

Rank	Megadealer Group Name	Executive(s)	City	ST	Total Franchises	Total Dealerships	New Revenue	New Units	Fleet Revenue
1	AutoNation, Inc.	Michael Jackson	Fort Lauderdale	FL	331	257	\$11,163,000,000	369,567	NA
2	United Auto Group	Roger S. Penske	Bloomfield Hills	MI	314	172	\$6,275,916,000	183,370	\$74,047,000
3	Sonic Automotive Group	O. Bruton Smith	Charlotte	NC	171	149	\$5,190,939,755	160,387	\$342,544,542
4	V.T., Inc.	Cecil & Larry Van Tuyl	Shawnee Mission	KS	85	58	\$3,394,809,364	125,541	\$451,791,657
5	Group 1 Automotive, Inc.	Earl J. Hesterberg	Houston	TX	143	105	\$3,787,578,000	129,198	NA
6	Asbury Automotive Group	Kenneth Gilman	New York	NY	114	87	\$3,613,094,000	104,066	\$154,739,000
7	Hendrick Automotive Group	James F. Huzl	Charlotte	NC	71	51	\$1,858,203,761	59,780	\$103,610,071
8	Lithia Motors, Inc.	Sidney B. DeBoer	Medford	OR	187	104	\$1,841,463,000	66,224	\$5,351,000
9	Holman Enterprises	Joseph S. Holman	Pennsauken	NJ	24	20	\$611,808,975	17,050	\$1,514,093,686
10	Larry H. Miller Group	Larry H. Miller	Sandy	UT	53	42	\$1,279,990,064	46,990	\$132,734,615
11	Bill Heard Enterprises, Inc.	William T. Heard	Columbus	GA	17	17	\$1,239,670,000	46,683	NA
12	Burt Automotive Network	Lloyd G. Chavez	Centennial	CO	12	10	\$362,697,669	12,717	\$1,421,440,036
13	Staluppi Auto Group	John Staluppi Sr. & John Staluppi, Jr.	Riviera Beach	FL	9	21	\$1,384,313,529	52,769	NA
14	Penske Automotive Group	Gregory Penske	El Monte	CA	6	6	\$1,306,553,000	44,883	\$41,031,000
15	David Wilson Automotive Group	David W. Wilson	Orange	CA	15	15	\$1,177,950,735	44,847	NA
16	Fletcher Jones	Fletcher Jones, Jr.	Las Vegas	NV	16	13	\$978,431,676	19,978	\$34,210,140
17	Prestige Automotive Group/Jackson Automotive Management	Gregory Jackson	St. Clair Shores	MI	11	8	\$114,585,563	15,123	\$1,342,524,365
18	The Herb Chambers Companies	Herbert G. Chambers	Somerville	MA	35	25	\$915,469,165	29,757	NA
19	Potamkin Automotive Group (Planet Automotive)	Alan & Robert Potamkin	Miami Lakes	FL	49	23	NA	29,000	NA
20	Braman Automotive Group	Norman Braman	Miami	FL	20	8	\$814,483,062	20,305	NA
21	Keyes Automotive Group	Howard Keyes	Van Nuys	CA	13	10	\$786,039,441	24,240	NA
22	The Suburban Collection	David T. Fischer	Troy	MI	27	30	\$771,410,938	27,459	\$51,431,663
23	DarCars	John Darvish	Silver Spring	MD	16	31	\$614,915,196	23,610	\$75,237,278
24	Germain Motor Co.	The Germain Brothers	Columbus	OH	17	17	\$634,391,019	20,477	\$16,925,867
25	Chapman Automotive Group	Jerry B. Chapman	Tempe	AZ	15	16	\$526,830,730	15,683	\$41,254,915
26	Ray Catena Auto Group	Raymond Catena	Edison	NJ	11	9	\$816,456,704	16,937	NA
27	Jim Koons Automotive Companies	James Koons, Jim O'Connell	Vienna	VA	15	11	\$586,677,700	21,218	NA
28	Ourisman Automotive Group	Mandell J. Ourisman	Marlow Heights	MD	19	15	\$478,869,760	19,057	\$77,057,224
29	Pohanka Automotive Group	John Pohanka	Marlowe Heights	MD	14	14	\$540,938,000	16,177	NA
