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The largest auto retail groups based in the United States, ranked by unit sales of new vehicles in 2021

TOP
150
DEALERSHIP
GROUPS



Rankings get shuffled after acquisitions

C.J. Moore

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Focusing on acquisitions fueled Morgan Automotive Group's success in 2021, a year in which the retailer's new-vehicle sales grew by nearly 46 percent.

The Florida dealership group for the first time broke into the top 10 on *Automotive News'* annual list of the top 150 dealership groups based in the U.S. Morgan Automotive sold 60,951 new vehicles in 2021 and moved from No. 11 to No. 8.

Morgan Automotive added eight dealerships in 2021, bringing its total to 53. The group's vehicle sales at its existing stores increased by 18 percent, CEO Brett Morgan said.

"Roughly 6, 7,000 of those units were coming from a same-store basis, and the rest came from new acquisition," Morgan told *Automotive News*.

Morgan's latest acquisition came in October when it bought seven luxury- and import-brand stores in Tampa, Fla., its largest market based on store count. All 53 of Morgan Automotive's dealerships are in Florida and that's where company leaders still see the best opportunity for adding stores.

"We've had a pretty stable presence in places like Gainesville, Ocala, north Florida, obviously the Tampa Bay area, where we have 21 stores now," Morgan said. "I think there's enough opportunity to keep us busy and excited here in Florida."

Consolidation effects

The effects of the surge in acquisition deals made in 2021 were seen across the list and led to the biggest changes in the top 10 in years.

Longtime No. 2 Penske Automotive Group fell one spot, as Lithia Motors Inc. continued its acquisition-fueled charge up the list, taking the runner-up spot.

And while AutoNation Inc. remained No. 1, its lead on Lithia is small. AutoNation retailed 262,403 new vehicles last year, up 5.1 percent, while Lithia retailed 260,738 new vehicles, up 52 percent. Lithia in April last year purchased the 34-store Suburban Collection, No. 21 based on 2020 sales, and made numerous



Morgan: Big sales boost from acquisitions

other acquisitions in 2021.

Group 1 Automotive Inc., which in November acquired Prime Automotive Group, No. 18 in the 2020 ranking, remained at No. 4.

Asbury Automotive Group Inc. took the No. 5 slot, bumping Hendrick Automotive Group to No. 6. Asbury retailed 109,910 new vehicles in 2021, up 15 percent. Hendrick retailed 103,949 new vehicles in 2021, up 1.2 percent.

Asbury closed 2021 with its \$3.2 billion acquisition of Larry H. Miller Dealerships in December, adding 54 franchised dealerships. That, plus other acquisitions, gave Asbury 162 dealerships to end the year compared with 91 at the end of 2020. Larry H. Miller ranked No. 8 on last year's list with 2020 retail sales of 61,097 new vehicles.

To round out the top 10, Sonic Automotive Group Inc., which acquired last year's No. 42 RFJ Auto Partners Inc., stayed at No. 7, ahead of Morgan Automotive. Ken Garff Automotive Group stayed at No. 9, and David Wilson Automotive Group stayed at No. 10.

The dealership groups in the top 10 collectively sold 1,403,893 new vehicles,

including fleet vehicles, or 9.3 percent of the U.S. light-vehicle market, according to the Automotive News Research & Data Center, which compiles the list. Sales from the companies in the top 10 made up 38 percent of the top 150's total new-vehicle sales.

The 150 companies on the list collectively retailed 3,466,636 new vehicles, an increase of 8.3 percent vs. 2020. Their combined retail and fleet sales were 3,652,826 new vehicles, or 24.3 percent of the industry's total new light-vehicle sales of 15,060,287 in 2021.



Gates: "A very frothy market"

Major movers

Some large dealership groups that may have qualified for the top 150 declined to respond to *Automotive News'* survey. Those retailers included Berkshire Hathaway Automotive, which perennially placed among the top 10 under its former owner, Van Tuyl Group. Another retailing giant that did not participate is Automotive Management Services Inc. of West Palm Beach, Fla., which supports the group of stores owned by Terry Taylor.

Twenty-one dealership groups rose 10 spots or more. Car Pros Automotive Group jumped

30 spots to No. 55, the largest upward shift on the list.

Other major gainers were Carter Myers Automotive Group, up 29 spots to No. 88, and Swickard Auto Group, up 27 spots to No. 64.

Swickard, of Gladstone, Ore., retailed 14,107 new vehicles in 2021, up 41 percent, as it added four stores last year, said Greg Gates, Swickard's vice president of business transformation.

The new dealerships, same-store gains and additional returns from Swickard's acquisitions in 2020 fueled last year's sales increase, Gates told *Automotive News*.

While uncertainty made dealership buyers scarce the first few months after the March 2020 onset of the coronavirus pandemic, it seems like everybody's a buyer these days, Gates said.

That competition could affect Swickard's prospects for adding stores in 2022. The group is sticking with its Oregon, Washington state and California markets, he said, but company leaders are open to expanding if they could build a platform of two or three or more stores.

"Obviously, it's a very frothy market right now," Gates said.

Eight groups on this year's list fell by 10 or more spots.

Rosatti/Plaza Auto Group of New York City tumbled the farthest, dropping 39 spots to No. 97. Curry Automotive of Scarsdale, N.Y., fell 16 spots to No. 106, and Wallace Automotive Group of Stuart, Fla., fell 15 spots to No. 118.

Wallace Automotive's retail sales dropped 2.9 percent, and CEO Bill Wallace said the persistent shortage of new vehicles was a factor.

"We went the entire year with our complete group never having more than about 12 or 15 days' worth of [new] cars," Wallace said.

The group offset the declines by aggressively buying and selling late-model used vehicles, he said. Wallace Automotive's used-vehicle sales soared by 30 percent last year.

