Paul Rusnak chairman	11,450	4,519	–	2,878	18,847	14	\$1,058,345,734	92
89	Fox Motors (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos chairman & CEO	11,317	9,073	995	4,108	25,493	25	\$722,216,408	80
90	Gettel Automotive (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	11,272	8,262	62	6,755	26,351	11	\$615,315,055	87
91	Gunther Motor Co. (954) 797-1660; gunthermotors.com	1660 S. State Road 7 Ft Lauderdale, FL 33317	Joseph Gunther III president	11,125	5,212	–	5,035	21,372	7	\$371,155,421	101
92	Ed Morse Automotive Group (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse Jr. COO	10,964	5,905	10,986	4,836	32,691	19	\$1,050,988,732	86
93	Ron Tonkin Family of Dealerships (503) 255-4100; tonkin.com	122 N.E. 122nd Ave. Portland, OR 97230	Brad & Ed Tonkin co-presidents	10,958	9,757	214	4,865	25,794	19	\$791,583,700	98
94	Carbone Automotive Group (315) 724-4216; carbonecars.com	5700 Horatio St. Utica, NY 13502	Alex, Enessa, & Joe Carbone presidents	10,936	6,027	120	6,298	23,381	12	\$549,017,952	100
95	Grossinger Auto Group (847) 674-9000; grossinger.com	6900 N. McCormick Blvd. Lincolnwood, IL 60712	Caroline & Gary Grossinger co-presidents	10,733	4,334	706	4,246	20,019	10	\$498,946,687	99
96	Phil Smith Automotive Group (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Philip Smith president & CEO	10,732	4,971	43	4,964	20,710	16	\$563,578,640	110
97	Garber Management Group (989) 790-9090; garberauto.com	999 S. Washington Ave Saginaw, MI 48601	Richard Garber president	10,277	16,556	1,778	8,873	37,484	39	\$802,058,200	109
98	Huffines Auto Dealerships (972) 867-6000; huffines.net	4500 W. Plano Pkwy. Plano, TX 75098	S. Ray Huffines owner & CEO	10,064	6,462	705	4,546	21,777	15	\$626,848,083	103
99	Gunn Automotive Group (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn chairman	9,775	6,185	1,656	4,741	22,357	6	\$625,099,704	96
100	Kelly Automotive Group (978) 774-1000; kellyauto.com	155 Andover St., Rte. 114 Danvers, MA 01923	Brian Kelly president & CEO	9,673	4,391	–	4,930	18,994	10	\$471,352,151	112

*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.

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

Top 150 dealership groups based in the U.S. – ranked on 2015 new-vehicle retail sales units