30	Findlay Automotive Group	Cliff Findlay	Henderson	NV	15	15	NA	16,912	NA
31	Victory Automotive Group	Jeffrey Cappo	Morristown	TN	10	18	\$465,841,575	19,766	NA
32	Rosenthal Automotive Organization	Robert M. Rosenthal	Arlington	VA	11	12	\$543,237,260	17,728	NA
33	Serra Organization	Joseph O. Serra	Grand Blanc	MI	31	17	\$551,898,913	20,715	\$8,624,060
34	Ed Morse Automotive Group	Edward J. Morse, Jr.	Fort Lauderdale	FL	22	19	\$549,132,963	18,679	\$549,132,963
35	Faulkner Organization	Faulkner Family	Trevoise	PA	41	26	\$428,383,074	16,738	\$43,338,847
36	Bob Rohrman Auto Group	Robert V. Rohrman	Lafayette	IN	20	28	\$491,819,863	19,626	NA
37	New Country Motor Car Group	Michael Cantanucci	Saratoga Springs	NY	13	13	NA	12,014	NA
38	Earnhardt Auto Center	Hal J. Earnhardt III	Chandler	AZ	10	8	\$418,530,739	14,721	NA
39	Sheehy Auto Stores	Vincent A. Sheehy IV	Fairfax	VA	21	15	\$388,624,000	14,698	\$72,605,000
40	Tuttle-Click Automotive Group	James H. Click, Jr.	Irvine	CA	20	12	\$402,461,039	14,647	\$33,478,116
41	Bergstrom Automotive	John F. Bergstrom	Neenah	WI	27	21	\$373,077,506	11,294	\$20,395,418
42	Galpin Motors	Herbert F. Boeckmann II	North Hills	CA	9	7	\$461,938,008	14,586	\$14,836,688
43	The John Eagle Dealerships	John R. Eagle	Dallas	MI	8	9	\$424,710,897	16,458	\$461,231
44	Holler Automotive Group	Judi Holler	Winter Park	FL	12	12	\$391,847,457	10,408	\$84,387,130
45	McCombs Automotive	Red McCombs & Gary Woods	San Antonio	TX	8	8	\$362,609,000	14,407	\$56,010,000
46	West Herr Automotive Group	Scott Bieler	Blasdell	NY	22	15	\$365,849,388	15,708	\$44,122,829
47	Swope Auto Group	S. G. Swope	Louisville	KY	17	26	\$325,940,639	11,767	\$12,314,010
48	Allen Samuels Auto Group	Mike Lowry, Jeff Wooley, Maxine Hall	Waco	TX	23	12	\$277,368,902	11,570	\$87,069,676
49	Ancira Enterprises, Inc.	Ernesto Ancira, Jr.	San Antonio	TX	12	12	\$266,338,736	9,173	\$140,389,286
50	Ferman Automotive Group	James Ferman Jr.	Tampa	FL	18	13	\$378,380,000	14,220	\$4,668,000
51	Rick Case Automotive Group	Rick Case	Ft. Lauderdale	FL	14	13	\$381,598,000	19,614	\$4,922,000
52	The Performance Companies	Jack Guenther	San Antonio	TX	11	11	NA	11,449	NA

Rank	Megadealer Group Name	Executive(s)	City	ST	Total Franchises	Total Dealerships	New Revenue	New Units	Fleet Revenue
53	Sanderson Automotive Group	David Kimmerle	Glendale	AZ	3	3	\$186,485,789	6,267	\$294,306,667
54	Piercey Automotive Group	William R. Piercey	Westminster	CA	6	5	\$386,540,563	15,780	NA
55	Phil Long Dealerships	Gerald Cimino	Colorado Springs	CO	10	19	\$251,368,333	9,138	\$23,754,432
56	World Class Automotive Group	Randall Reed	Houston	TX	4	4	\$290,395,102	10,513	\$54,817,877
57	Gunn Automotive Group	Curtis C. Gunn, Jr.	San Antonio	TX	8	10	\$307,278,067	11,237	\$30,241,841
58	Wilde Automotive Group	Mark Wilde	Waukesha	WI	11	11	NA	11,421	NA
59	Hitchcock Automotive Resources	Frederick E. Hitchcock, Jr.	City of Industry	CA	5	4	\$359,320,550	12,294	NA