"We just got very aggressive on that end of things, and probably paid too much for a lot of them, but turned around and retailed them for more than that," Wallace said. **AN**

Top 10 number of dealerships added

	Dealership group	Number of dealerships in 2020	Number of dealerships in 2021	Number of dealerships added
1	Asbury Automotive Group Inc.†	91	162	71
2	Lithia Motors Inc.†‡	209	278	69
3	Sonic Automotive Inc.†	100	156	56
4	Group 1 Automotive Inc.†‡	167	202	35
5	Penske Automotive Group Inc.†‡	260	287	27
6	AutoNation Inc.†	235	256	21
7	Ken Garff Automotive Group	50	61	11
8	Bob Johnson Auto Group	14	23	9
8	Ed Morse Automotive Group	20	29	9
10	Morgan Auto Group	45	53	8
10	Keating Auto Group	20	28	8
10	Shottenkirk Automotive Group Inc.	14	22	8

†Publicly held

‡Includes data for dealerships outside the U.S.

Top 10 average new retail units per dealership

	Dealership group	Average new retail units per dealership	Total number of dealerships
1	David Wilson Automotive Group	3,152	16
2	Braman Dealerships	2,933	10
3	Galpin Motors Inc.	2,430	7
4	Bomnin Automotive Group	2,361	6
5	World Class Automotive Group	2,284	6
6	FRL Automotive	2,213	3
7	Headquarter Automotive	2,027	4
8	Sam Pack Automotive Group	2,012	6
9	CAR Group, The	1,943	14
10	Rick Case Automotive Group	1,912	15

10 largest gains in the rankings

	Dealership group	2020 rank	2021 rank	Rank change
1	Car Pros Automotive Group	85	55	30
2	Carter Myers Automotive	117	88	29
3	Swickard Auto Group	91	64	27
4	Phil Smith Automotive Group	96	73	23
5	Murgado Automotive Group	122	103	19
5	Sutherlin Automotive Group	127	108	19
7	Bob Loquercio Auto Group	111	93	18
8	Courtesy Automotive Group	143	127	16
9	Bobby Rahal Automotive Group	129	114	15
10	Holler Classic Automotive Group	105	91	14

10 largest declines in the rankings

	Dealership group	2020 rank	2021 rank	Rank change
1	Rosatti/Plaza Auto Group	58	97	-39
2	Curry Automotive	90	106	-16
3	Wallace Automotive Group	103	118	-15
4	John Elway Dealerships	88	102	-14
4	Golling Automotive Group	110	124	-14
6	Boucher Group Inc.	97	110	-13
7	World Class Automotive Group	59	71	-12
8	Jim Koons Automotive Cos.	19	30	-11
9	Open Road Auto Group	33	42	-9
9	Ferman Automotive Group	80	89	-9
9	Gunn Automotive Group	134	143	-9

Top 10 average revenue per dealership

	Dealership group	Average revenue per dealership	Total number of dealerships
1	Braman Dealerships	\$299,890,000	10
2	World Class Automotive Group	\$221,304,581	6
3	Sam Pack Automotive Group	\$210,395,699	6
4	David Wilson Automotive Group	\$201,189,535	16
5	Bommarito Automotive Group	\$190,163,046	17
6	Fletcher Jones Automotive Group	\$182,661,735	15
7	Bomnin Automotive Group	\$178,332,450	6
8	Wilde Automotive Group	\$167,621,394	7
9	Galpin Motors Inc.	\$162,933,607	7
10	Mac Haik Auto Group	\$155,029,200	17

Top 150 dealership groups based in the U.S. – ranked on 2021 new-vehicle retail sales units