2015 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*	2014 rank
101	Reedman-Toll Auto World (215) 757-4961; reedmantoll.com	1700 E. Lincoln Hwy. Langhorne, PA 19047	Bruce Toll dealer principal	9,539	4,642	–	3,284	17,465	6	\$465,856,709	126
102	Bob Moore Auto Group (405) 605-2363; bobmoore.com	101 N. Robinson, Ste. 820 Oklahoma City, OK 73102	Mark Moore CEO	9,498	9,790	897	3,702	23,887	15	\$783,590,437	91
103	Lester Glenn Auto Group (732) 349-4200; lesterglenn.com	386 Rte. 37 Toms River, NJ 08753	Adam Kraushaar president	9,409	2,831	–	4,916	17,156	8	\$411,397,112	102
104	David Stanley Auto Group (405) 632-3600; davidstanleyautogroup.com	614 SW 74th St. Oklahoma City, OK 73139	David Stanley president & owner	9,349	8,259	362	4,939	22,909	7	\$620,501,167	116
105	Mike Shaw Automotive (303) 639-6300; mikeshawautomotive.com	90 Madison St., Ste. 702 Denver, CO 80206	Mike Shaw president	9,348	7,663	–	–	17,011	7	\$492,370,422	119
106	Lou Fusz Automotive Network Inc. (314) 994-1500; fusz.com	925 N. Lindbergh St. Louis, MO 63141	Randy Fusz president	9,331	8,828	1,516	6,793	26,468	13	\$593,697,750	124
107	Continental Motors Group (708) 352-6000; continentalmotors.com	5901 S. Lagrange Road Countryside, IL 60525	John Weinberger CEO	9,104	5,572	–	3,254	17,930	8	\$541,034,942	121
108	Blaise Alexander Family Dealerships (570) 546-4925; blaisealexander.com	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	8,961	10,077	–	8,386	27,424	14	\$626,634,207	118
109	Crain Automotive Team (501) 542-5000; crainteam.com	5980 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	8,951	7,596	305	6,022	22,874	13	\$595,178,486	125
110	Sansone Auto Network (732) 815-0500; sansoneauto.com	90-100 Route 1 North Avenel, NJ 07001	John Pugliese president & CEO	8,942	3,027	–	1,946	13,915	6	\$360,869,322	108
111	Criswell Automotive (301) 948-0880; criswellauto.com	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Criswell III dealer	8,938	3,133	424	1,811	14,306	10	\$463,929,349	–
112	Metro Motor Group (561) 278-7800; metromotorgroup.com	2001 S. Federal Hwy. Delray Beach, FL 33483	Michael Grieco CEO	8,929	4,997	10	4,883	18,819	12	\$436,792,900	106
112	Phil Long Dealerships (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	8,929	8,505	735	6,411	24,580	22	\$711,729,665	127
114	Fletcher Auto Group (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	8,916	7,824	–	6,160	22,900	10	\$537,280,885	95
115	CarMax Inc. †‡ (804) 747-0422; carmax.com	12800 Tuckahoe Creek Pkwy. Richmond, VA 23238	Tom Folliard CEO	8,867	582,282	–	376,186	967,335	145	\$14,268,700,000	133
116	Byers Automotive Group (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,827	6,512	2,065	4,885	22,289	12	\$572,892,108	122
117	AutoFair Automotive Group (603) 634-1000; autofair.com	1477 South Willow St. Manchester, NH 03103	H. Andy Crews president & CEO	8,762	8,176	–	6,072	23,010	8	\$498,798,000	123
118	Hertrich Family of Auto Dealerships (302) 629-5100; hertrichs.com	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertrich III president	8,756	8,339	3,333	6,858	27,286	21	\$715,363,802	131
119	Green Family Stores Inc. (217) 522-1222; greenfamilystores.com	3801 Wabash Ave. Springfield, IL 62707	Jeff Green, Jill Green & Todd Green, presidents	8,723	10,722	–	5,543	24,988	14	\$574,292,613	115
120	Kenny Ross Automotive Group (724) 863-9000; kennyross.com	11250 Route 30 North Huntingdon, PA 15642	James Ross chairman	8,488	8,156	756	7,079	24,479	14	\$604,234,080	117
121	Serra Automotive Group (205) 836-6775; serraautomotive.com	9709 Pkwy. E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	8,434	5,510	–	4,014	17,958	22	\$412,477,666	120
122	Russ Darrow Group (262) 250-9600; russedarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	8,213	13,226	–	6,015	27,454	23	\$554,923,967	134
123	Mullinax Auto Group (407) 889-7600; mullinaxford.com	1551 East Semoran Apopka, FL 32703	Ed, Jerry & Larry Mullinax owners	8,174	10,170	949	3,519	22,812	6	\$553,036,620	–
124	World Auto Group (973) 442-0500; denvillenissan.com	3057 Rte. 10 E. Denville, NJ 07834	Albert & Chris Preziosi owners	8,130	2,580	–	8,067	18,777	9	\$448,638,218	128
125	Richardson & Partners (505) 292-0000; rich-ford.com	8601 Lomas Blvd. N.E. Albuquerque, NM 87112	Kevin Blewett president	8,019	5,448	1,022	4,306	18,795	10	\$592,984,424	137

*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 ‡CarMax Inc. fiscal year, March 1, 2014 thru Feb. 28, 2015

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

Top 150 dealership groups based in the U.S. – ranked on 2015 new-vehicle retail sales units