60	Mac Haik Automotive	Mac Haik	Houston	TX	16	7	\$281,695,657	9,615	\$3,177,415
61	Magnussen Dealership Group	Bernard L. Magnussen	Menlo Park	CA	6	4	\$295,060,800	8,059	NA
62	Ron Tonkin Dealerships	Ron Tonkin	Portland	OR	19	19	NA	9,898	NA
63	Fred Haas Motors, Ltd.	Fred Haas	Spring	TX	2	4	\$312,286,163	11,746	\$22,719,791
64	March/Hodge Automotive	Tony March & Ernie Hodge	Hartford	CT	16	14	NA	8,509	NA
65	Toresco Enterprises	Donald Toresco	Springfield	NJ	13	5	\$314,144,336	11,299	\$77,519,175
66	Servco Pacific Inc.	Mark Fukunaga & Eric Fukunaga	Honolulu	HI	5	9	\$478,390,000	20,338	\$7,969,000
67	Dave Smith Motors	Ken Smith	Kellogg	ID	8	2	\$365,417,732	10,417	NA
68	Gillman Companies	Ramsay H. Gillman	Houston	TX	16	15	\$305,998,132	12,307	\$2,918,921
69	The Boucher Group	Gordon F. Boucher	Greenfield	WI	16	18	\$222,820,000	8,754	\$21,777,000
70	Greenway Automotive Group	Frank J. Rodriguez	Orlando	FL	16	11	\$277,171,508	11,520	\$1,394,319
71	Russ Darrow Group	Russ Darrow III	Menomonee Falls	WI	26	18	\$207,308,581	8,764	\$36,648,463
72	Huffines Auto Group	J. L. & S. Ray Huffines	Plano	TX	14	7	\$221,662,968	8,241	\$31,236,710
73	Balise Motor Sales Company	James E. Balise, Jr.	W. Springfield	MA	20	21	\$224,576,022	8,634	\$8,302,765
74	Bommarito Automotive Group	Frank & John Bommarito	Ellisville	MO	11	4	\$181,555,952	6,703	\$157,489,609
75	Shammas Automotive Group	Jeanette Shammas	Los Angeles	CA	7	6	\$305,505,484	7,540	NA
76	AutoFocus, Inc.	Dennis R. Boyle	Pleasanton	CA	8	8	\$267,604,700	11,459	\$5,156,558
77	Lanphere Enterprises	Robert Lanphere	Beaverton	OR	20	4	\$260,023,910	15,529	NA
78	Kenwood Dealer Group, Inc.	Robert C. Reichert	Cincinnati	OH	10	13	NA	9,813	NA
79	Galloway Family of Dealerships	Sam Galloway, Jr.	Fort Myers	FL	5	4	\$226,671,025	7,665	\$25,564,108
80	Warnock Automotive Group	Bethanie Warnock & Robert Warnock	East Hanover	NJ	8	4	\$211,002,765	6,089	\$107,336,200
81	Martin Management Group	Lee A. Michaelson	Bowling Green	KY	21	15	\$202,114,522	8,830	\$28,367,664
82	Lou Fusz Automotive Network	Lou Fusz, Jr.	St. Louis	MO	14	16	\$226,147,301	9,181	\$56,136,415
83	Bob Baker Auto Group	Robert H. Baker	San Diego	CA	11	6	\$222,115,815	8,315	\$508,109
84	Lupient Automotive Group	James W. Lupient	Minneapolis	MN	25	16	NA	7,320	NA
85	Noarus Auto Group	Norris J. Bishton	Los Angeles	CA	5	5	\$226,089,945	9,075	NA
86	Hansel Dealer Group	Henry C. Hansel & Stephen E. Hansel	Petaluma	CA	16	7	\$210,289,946	7,076	\$5,037,943
87	Bill Kay Automotive Group	Bill Kay, Mark Kay, Judy Spellman & Nina Kay	Lisle	IL	11	8	\$201,018,922	6,990	NA
88	Phil Smith Automotive Group	Phillip Smith	Lighthouse Point	FL	9	9	NA	8,338	NA
89	Hertrich Family of Auto Dealerships	Frederick W. Hertrich III	Seaford	DE	15	7	\$170,159,831	5,933	\$40,248,973
90	#1 Cochran Automotive	Robert Cochran	Monroeville	PA	11	3	NA	7,623	NA