2021 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*	2020 rank
1	AutoNation Inc. † (954) 769-7000; autonation.com	200 S.W. 1st Ave. Fort Lauderdale, FL 33301	Mike Manley director & CEO	262,403	304,364	755	70,362	637,884	256	\$25,844,000,000	1
2	Lithia Motors Inc. †‡ (541) 776-6401; lithia.com	150 N. Bartlett St. Medford, OR 97501	Bryan DeBoer president & CEO	260,738	275,495	7,613	74,739	618,585	278	\$22,831,714,056	3
3	Penske Automotive Group Inc. †‡ (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chariman & CEO	195,384	264,520	3,935	90,132	553,971	287	\$25,554,716,000	2
4	Group 1 Automotive Inc. †‡ (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	Earl Hesterberg president & CEO	146,072	161,857	–	39,486	347,415	202	\$13,481,900,000	4
5	Asbury Automotive Group Inc. † (770) 418-8200; asburyauto.com	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	David Hult president & CEO	109,910	105,206	–	–	215,116	162	\$9,837,700,000	6
6	Hendrick Automotive Group (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	Rick Hendrick chairman & CEO	103,949	100,100	25,795	45,663	275,507	94	\$11,717,358,291	5
7	Sonic Automotive Inc. † (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	David Smith CEO	103,486	183,282	–	36,795	323,563	156	\$12,396,400,000	7
8	Morgan Auto Group (813) 434-1982; morganautogroup.com	3031 N. Rocky Point Dr. W., Ste. 770 Tampa, FL 33607	Brett Morgan president & CEO	60,951	62,808	–	32,091	155,850	53	\$5,362,053,056	11
9	Ken Garff Automotive Group (801) 257-3400; kengarff.com	111 E. Broadway, Ste. 900 Salt Lake City, UT 84111	John Garff & Brett Hopkins, CEOs	58,787	53,130	13,690	22,396	148,003	61	\$5,622,689,430	9
10	David Wilson Automotive Group (714) 639-6750; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	Craig Whetter president	50,425	25,893	–	14,662	90,980	16	\$3,219,032,554	10
11	Staluppi Auto Group (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	John Staluppi & John Staluppi Jr., CEOs	44,553	21,017	293	14,407	80,270	28	\$3,419,440,076	12
12	Serra Automotive Inc. (810) 936-2730; serrausa.com	102 W. Silver Lake Road Fenton, MI 48430	Joseph Serra president	40,047	35,054	28	12,146	87,275	53	\$3,039,550,515	17
13	Napleton Automotive Group (630) 530-3955; ednapleton.com	One Oakbrook Terrace, Ste., 600 Oakbrook Terrace, IL 60181	Edward Napleton president	38,848	47,236	16,232	20,518	122,834	55	\$4,154,271,483	13
14	Victory Automotive Group (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	Jeffrey Cappel president	36,958	25,388	–	15,872	78,218	48	\$2,585,764,184	15
15	Ganley Auto Group (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	Kenneth Ganley president & CEO	36,079	30,732	248	14,273	81,332	44	\$2,613,184,039	14
16	Greenway Automotive ‡ (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	Frank Rodriguez & Carl Atkinson, principals	32,602	37,296	–	13,615	83,513	47	\$2,906,235,385	16
17	West-Herr Automotive Group Inc. (716) 926-7052; westherr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	Scott Bieler president	31,933	27,081	235	35,847	95,096	32	\$3,231,132,095	22
18	Earnhardt Auto Centers (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	30,221	13,550	–	12,743	56,514	21	\$2,151,795,888	23
19	Findlay Automotive Group (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	29,831	24,443	136	11,915	66,325	33	\$2,687,196,880	24
20	Ourisman Automotive Group (301) 423-4000; ourisman.com	4400 Branch Ave. Marlow Heights, MD 20748	Ourisman/Korengold owners	29,564	18,422	–	9,055	57,041	36	\$2,168,302,886	–
21	Braman Dealerships (305) 576-1889; bramanmiami.com	2060 Biscayne Blvd., 2nd Floor Miami, FL 33137	Norman Braman president & CEO	29,334	18,584	–	10,799	58,717	10	\$2,998,900,000	29
22	Holman Automotive (856) 663-5200; holmanauto.com	4001 Leadenhall Hall Road Mt. Laurel, NJ 08054	Gene Welsh president	29,061	30,258	1,102	9,963	70,384	30	\$3,556,730,120	27
23	McLarty Automotive Group ‡ (501) 374-4464; mclartyautogroup.com	425 W. Capitol Ave. Little Rock, AR 72201	Mark McLarty owner & dealer principal	28,984	38,415	–	–	67,399	38	\$2,328,572,532	25
24	Rick Case Automotive Group (954) 377-7420; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	Rita Case president & CEO	28,678	24,363	–	–	53,041	15	\$1,751,896,490	34
25	CAR Group, The (562) 809-3705; thecargroup.com	20322 S.W. Acacia St., Ste. 100 Newport Beach, CA 92660	David Conant, president & chairman; Taylor Conant, CEO	27,200	15,700	–	7,500	50,400	14	\$1,566,700,000	32

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

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†Publicly held

‡Includes data for dealerships outside the U.S.

Top 150 dealership groups based in the U.S. – ranked on 2021 new-vehicle retail sales units

2021 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*	2020 rank
26	Servco Pacific Inc. ‡ (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	27,149	15,777	8,727	5,124	56,777	31	\$1,994,639,000	20
27	Herb Chambers Cos. (617) 666-8333; herbachambers.com	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	27,129	23,655	–	14,327	65,111	45	\$2,787,551,572	28
28	Keating Auto Group (361) 485-0569; keatingauto.com	5802 N. Navarro Victoria, TX 77904	Ben Keating president	26,890	17,115	–	11,692	55,697	28	\$2,183,908,297	39
29	DARCARS Automotive Group (301) 625-5700; darcars.com	7550 Wisconsin Ave., 6th Floor Bethesda, MD 20814	John Darvish president & CEO	26,126	14,155	–	8,374	48,655	41	\$2,000,593,266	30
30	Jim Koons Automotive Cos. (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	26,009	34,144	–	13,574	73,727	20	\$2,784,876,303	19
31	Mac Haik Auto Group (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	Mac Haik owner	25,218	22,067	3,471	9,834	60,590	17	\$2,635,496,406	26
32	RML Automotive (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75067	Robert Johnson & Thomas McLarty III, principals	24,588	23,669	542	13,214	62,013	32	\$2,392,197,189	31
33	LaFontaine Automotive Group (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	Michael LaFontaine Sr. owner	24,399	19,573	188	10,066	54,226	29	\$2,007,050,813	43
34	Pohanka Automotive Group (703) 502-3763; pohanka.com	25260 Pleasant Valley Road Chantilly, VA 20152	Geoffrey Pohanka chairman	24,142	15,205	–	7,423	46,770	18	\$1,643,598,221	37
35	Jeff Wyler Automotive Family Inc. (513) 752-7450; wyler.com	401 Milford Pkwy., Ste. A Milford, OH 45150	Jeffrey Wyler chairman & CEO	23,830	19,881	905	8,188	52,804	17	\$1,907,256,645	38
36	Performance Automotive Network (513) 870-5000; performanceautomotive.com	5530 Union Centre Drive West Chester, OH 45069	Michael Dever president	23,820	32,529	293	7,501	64,143	17	\$1,998,613,133	40
37	Walser Automotive Group (952) 929-3535; walser.com	7700 France Ave. S. Edina, MN 55435	Andrew Walser CEO	22,883	28,513	–	8,441	59,837	32	\$2,004,376,653	48
38	Potamkin Automotive Group Inc. (305) 779-4061; potamkin.com	5800 N.W. 171st Miami Lakes, FL 33015	Alan & Robert Potamkin co-chairman	22,795	8,702	–	7,543	39,040	15	\$1,315,429,617	50
39	Sheehy Auto Stores (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	Vincent Sheehy president	22,585	19,143	1,160	5,020	47,908	24	\$1,767,213,000	44
40	Baxter Auto Group (402) 493-7800; baxterauto.com	17950 Burt St. Omaha, NE 68118	Mickey Anderson president	22,567	19,409	268	11,351	53,595	22	\$1,964,974,945	36
41	Gee Automotive Cos. (503) 261-5100; geeautomotive.com	21502 E. George Gee Ave. Liberty Lake, WA 99019	Ryan Gee CEO	21,665	19,076	1,042	9,536	51,319	34	\$2,001,078,096	53
42	Open Road Auto Group (732) 650-1550; openroad.com	400 U.S. Hwy. 22 Bridgewater, NJ 08807	W. Rodman Ryan CEO	21,128	12,979	–	4,594	38,701	23	\$1,881,083,141	33
43	Chapman Automotive Group (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	John & Ted Chapman CEOs	20,824	32,703	617	12,327	66,471	27	\$2,191,204,363	46
44	Zeigler Auto Group (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	Aaron Zeigler president	20,698	29,604	74	9,568	59,944	35	\$2,263,370,495	55
45	Kahlig Auto Group (210) 426-3350; kahligauto.com	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	20,658	21,172	201	8,914	50,945	20	\$2,095,167,000	45
46	Premier Automotive (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	Troy Duhon owner	20,325	20,676	670	5,513	47,184	29	\$1,700,026,912	52
47	Rohrman Automotive Group (224) 857-8516; rohrman.com	3900 South St. Lafayette, IN 47905	Ryan Rohrman president & CEO	20,024	23,316	–	8,458	51,798	24	\$1,547,885,927	47
48	Fletcher Jones Automotive Group (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. chairman	19,756	15,785	1,390	8,173	45,104	15	\$2,739,926,019	–
49	Priority Auto Group (757) 366-5000; PriorityAuto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	Dennis Ellmer CEO	19,216	13,292	–	7,641	40,149	18	\$1,400,723,833	41
50	Feldman Automotive Group (248) 573-0321; feldmanautomotive.com	30400 Lyon Center Drive E. New Hudson, MI 48165	Jay Feldman chairman & CEO	18,302	17,758	649	5,817	42,526	17	\$1,562,893,917	49