2015 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*	2014 rank
126	Headquarter Automotive 305-423-4616; headquarterauto.com	5895 N.W. 167th St. Miami, FL 33015	Jeronimo Esteve CEO	7,753	3,548	–	2,488	13,789	3	\$316,076,397	–
127	Bobby Rahal Automotive Group (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	7,490	6,283	–	–	13,773	9	\$655,001,892	129
128	Hitchcock Automotive Resources (626) 839-8401; hitchcockautomotive.com	1303 John Reed Court City of Industry, CA 91745	Frederick Hitchcock Jr. chairman & CEO	7,442	2,906	–	1,567	11,915	3	\$317,158,588	83
129	Holler Classic Automotive Group (407) 645-1331; hollerclassic.com	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	7,320	7,374	–	6,379	21,073	6	\$403,743,578	138
130	Bob Baker Auto Group (619) 297-1001; bobbaker.com	591 Camino De La Reina, Ste. 1100 San Diego, CA 92108	Robert Baker CEO	7,309	2,507	–	2,748	12,564	5	\$313,185,450	139
131	Perry Automotive Group (858) 748-1400; perryauto.com	12740 Poway Road Poway, CA 92064	Perry Falk president	7,291	3,911	83	2,294	13,579	6	\$366,000,298	–
132	Southwest Dealer Group (972) 283-9797; southwestkia.com	39650 LBJ Fwy. S. Dallas, TX 75237	Shahab Salehoun chairman & president	7,194	5,229	–	3,621	16,044	5	\$334,130,499	136
133	Cardinale Automotive Group (831) 383-5319; CardinaleWay.com	2 Heitzinger Plaza Seaside, CA 93955	Joseph Cardinale president	7,068	10,190	–	–	17,258	17	\$421,073,475	143
134	Noarus Auto Group (310) 258-0920; noarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. president	7,015	2,825	–	1,726	11,566	5	\$311,190,232	132
135	Shelly Automotive Group (949) 387-8243; shellyautomotive.com	9881 Research Drive Irvine, CA 92618	Damon Shelly CEO	7,007	3,590	–	2,016	12,613	5	\$598,500,000	–
136	Day Automotive Group (724) 327-0900; dayauto.com	1600 Golden Mile Hwy. Monroeville, PA 15146	Deborah Flaherty president	7,002	8,197	851	3,927	19,977	10	\$344,702,815	135
137	Momentum Auto Group (707) 402-3100; momentumautogroup.com	2575 Auto Mall Pkwy. Fairfield, CA 94533	Rahim Hassanally president	6,957	3,977	7,281	1,752	19,967	8	\$455,871,818	146
138	Performance Cos. (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther Jr. president	6,952	5,251	–	–	12,203	8	\$471,959,088	145
139	Don Davis Auto Group (817) 588-5213; dondavisautogroup.com	2366 E. Road to Six Flags Arlington, TX 76011	Robert Howard president	6,687	4,237	–	3,596	14,520	3	\$372,361,192	141
140	AutoFocus Inc. (408) 819-0460	2800 W. March Lane, Ste. 430 Stockton, CA 95219	Jerry Brassfield president	6,646	2,811	–	1,320	10,777	8	\$300,687,043	140
141	Stewart Management Group Inc. (313) 432-6200	20844 Harper Ave., Ste. 100 Harper Woods, MI 48225	Gordon Stewart president	6,534	3,726	260	2,225	12,745	7	\$329,695,891	142
142	FRL Automotive (305) 652-6500; toyotaofnorthmiami.com	16600 N.W. 2nd Ave. Miami, FL 33169	Eric Friedman president	6,495	2,565	–	1,842	10,902	3	\$269,611,568	147
143	Murgado Automotive Group (305) 856-3000; brickellmotors.com	665 S.W. 8 St. Miami, FL 33130	Mario Murgado president & CEO	6,228	2,950	–	2,064	11,242	8	\$362,521,636	–
144	Jim Hudson Automotive Group (803) 799-1234; jimhudson.com	310 Greystone Blvd. Columbia, SC 29210	James Hudson president	6,189	4,711	93	3,394	14,387	8	\$451,369,563	144
145	Sanderson Automotive (623) 842-8682; sandersonford.com	P.O. Box 1407 Glendale, AZ 85311	David Kimmerle CEO	5,989	1,650	17,052	1,627	26,318	2	\$599,835,724	–
146	Safford Automotive Group (703) 893-0000; saffordauto.com	8448 Leesburg Pike Vienna, VA 22182	James Gramm president	5,697	3,679	2	3,204	12,582	8	\$375,713,916	149
147	Martin Management Group (270) 783-8080; martingp.com	1048 Ashley St., Ste. 401 Bowling Green, KY 42103	Chadwick Martin president	5,374	3,951	–	2,151	11,476	13	\$253,102,130	150
148	Ron Marhofer Auto Family (330) 688-6644; marhofer.com	3423 Darrow Road Stow, OH 44224	Ron Marhofer president	5,082	6,223	–	3,731	15,036	5	\$273,031,426	–
149	Magnussen Dealership Group (650) 327-4100	401 Burgess Drive, Ste. A Menlo Park, CA 94025	Bernard Magnussen president	4,974	3,597	–	1,295	9,866	5	\$342,055,830	148
150	Voss Auto Network (937) 428-2400; vossauto.com	766 Miamisburg-Centerville Road Centerville, OH 45459	John Voss president	4,843	4,811	–	2,054	11,708	9	\$313,837,300	–