91	Day Automotive Group	William E. Numrich	Monroeville	PA	20	13	\$184,702,304	7,659	\$43,322,295
92	Beck Auto Group	William C. Beck Jr	Charlotte	NC	6	6	NA	6,639	NA
93	Gettel Automotive Group	James Gettel	Bradenton	FL	8	3	\$204,664,242	8,681	\$102,569
94	Anderson Automotive Group	Fred Anderson	Raleigh	NC	9	7	\$194,173,682	7,952	NA
95	Lund Luxury Automotive Group	John R. Lund	Scottsdale	AZ	3	3	\$188,833,198	3,932	NA
96	Beaman Automotive Group	Lee A. Beaman	Nashville	TN	6	3	\$137,447,523	5,431	\$39,498,844
97	Chapman Auto Group	Randy S. Chapman	Horsham	PA	6	6	\$160,174,529	5,223	\$15,421,336
98	Mike Shaw Auto Group	Michael J. Sha	Denver	CO	9	9	\$155,598,862	5,482	NA
99	Kenny Ross Automotive Group	James Ross	North Huntingdon	PA	8	6	NA	5,923	NA
100	Stewart Management Group	Gordon L. Stewar	Harper Woods	MI	4	5	\$169,189,186	6,797	\$2,990,503

Sponsored by:



Rank	Fleet Units	Used Revenue	Used Units	Wholesale Revenue	Wholesale Units	F&I Revenue	Service Revenue	Body Shop Revenue	Parts & Acc. Revenue	Total Revenue
53	17,994	\$30,763,484	1,834	\$11,353,309	1,378	\$3,343,883	\$7,947,930	\$3,086,580	\$37,650,546	\$574,938,188
54	NA	\$74,922,356	4,412	\$27,806,421	3,925	\$22,019,300	\$23,898,959	\$9,346,543	\$22,643,143	\$567,177,285
55	1,067	\$134,323,272	9,744	\$63,117,719	7,513	\$15,172,748	\$30,329,696	\$1,641,772	\$40,556,199	\$560,264,171
56	2,545	\$104,894,606	7,468	\$27,838,548	3,778	\$13,570,802	\$18,152,232	\$8,227,111	\$35,176,639	\$553,072,917
57	1,195	\$85,120,924	5,424	\$49,829,797	6,140	\$15,868,802	\$21,492,305	\$15,582,508	\$24,765,110	\$550,179,354
58	33	NA	10,172	NA	NA	NA	NA	NA	NA	\$546,106,751
59	NA	\$63,746,010	2,906	\$30,846,611	2,976	\$22,090,018	\$26,237,429	\$5,909,563	\$35,047,952	\$543,198,133
60	126	\$123,755,093	7,118	\$39,897,081	4,790	\$12,972,100	\$21,115,323	\$7,803,577	\$40,031,280	\$530,447,526
61	NA	\$127,856,961	2,356	\$19,512,479	2,076	\$11,593,850	\$18,320,590	\$23,769,798	\$24,025,676	\$520,140,154
62	773	NA	7,568	NA	NA	NA	NA	NA	NA	\$519,547,140
63	1,042	\$85,478,742	5,226	\$24,611,449	2,824	\$15,794,103	\$18,756,235	\$5,255,789	\$27,391,894	\$512,294,166
64	NA	NA	4,061	NA	NA	NA	NA	NA	NA	\$504,000,000
65	3,872	\$79,083,756	6,879	NA	NA	\$17,335,181	\$19,270,158	NA	\$19,326,651	\$502,989,791
66	466	\$30,745,000	2,449	\$9,193,000	1,729	\$8,759,000	\$18,092,000	\$1,117,000	\$26,168,000	\$500,700,100
67	NA	\$62,062,296	3,380	\$17,751,549	2,115	\$16,200,707	\$8,978,936	NA	\$11,762,343	\$482,173,563
68	168	\$61,183,440	4,563	\$27,251,550	3,280	\$11,858,935	\$24,730,845	\$5,003,068	\$34,356,349	\$473,301,240
69	1,056	\$113,179,000	7,778	\$40,024,000	6,403	\$9,280,000	\$24,451,000	\$3,745,000	\$24,179,000	\$459,455,000
70	85	\$85,976,534	6,284	\$27,037,814	4,350	\$11,919,316	\$20,698,138	\$2,798,725	\$24,778,421	\$451,774,775
71	1,376	\$97,862,138	7,662	\$42,305,874	5,564	\$23,749,147	\$18,084,132	\$3,149,515	\$20,843,420	\$449,951,270