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

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2021 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*	2020 rank
51	Ray Catena Motor Car Corp. (732) 549-6600; raycatena.com	910 Route 1 Edison, NJ 08817	Raymond Catena owner	18,186	9,685	–	3,703	31,574	15	\$1,757,859,994	51
52	Gettel Automotive (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	James Gettel president	17,303	15,035	–	8,381	40,719	20	\$1,386,224,680	57
53	Lia Auto Group (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	Lia family dealers	17,124	8,964	–	10,277	36,365	21	\$1,102,478,155	–
54	Galpin Motors Inc. (818) 787-3800; galpin.com	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II owner & CEO	17,011	6,329	205	4,891	28,436	7	\$1,140,535,246	56
55	Car Pros Automotive Group (425) 277-4228; carpros.com	200 S.W. Grady Way Renton, WA 98057	Matthew Phillips president	16,128	7,228	–	4,748	28,104	11	\$814,031,882	85
56	Summit Automotive Partners (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	Alex Gillett CEO	15,853	13,689	1,271	7,273	38,086	16	\$1,312,053,004	54
57	Cavender Auto Family (210) 681-6601; cavenderautofamily.com	5778 Stemmons, Ste. 130 San Antonio, TX 78238	Stephen & Rick Cavender dealers	15,609	14,538	810	5,745	36,702	12	\$1,375,196,376	65
58	Bob Johnson Auto Group (585) 413-9302; bobjohnsonautogroup.com	1271 W. Ridge Road Rochester, NY 14615	John Love & Greg Stahl partners	15,563	10,188	640	11,479	37,870	23	\$1,136,614,210	–
59	Garber Management Group (989) 790-9090; garberauto.com	999 S. Washington Ave. Saginaw, MI 48601	Richard Garber president	14,558	31,506	3,381	13,420	62,865	64	\$1,767,893,998	63
60	Ed Morse Automotive Group (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	Edward Morse III chairman & CEO	14,495	13,751	6,045	7,652	41,943	29	\$1,712,229,486	60
61	#1 Cochran Automotive (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	Rob Cochran president & CEO	14,195	13,139	–	5,724	33,058	29	\$1,105,084,280	62
62	Bomnin Automotive Group (305) 235-8200; bomninchevrolet.com	11701 S.W. 152 St. Miami, FL 33177	Arnaldo Bomnin president & CEO	14,168	8,817	44	2,148	25,177	6	\$1,069,994,700	–
63	Sullivan Automotive Group (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	14,130	9,717	29	2,265	26,141	13	\$1,030,606,341	64
64	Swickard Auto Group (503) 454-5000; swickardautogroup.com	19400 S.E. McLoughlin Blvd. Gladstone, OR 97027	Jeff Swickard president & CEO	14,107	17,403	10	3,727	35,247	20	\$1,629,269,639	91
65	Island Auto Group (718) 979-0934; islandautogroup.com	1580 Hylan Blvd. Staten Island, NY 10305	Josh Aaronson, Ron Baron Marcello Sciarrino, owners	14,047	16,872	–	11,694	42,613	28	\$1,291,272,006	70
66	Balise Motor Sales Co. (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	James Balise Jr. owner	14,017	14,159	48	6,021	34,245	24	\$1,083,771,666	73
67	Tuttle-Click Automotive Group (949) 598-4800; tuttleclick.com	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	14,006	6,464	539	5,800	26,809	17	\$1,070,495,819	68
68	Anderson Automotive Group (919) 787-0099; andersonautomotivegroup.com	9101 Glenwood Ave. Raleigh, NC 27617	Fred Anderson CEO	13,906	12,660	–	5,924	32,490	8	\$1,033,869,012	71
69	McCombs Automotive (210) 821-6523; redmccombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	Tim Cliver COO	13,905	11,378	131	5,296	30,710	9	\$1,130,841,000	61
70	Bergstrom Automotive (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	Tim Bergstrom president & CEO	13,721	15,671	448	6,076	35,916	30	\$1,284,706,156	69
71	World Class Automotive Group (214) 379-1434; reedhasit.com	7777 Lemmon Ave., Ste. 200 Dallas, TX 75209	Randall Reed CEO	13,704	7,744	785	5,316	27,549	6	\$1,327,827,484	59
72	Bommarito Automotive Group (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	John Bommarito president	13,697	12,828	47,453	4,203	78,181	17	\$3,232,771,786	72
73	Phil Smith Automotive Group (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Michael Dayhoff chairman & CEO	13,669	11,545	154	9,473	34,841	19	\$1,222,775,755	96
74	Kenwood Dealer Group Inc. (513) 683-5484; cincyaautos.com	4780 Socialville Foster Road Mason, OH 45040	Steven Reichert president	13,434	14,210	–	–	27,644	15	\$1,047,572,026	77
75	Germain Motor Co. (614) 383-4967; germaincars.com	4250 Morse Crossing Columbus, OH 43219	Stephen Germain president & CEO	13,332	13,686	–	7,854	34,872	19	\$1,318,221,468	81