*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.

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

INDEX

#1 Cochran Automotive	81	Green Family Stores Inc.....	119	Perry Automotive Group.....	131
Ancira Enterprises.....	67	Greenway Automotive.....	11	Phil Long Dealerships.....	112
Anderson Automotive Group	69	Grossinger Auto Group.....	95	Phil Smith Automotive Group	96
Asbury Automotive Group Inc.	7	Group 1 Automotive Inc.....	3	Piazza Auto Group	82
AutoFair Automotive Group	117	Gunn Automotive Group.....	99	Piercey Automotive Group.....	56
AutoFocus Inc.....	140	Gunther Motor Co.....	91	Pohanka Automotive Group.....	37
AutoNation Inc.....	1	Headquarter Automotive	126	Potamkin Automotive Group Inc.....	17
Balise Motor Sales Co.....	57	Hendrick Automotive Group.....	6	Premier Automotive.....	34
Bergstrom Automotive.....	72	Herb Chambers Cos.....	16	Prestige Management Services.....	76
Blaise Alexander Family Dealerships.....	108	Hertrich Family of Auto Dealerships	118	Price Simms Auto Group.....	79
Bob Baker Auto Group.....	130	Hitchcock Automotive Resources	128	Prime Motor Group.....	41
Bob Moore Auto Group.....	102	Holler Classic Automotive Group	129	Priority Auto Group.....	52
Bob Rohrman Auto Group.....	43	Holman Automotive Group, Inc.	51	Ray Catena Motor Car Corp.....	47
Bobby Rahal Automotive Group.....	127	Huffines Auto Dealerships	98	Reedman-Toll Auto World	101
Bommarito Automotive Group.....	75	Jeff Wyler Automotive Family Inc.	40	RFJ Auto Partners Holdings Inc.....	49
Boucher Group Inc.....	87	Jim Hudson Automotive Group	144	Richardson & Partners	125
Braman Dealerships.....	30	Jim Koons Automotive Cos.	14	Rick Case Automotive Group	23
Byers Automotive Group.....	116	John Eagle Auto Group.....	55	RML Automotive.....	22
Car Pros Automotive Group.....	58	John Elway Dealerships.....	68	Ron Marhofer Auto Family.....	148
Carbone Automotive Group.....	94	Kahlig Auto Group	38	Ron Tonkin Family of Dealerships	93
Cardinale Automotive Group.....	133	Kelly Automotive Group.....	100	Rosatti/Plaza Auto Group.....	61
CarMax Inc.....	115	Ken Garff Automotive Group.....	8	Rosenthal Automotive Organization.....	64
Chapman Auto Group	85	Ken Page Auto Group	45	Rusnak Auto Group	88
Chapman Automotive Group.....	42	Kenny Ross Automotive Group.....	120	Russ Darrow Group.....	122
Colonial Automotive Group	86	Kenwood Dealer Group Inc.....	84	Safford Automotive Group.....	146
Continental Motors Group	107	Keyes Automotive Group	13	Sam Pack Auto Group.....	83
Crain Automotive Team	109	Kuni Automotive	63	Sanderson Automotive.....	145
Criswell Automotive.....	111	LaFontaine Automotive Group	77	Sansone Auto Network	110
DARCARS Automotive Group	28	Larry H. Miller Dealerships	10	Serra Automotive Group.....	121
David Stanley Auto Group.....	104	Lester Glenn Auto Group	103	Serra Automotive Inc.....	21
David Wilson Automotive Group.....	12	Lia Auto Group.....	60	Servco Pacific Inc.....	31
Day Automotive Group.....	136	Lithia Motors Inc.....	5	Shammas Automotive Group.....	53
Del Grande Dealer Group.....	44	Lou Fusz Automotive Network Inc.	106	Sheehy Auto Stores	33
Don Davis Auto Group.....	139	Mac Haik Auto Group.....	35	Shelly Automotive Group.....	135
Earnhardt Auto Centers	19	Magnussen Dealership Group.....	149	Sonic Automotive Inc.....	4
Ed Morse Automotive Group	92	Martin Management Group.....	147	Southwest Dealer Group.....	132
Ferman Automotive Group.....	73	McCombs Automotive	62	Staluppi Auto Group	9
Findlay Automotive Group	24	Metro Motor Group.....	112	Stewart Management Group Inc.	141
Fitzgerald Auto Malls	65	Mike Shaw Automotive	105	Suburban Collection.....	15
Fletcher Auto Group.....	114	Momentum Auto Group.....	137	Sullivan Automotive Group	54
Fletcher Jones Automotive Group.....	25	Morgan Auto Group.....	78	Summit Automotive Partners.....	39
Fox Motors.....	89	Mullinax Auto Group.....	123	The CAR Group.....	18
FRL Automotive	142	Murgado Automotive Group	143	Tuttle-Click Automotive Group.....	48
Future Automotive Group.....	80	Napleton Automotive Group.....	36	Victory Automotive Group	26
Galpin Motors Inc.....	32	Noarus Auto Group.....	134	Voss Auto Network.....	150
Ganley Auto Group.....	29	Open Road Auto Group.....	59	West-Herr Automotive Group Inc.	20
Garber Management Group	97	Ourisman Automotive Group	27	Wilde Automotive Group.....	74
Germain Motor Co.....	70	Penske Automotive Group Inc.....	2	World Auto Group.....	124
Gettel Automotive	90	Performance Automotive Network.....	46	World Class Automotive Group	71
Gillman Cos.....	50	Performance Cos.....	138	Zeigler Auto Group.....	66