72	1,670	\$78,987,562	4,956	\$31,779,957	4,224	\$15,964,993	\$17,993,844	\$16,472,290	\$30,260,037	\$444,358,361
73	400	\$104,620,589	7,060	\$36,242,372	7,346	\$8,847,658	\$24,730,574	\$8,675,359	\$27,605,432	\$443,600,771
74	8,257	\$49,102,601	3,080	\$17,219,496	3,251	\$8,390,714	\$11,809,544	\$5,053,046	\$12,386,490	\$443,027,452
75	NA	\$45,184,769	1,859	\$9,984,709	1,263	\$16,053,343	\$22,250,374	\$5,038,081	\$30,719,053	\$438,701,486
76	204	\$78,266,974	4,866	\$12,814,740	1,982	\$20,481,931	\$22,221,980	\$6,327,649	\$21,405,299	\$434,279,831
77	NA	\$78,164,644	4,977	\$19,266,257	2,627	\$11,240,850	\$22,289,997	\$2,647,090	\$37,276,134	\$430,908,882
78	NA	NA	9,113	NA	NA	NA	NA	NA	NA	\$414,536,749
79	1,270	\$71,358,214	3,840	\$30,790,756	4,337	\$11,176,052	\$14,997,986	\$3,176,327	\$29,707,046	\$413,441,514
80	4,784	\$25,313,338	1,514	\$15,087,911	1,733	\$5,029,416	\$17,994,413	\$1,127,417	\$26,676,057	\$409,567,517
81	1,558	\$81,151,861	5,796	\$21,246,710	4,945	\$14,312,345	\$19,009,390	\$5,246,973	\$28,619,305	\$400,068,770
82	3,023	\$94,947,147	6,642	\$33,658,200	5,753	\$9,778,523	\$23,267,088	\$9,052,530	\$40,837,340	\$397,916,891
83	19	\$79,627,467	4,606	\$23,287,552	3,344	\$10,969,766	\$22,830,925	\$4,822,243	\$32,456,293	\$397,618,170
84	3,728	NA	7,803	NA	NA	NA	NA	NA	NA	\$395,754,845
85	NA	\$89,446,404	4,725	\$12,691,904	2,411	\$18,751,006	\$16,477,764	\$1,596,766	\$28,061,444	\$393,115,233
86	230	\$81,733,861	4,660	\$26,894,223	2,916	\$8,675,301	\$24,357,089	\$1,970,289	\$32,401,462	\$391,360,114
87	NA	\$120,098,632	7,482	\$17,104,317	2,890	\$7,947,184	\$16,295,518	\$602,824	\$18,118,552	\$381,185,949
88	NA	NA	4,194	NA	NA	NA	NA	NA	NA	\$358,721,000
89	2,188	\$84,594,445	5,528	\$26,570,627	3,996	\$9,526,708	\$9,089,288	\$3,515,152	\$9,088,661	\$352,793,685
90	502	NA	2,882	NA	NA	NA	NA	NA	NA	\$348,039,714
91	1,808	\$59,848,132	4,788	\$20,135,891	3,810	\$6,592,362	\$12,828,411	\$2,835,230	\$16,759,075	\$347,023,700
92	NA	NA	3,603	NA	NA	NA	NA	NA	NA	\$339,576,300
93	5	\$57,015,642	3,736	\$23,292,002	4,385	\$9,043,320	\$11,154,338	\$4,284,306	\$18,517,054	\$328,073,473
94	NA	\$70,951,445	5,268	\$15,282,872	3,343	\$11,973,210	\$11,823,540	\$536,224	\$14,776,012	\$319,516,985
95	NA	\$45,302,706	1,611	\$34,830,227	2,438	\$8,572,774	\$18,943,046	\$1,906,565	\$14,388,635	\$312,777,151
96	1,742	\$51,855,235	3,179	\$17,285,278	2,583	\$3,752,344	\$8,580,818	\$5,344,719	\$44,983,023	\$308,747,784
97	623	\$56,807,769	3,873	\$21,981,013	3,043	\$5,006,878	\$15,730,000	\$3,492,792	\$22,202,948	\$300,877,265
98	NA	\$89,617,436	4,450	NA	NA	\$11,197,492	\$11,727,352	\$1,529,226	\$15,593,485	\$285,254,853
99	204	NA	4,499	NA	NA	NA	NA	NA	NA	\$273,420,000
100	170	\$52,040,395	3,936	\$11,376,525	1,714	\$7,345,989	\$9,918,647	\$2,675,874	\$15,917,066	\$271,454,094

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