*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 2021 new-vehicle retail sales units

2021 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*	2020 rank
76	Fox Motors (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	Daniel DeVos chairman & CEO	13,244	13,864	821	4,449	32,378	29	\$1,166,856,036	75
77	Fitzgerald Auto Malls (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	John Fitzgerald Jr. president	13,094	14,269	334	3,649	31,346	20	\$1,061,892,000	82
78	Del Grande Dealer Group (408) 979-3706; dgdg.com	911 Capitol Expressway Auto Mall San Jose, CA 95136	Shaun Del Grande chairman	13,055	10,767	–	5,833	29,655	14	\$1,099,167,732	76
79	Wilde Automotive Group (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vice president	12,953	14,905	–	6,553	34,411	7	\$1,173,349,759	74
80	Ken Page Auto Group (954) 509-3260;	9400 W. Atlantic Blvd. Coral Springs, FL 33071	Kenneth Page president	12,611	4,472	264	5,562	22,909	7	\$643,696,854	87
81	Krause Auto Group (770) 649-5124; krausefamilyford.com	P.O. Box 1249 Alpharetta, GA 30009	Vernon Krause dealer principal & owner	12,507	8,826	125	4,766	26,224	15	\$1,249,155,257	94
82	Gillman Cos. (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	Stacey Gillman-Wimbish president & CEO	12,410	9,454	–	1,410	23,274	10	\$801,839,099	83
83	Ciocca Dealerships (215) 529-7534; cioccadealerships.com	750 S. West End Blvd. Quakertown, PA 18951	Gregg Ciocca CEO	12,080	11,058	239	6,001	29,378	27	\$1,112,028,353	93
84	Sam Pack Automotive Group (888) 478-0654; sampack.com	2070 Diplomat Drive Dallas, TX 75234	Sam Pack dealer principal	12,070	11,029	3,633	2,783	29,515	6	\$1,262,374,193	78
85	Price Simms Family Dealerships (415) 808-4800; pricesimms.com	135 E. Sir Francis Drake Blvd. Larkspur, CA 94939	Adam Simms, CEO; Tom Price, chairman	11,878	7,183	–	2,113	21,174	16	\$1,032,096,631	89
86	Mullinax Automotive (407) 889-7600; mullinaxford.com	1551 E. Semoran Apopka, FL 32703	Jerry & Larry Mullinax owners	11,869	14,038	1,364	4,044	31,315	8	\$1,109,751,238	79
87	Ray Skillman Auto Group (317) 888-9500; rayskillman.com	8424 U.S. 31 S. Indianapolis, IN 46227	Ray Skillman president	11,791	15,204	62	8,405	35,462	18	\$1,090,788,513	84
88	Carter Myers Automotive (434) 220-8815; cmacars.com	100 Myers Drive Charlottesville, VA 22901	Liza Borches president & CEO	11,787	9,405	–	5,052	26,244	20	\$856,588,588	117
89	Ferman Automotive Group (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	James Ferman Jr. chairman	11,736	12,927	718	–	25,381	20	\$1,150,436,000	80
90	Ancira Enterprises (210) 558-5324; ancira.com	10855 IH 10 W. San Antonio, TX 78230	Ernesto Ancira Jr. president	11,643	6,711	5,797	2,459	26,610	10	\$1,066,846,086	–
91	Holler Classic Automotive Group (407) 645-1331; hollerclassic.com	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	10,909	6,514	–	6,776	24,199	9	\$669,371,792	105
92	Morrie's Automotive Group (952) 544-0376; morries.com	12520 Wayzata Blvd. Minnetonka, MN 55305	Lance Iserman CEO	10,858	14,878	–	–	25,736	22	\$1,061,719,000	101
93	Bob Loquercio Auto Group (773) 728-5000; blautogroup.com	1600 W. Lake St. Streamwood, IL 60107	Robert Loquercio president	10,853	8,148	–	2,752	21,753	9	\$698,075,000	111
94	American Motors Corp. (408) 260-9300;	4490 Stevens Creek Blvd. San Jose, CA 95129	Stephen Cornelius president	10,851	5,779	–	2,021	18,651	7	\$680,879,448	106
95	Phil Long Dealerships (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	Gerald Cimino CEO	10,801	12,070	1,300	6,419	30,590	22	\$1,231,208,478	100
96	Schomp Automotive Group (303) 798-1500; schomp.com	1003 Plum Valley Lane Highlands Ranch, CO 80129	Aaron Wallace dealer principal & CEO	10,745	10,116	239	2,877	23,977	11	\$985,980,322	104
97	Rosatti/Plaza Auto Group (718) 253-8400; plazaautomall.com	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	10,598	2,856	–	2,596	16,050	6	\$522,712,128	58
98	Empire Automotive Group (631) 470-1700; shopempireauto.com	1026 E. Jericho Turnpike Huntington Station, NY 11746	Michael Brown owner	10,559	6,476	36	3,163	20,234	14	\$772,352,953	95
99	Shottenkirk Automotive Group Inc. (319) 601-9265; shottenkirk.com	2550 W. University Drive Prosper, TX 75078	Gregory Shottenkirk president & CEO	10,405	20,325	–	3,389	34,119	22	\$1,464,981,049	102
100	Step One Automotive Group (850) 948-4800; steponeautomotive.com	696 Beal Pkwy. Fort Walton Beach, FL 32547	Fernando Geddes CEO	10,335	11,307	–	–	21,642	16	\$987,825,441	–