Want to be considered for the Automotive News 2017 Top 150 Dealership Group List?

HOW

Contact the Automotive News Data Center and submit contact information:

- Group name
- Group address
- Contact name, phone number and email address

WHEN

Surveys are emailed in January. To receive one, submit your group's contact information by Dec. 31, 2016.

Data Center Contacts

Mary Raetz

Director, Automotive News Data Center

(313) 446-0368

mraetz@crain.com

Camille Robinson-Pippen

List Researcher

Automotive News Data Center

(313) 446-0354

cpippen@crain.com

Contact the Automotive News Data Center with questions regarding the Top 150 Dealership Group List.

UNLIMIT YOUR REACH.

- Only Dealer.com can connect your inventory directly to likely buyers after they visit Autotrader and Kelley Blue Book.



Autotrader



Kelley Blue Book
KBB.COM
The Trusted Resource

- It's an unprecedented breakthrough built to unleash your reach, guide consumers directly to your website and showroom, and unlimit your advertising potential.

Relevant reach: 65% of consumers visit Autotrader or Kelley Blue Book while shopping for cars. Dealer.com makes it possible to target them directly.

Breakthrough impact: Unsurpassed technology ensures optimized ads consistently reach your buyers. No solution is capable of more reach, relevance, or results.

Ready to unlimit your reach with the combined power of Dealer.com, Autotrader, and Kelley Blue Book? Connect with us at:

DEALER.COM/ADVERTISING/UNLIMIT