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2021 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*	2020 rank
101	Huffines Auto Dealerships (972) 867-6000; huffines.net	4500 W. Plano Pkwy. Plano, TX 75093	S. Ray Huffines owner & CEO	10,162	7,240	1,630	3,674	22,706	14	\$916,316,820	98
102	John Elway Dealerships (602) 381-6594; elwaydealers.com	2425 E. Camelback Road, Ste. 1155 Phoenix, AZ 85016	Mitch Pierce dealer principal	10,120	4,697	920	3,346	19,083	6	\$848,378,843	88
103	Murgado Automotive Group (305) 856-3000; murgadoautomotivegroup.com	665 S.W. 8 St. Miami, FL 33130	Mario Murgado president & CEO	9,943	7,965	–	5,910	23,818	16	\$1,006,538,099	122
104	Safford Automotive Group (703) 866-1700; saffordauto.com	7611 Loisdale Road Springfield, VA 22150	James Gramm president	9,847	6,372	10	4,239	20,468	14	\$832,169,541	107
105	Rosenthal Automotive Organization (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	Robert Peterson chairman & CEO	9,638	7,748	–	–	17,386	12	\$954,409,837	99
106	Curry Automotive (914) 725-3500; curryauto.com	727 Central Ave. Scarsdale, NY 10583	Bernard Curry III CEO	9,559	5,214	–	4,266	19,039	11	\$665,718,238	90
107	Kunes Auto Group (262) 728-5544; shopkunes.com	1234 E. Geneva St. Delavan, WI 53115	Gregg Kunes president	9,371	18,922	–	9,209	37,502	27	\$1,275,156,893	114
108	Sutherland Automotive Group (678) 714-4069; sutherlinnissan.com	3520 GA-20 Buford, GA 30519	George Sutherland president	9,261	9,878	19	5,685	24,843	10	\$729,821,825	127
109	Hertrich Family of Auto Dealerships (302) 629-5100; hertrichs.com	26905 Sussex Hwy. Seaford, DE 19973	Frederick Hertrich III president	9,098	8,179	2,030	5,694	25,001	26	\$947,435,118	115
110	Boucher Group Inc. (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	Gordon Boucher CEO	9,017	8,792	242	5,605	23,656	20	\$906,248,000	97
111	Bowers Automotive Group (423) 664-5790; bowersag.com	2146 Chapman Road Chattanooga, TN 37421	Bradley Cobb president	8,793	8,273	75	3,632	20,773	10	\$625,641,403	119
112	Gilchrist Automotive (817) 596-5700; gilchristautomotive.com	3000 Fort Worth Hwy. Hudson Oaks, TX 76087	Charlie & Stephen Gilchrist owners	8,766	6,916	1,338	4,247	21,267	14	\$848,993,133	108
113	Crain Automotive Team (501) 542-5000; crainteam.com	5980 Wadley Road Sherwood, AR 72120	Larry Crain Sr. chairman	8,758	8,783	245	6,605	24,391	18	\$965,432,772	111
114	Bobby Rahal Automotive Group (717) 691-5600; bobbyrahal.com	6715 Carlisle Pike Mechanicsburg, PA 17050	Ron Ferris CEO	8,702	8,133	177	5,311	22,323	13	\$917,538,975	129
115	Rusnak Auto Group (626) 449-0770; rusnakonline.com	267-337 W. Colorado Blvd. Pasadena, CA 91105	Paul Rusnak chairman	8,579	5,417	434	2,045	16,475	14	\$1,111,383,627	116
116	Criswell Automotive (301) 948-0880; criswellauto.com	503 Quince Orchard Road Gaithersburg, MD 20878	Harry Ellsworth Criswell III dealer	8,552	3,160	49	1,794	13,555	9	\$616,480,620	113
117	Kelly Automotive Group (978) 774-1000; kellyauto.com	155 Andover St., Rte. 114 Danvers, MA 01923	Brian Kelly president	8,511	5,413	–	3,739	17,663	7	\$566,118,063	123
118	Wallace Automotive Group (772) 287-3232; wallaceautogroup.net	3801 S.E. Federal Hwy. Stuart, FL 34997	Bill Wallace CEO	8,492	9,379	–	–	17,871	10	\$593,525,000	103
119	Kody Holdings (301) 843-2400;	2440 Crain Hwy. Waldorf, MD 20601	Tom Kody owner	8,475	8,906	–	4,333	21,714	12	\$706,501,421	–
120	Bayway Auto Group Inc. (281) 929-6500; baywayautogroup.com	12333 Gulf Fwy. Houston, TX 77034	Darryl Wischnewsky president	8,405	9,054	–	4,164	21,623	9	\$943,225,860	–
121	Byers Automotive Group (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	George Byers chairman	8,363	6,984	1,210	4,360	20,917	17	\$746,436,017	118
122	Blaise Alexander Family Dealerships (570) 546-4925; blaisealexander.com	10 Alexander Drive Muncy, PA 17756	Blaise Alexander owner & president	8,234	12,535	–	6,307	27,076	20	\$875,713,435	120
123	Brandon Steven Motors (316) 685-4350; randonstevencars.com	7333 E. Kellogg Dr. Wichita, KS 67207	Brandon Steven president	8,195	10,091	514	4,625	23,425	13	\$742,176,606	–
124	Golling Automotive Group (248) 334-3600; golling.com	2405 S. Telegraph Road Bloomfield Hills, MI 48302	A. William Golling president	8,148	3,485	7	2,062	13,702	10	\$543,277,508	110
125	Headquarter Automotive (305) 423-4616; headquarterauto.com	5895 N.W. 167th St. Miami, FL 33015	Jeronimo Esteve CEO	8,109	4,682	–	2,839	15,630	4	\$498,295,408	128

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2021 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*	2020 rank
126	Napleton Auto Group (847) 825-1800; shopnapleton.com	10400 W. Higgins, Ste. 305 Rosemont, IL 60018	Paul & William Napleton presidents	8,000	8,300	2,600	3,800	22,700	20	\$929,275,000	124
127	Courtesy Automotive Group (602) 279-3232; houseofcourtesy.com	1233 E. Camelback Phoenix, AZ 85014	William Gruwell chairman	7,735	7,873	2,361	3,927	21,896	7	\$934,286,880	143
128	Fletcher Auto Group (501) 352-3954; fletcherauto.com	808 Silverwood Trail North Little Rock, AR 72116	Frank Fletcher CEO	7,437	6,191	–	5,136	18,764	13	\$612,523,135	126
129	Preston Automotive Group (410) 673-7171; prestonmotor.com	218 S. Main St. Preston, MD 21655	David Wilson Jr. president	7,426	5,556	–	4,334	17,316	13	\$615,613,134	125
130	Russ Darrow Group Inc. (262) 250-9600; russdarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	Russell Darrow Jr. chairman & CEO	7,173	11,285	83	4,127	22,668	26	\$655,461,878	132
131	Cooper Auto Group (405) 242-6150; cooperautogroup.com	14349 N. Kelley Edmond, OK 73013	Joe Cooper owner & manager	7,102	15,169	861	3,151	26,283	16	\$1,072,940,081	133
132	Martin Management Group (270) 783-8080; martingp.com	1048 Ashley St., Ste. 401 Bowling Green, KY 42103	Chadwick Martin president	7,068	3,276	–	1,709	12,053	13	\$378,966,036	145
133	Bob Moore Auto Group (405) 605-2363; bobmoore.com	P.O. Box 3206 Oklahoma City, OK 73102	Mark Moore CEO	6,954	7,223	386	2,862	17,425	15	\$745,925,998	130
134	Chapman Auto Group (267) 960-1700; chapmanautogroup.com	1170 Easton Road Horsham, PA 19044	Randy Chapman CEO	6,926	4,478	–	2,176	13,580	8	\$517,951,903	135
135	Richardson & Partners (505) 292-0000; rich-ford.com	8601 Lomas Blvd. N.E. Albuquerque, NM 87112	Ron Smith CEO	6,921	5,431	1,152	3,482	16,986	6	\$720,829,543	137
136	Peterson Auto Group (208) 378-9000; petersoncars.com	9101 W. Fairview Ave. Boise, ID 83704	Brady Peterson president	6,838	6,090	–	922	13,850	6	\$639,478,153	–
137	JG Auto Group (210) 829-1800;	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther Jr. president	6,807	5,143	–	–	11,950	6	\$613,668,234	136
138	Romano Auto Dealerships (315) 637-4491; romanocars.com	c/o 5431 N. Burdick St. Fayetteville, NY 13066	Michael & Joseph Romano co-owners	6,750	3,205	–	4,088	14,043	6	\$450,422,326	140
139	Yark Automotive Group Inc. (419) 841-7771; yarkauto.com	6019 W. Central Ave. Toledo, OH 43615	John Yark president	6,712	8,672	–	1,283	16,667	8	\$600,124,448	138
140	FRL Automotive (305) 652-6500; toyotaofnorthmiami.com	16600 N.W. 2nd Ave. Miami, FL 33169	Eric Friedman dealer principal	6,640	3,492	–	2,509	12,641	3	\$463,353,083	141
141	Betten Baker Auto Group (231) 759-5875; bettenbaker.com	2501 Henry St. Muskegon, MI 49441	Chris Baker president	6,625	9,027	–	2,846	18,498	20	\$629,223,959	142
142	AutoFocus Inc. (408) 819-0460; capitoltoyota.com	94 Acoma Blvd. S., Ste. 104 Lake Havasu City, AZ 86403	Jerry Brassfield CEO	6,502	2,428	–	1,127	10,057	5	\$369,947,193	–
143	Gunn Automotive Group (210) 472-2501; gunnauto.com	227 Broadway San Antonio, TX 78205	Sean Gunn CEO	6,469	6,669	1,498	2,549	17,185	6	\$631,374,047	134
144	ZT Motors Group (713) 804-6135; ztcorporate.com	1535 West Loop S., Ste. 450 Houston, TX 77027	Taseer Badar, CEO; Keith Monnin, president	6,268	3,918	–	1,351	11,537	13	\$581,085,758	–
145	Principle Auto (210) 437-3977; principleauto.com	153 Treeline Park, Ste. 200 San Antonio, TX 78209	Abigail Kampmann CEO	6,064	8,706	–	2,438	17,208	9	\$704,449,328	150
146	Reedman-Toll Auto Group (215) 757-4961; reedmantoll.com	1700 E. Lincoln Hwy. Langhorne, PA 19047	Bruce Toll dealer principal	5,400	3,458	–	1,742	10,600	7	\$408,625,597	139
147	Noarus Auto Group (310) 258-0920; noarus.com	9670 Trask Ave. Garden Grove, CA 92844	Norris Bishton Jr. chairman & CEO	5,156	3,607	–	1,543	10,306	4	\$362,111,069	146
148	Sames Automotive Group (956) 721-4700; samesauto.com	6001 San Dario Ave. Laredo, TX 78041	Hank Sames president	4,941	4,690	350	2,430	12,411	16	\$447,063,035	–
149	Starling Automotive Group (407) 301-6699; starlingchevy.com	834 Highland Ave. Orlando, FL 32803	Alan, Andrew, Jack, Walker Starling dealers & owners	4,835	4,654	815	2,441	12,745	6	\$458,195,005	–
150	Voss Auto Network (937) 428-2422; vossauto.com	332 Congress Park Drive Centerville, OH 45459	John Voss president	4,555	4,018	–	1,403	9,976	8	\$338,058,240	149

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INDEX

#1 Cochran Automotive	61	Galpin Motors Inc.	54	Performance Automotive Network	36
American Motors Corp.	94	Ganley Auto Group	15	Peterson Auto Group	136
Ancira Enterprises	90	Garber Management Group	59	Phil Long Dealerships	95
Anderson Automotive Group	68	Gee Automotive Cos.	41	Phil Smith Automotive Group	73
Asbury Automotive Group Inc.	5	Germain Motor Co.	75	Pohanka Automotive Group	34
AutoFocus Inc.	142	Gettel Automotive	52	Potamkin Automotive Group Inc.	38
AutoNation Inc.	1	Gilchrist Automotive	112	Premier Automotive	46
Balise Motor Sales Co.	66	Gillman Cos.	82	Preston Automotive Group	129
Baxter Auto Group	40	Golling Automotive Group	124	Price Simms Family Dealerships	85
Bayway Auto Group Inc.	120	Greenway Automotive	16	Principle Auto	145
Bergstrom Automotive	70	Group 1 Automotive Inc.	4	Priority Auto Group	49
Betten Baker Auto Group	141	Gunn Automotive Group	143	Ray Catena Motor Car Corp.	51
Blaise Alexander Family Dealerships	122	Headquarter Automotive	125	Ray Skillman Auto Group	87
Bob Johnson Auto Group	58	Hendrick Automotive Group	6	Reedman-Toll Auto Group	146
Bob Loquercio Auto Group	93	Herb Chambers Cos.	27	Richardson & Partners	135
Bob Moore Auto Group	133	Hertrich Family of Auto Dealerships	109	Rick Case Automotive Group	24
Bobby Rahal Automotive Group	114	Holler Classic Automotive Group	91	RML Automotive	32
Bommarito Automotive Group	72	Holman Automotive	22	Rohrman Automotive Group	47
Bomnin Automotive Group	62	Huffines Auto Dealerships	101	Romano Auto Dealerships	138
Boucher Group Inc.	110	Island Auto Group	65	Rosatti/Plaza Auto Group	97
Bowers Automotive Group	111	Jeff Wyler Automotive Family Inc.	35	Rosenthal Automotive Organization	105
Braman Dealerships	21	JG Auto Group	137	Rusnak Auto Group	115
Brandon Steven Motors	123	Jim Koons Automotive Cos.	30	Russ Darrow Group Inc.	130
Byers Automotive Group	121	John Elway Dealerships	102	Safford Automotive Group	104
CAR Group, The	25	Kahlig Auto Group	45	Sam Pack Automotive Group	84
Car Pros Automotive Group	55	Keating Auto Group	28	Sames Automotive Group	148
Carter Myers Automotive	88	Kelly Automotive Group	117	Schomp Automotive Group	96
Cavender Auto Family	57	Ken Garff Automotive Group	9	Serra Automotive Inc.	12
Chapman Auto Group	134	Ken Page Auto Group	80	Servco Pacific Inc.	26
Chapman Automotive Group	43	Kenwood Dealer Group Inc.	74	Sheehy Auto Stores	39
Ciocca Dealerships	83	Kody Holdings	119	Shottenkirk Automotive Group Inc.	99
Cooper Auto Group	131	Krause Auto Group	81	Sonic Automotive Inc.	7
Courtesy Automotive Group	127	Kunes Auto Group	107	Staluppi Auto Group	11
Crain Automotive Team	113	LaFontaine Automotive Group	33	Starling Automotive Group	149
Criswell Automotive	116	Lia Auto Group	53	Step One Automotive Group	100
Curry Automotive	106	Lithia Motors Inc.	2	Sullivan Automotive Group	63
DARCARS Automotive Group	29	Mac Haik Auto Group	31	Summit Automotive Partners	56
David Wilson Automotive Group	10	Martin Management Group	132	Sutherland Automotive Group	108
Del Grande Dealer Group	78	McCombs Automotive	69	Swickard Auto Group	64
Earnhardt Auto Centers	18	McLarty Automotive Group	23	Tuttle-Click Automotive Group	67
Ed Morse Automotive Group	60	Morgan Auto Group	8	Victory Automotive Group	14
Empire Automotive Group	98	Morrie's Automotive Group	92	Voss Auto Network	150
Feldman Automotive Group	50	Mullinax Automotive	86	Wallace Automotive Group	118
Ferman Automotive Group	89	Murgado Automotive Group	103	Walser Automotive Group	37
Findlay Automotive Group	19	Napleton Auto Group	126	West Herr Automotive Group Inc.	17
Fitzgerald Auto Malls	77	Napleton Automotive Group	13	Wilde Automotive Group	79
Fletcher Auto Group	128	Noarus Auto Group	147	World Class Automotive Group	71
Fletcher Jones Automotive Group	48	Open Road Auto Group	42	Yark Automotive Group Inc.	139
Fox Motors	76	Ourisman Automotive Group	20	Zeigler Auto Group	44
FRL Automotive	140	Penske Automotive Group Inc.	3	ZT Motors Group	144



Want to be considered for the Automotive News 2023 Top 150 Dealership Groups list?

How

Contact the Automotive News Research & Data Center and submit information:

- Group name
- Group address
- Survey 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, 2022.

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Contact the Automotive News Research & Data Center with questions regarding the Top 150 Dealership Groups list.