

WardsAuto 2019 e-Dealer 100

Rank	Dealership	Dealer Owner/Principal	City	ST	New Internet	Used Internet	Total Internet
					Unit Sales	Unit Sales	Unit Sales
1	Cardinale Automotive Group - Internet Unit	Cardinale Automotive Group	Maina	CA	10,884	16,524	27,408
2	Chapman Automotive Group - Internet Unit	Chapman Automotive Group	Chandler	AZ	11,510	9,511	21,021
3	Dave Smith Motors	RFJ Auto Partners	Kellog	ID	9,769	3,127	12,896
4	Ed Morse - Internet Division	Edward J Morse, III	Delray Beach	FL	4,775	2,821	7,596
5	Jim Koons - Tysons GM/Chrysler	Jim Koons Automotive Group	Vienna	VA	4,240	2,041	6,281
6	Jim Koons - Tyson's Toyota	Jim Koons Automotive Group	Vienna	VA	3,734	2,211	5,945
7	Rick Case Automall Davie	Rick Case	Davie	FL	2,410	1,713	4,123
8	Herb Chambers Lexus	Herbert G. Chambers	Sharon	MA	1,743	1,710	3,453
9	Jim Koons - White Marsh	Jim Koons Automotive Group	White Marsh	MD	1,876	1,384	3,260
10	Herb Chambers Honda of Seekonk	Herbert G. Chambers	Seekonk	MA	1,478	1,678	3,156
11	Vernon Auto Group	Rick Ford/RFJ Auto Group	Vernon	TX	1,678	1,412	3,090
12	Fred Anderson Toyota	Fred H. Anderson	Raleigh	NC	1,800	1,281	3,081
13	Brickell Honda, Buick, GMC & Mazda	Mario Murgado/Murgado Automotive Group	Miami	FL	2,201	822	3,023
14	Rick Case Honda	Rick Case	Davie	FL	1,722	1,260	2,982
15	Fitzgerald Auto Mall - Gaithersburg, MD	Jack Fitzgerald	Gaithersburg	MD	1,863	1,115	2,978
16	Herb Chambers Toyota Hyundai of Auburn	Herbert G. Chambers	Auburn	MA	1,827	1,024	2,851
17	Gillman Honda Houston	Stacey Gillman Wimbish; Jason Gillman	Houston	TX	1,880	944	2,824
18	Rick Case Acura Hyundai	Rick Case	Ft. Lauderdale	FL	1,455	1,344	2,799
19	Jim Koons - Baltimore Ford	Jim Koons Automotive Group	Baltimore	MD	1,633	1,097	2,730
20	Rick Case Mazda Hyundai Kia and Audi	Rick Case	Duluth	GA	1,098	1,488	2,586
21	Wilde Toyota	Mark Wilde; Patrick Donahue; Sharon Bloom	West Allis	WI	811	1,704	2,515
22	Herb Chambers BMW/Mini of Boston	Herbert G. Chambers	Boston	MA	1,480	1,002	2,482
23	Jim Koons - Westminster Toyota	Jim Koons Automotive Group	Westminster	MD	1,464	915	2,379
24	Jim Koons - Sterling Ford	Jim Koons Automotive Group	Sterling	VA	1,651	711	2,362
25	Jim Koons - Annapolis Toyota	Jim Koons Automotive Group	Annapolis	MD	1,420	886	2,306
26	Jim Koons - Falls Church Ford	Jim Koons Automotive Group	Falls Church	VA	1,178	1,047	2,225
27	Jim Koons Arlington Toyota	Jim Koons Automotive Group	Arlington	VA	1,417	788	2,205
28	Peoria Kia	Hal J. Earnhardt	Peoria	AZ	1,527	669	2,196
29	Ed Morse Delray Toyota	Edward J. Morse III	Delray Beach	FL	1,553	565	2,118
30	Greenway Ford	Frank Rodriguez; Carl Atkinson	Orlando	FL	736	1,364	2,100
31	Fitzgerald Auto Mall - Clearwater	Jack Fitzgerald	Clearwater	FL	1,149	938	2,087
32	Universal Toyota	Gary V. Woods	San Antonio	TX	977	1,079	2,056
33	Herb Chambers Flagship Motorcars	Herbert G. Chambers	Lynnfield	MA	982	1,043	2,025
34	Red McCombs Ford	Marsha M. Shields	San Antonio	TX	1,071	911	1,982
35	McCombs Ford West	Marsha M. Shields	San Antonio	TX	1,140	827	1,967
36	Herb Chambers Audi Porsche of Burlington	Herbert G. Chambers	Burlington	MA	1,110	843	1,953
37	Red McCombs Toyota	Marsha M. Shields	San Antonio	TX	1,151	794	1,945
38	Herb Chambers BMW of Sudbury	Herbert G. Chambers	Sudbury	MA	1,021	880	1,901
39	Herb Chambers Honda	Herbert G Chambers	Dorchester	MA	1,168	715	1,883
40	Wilde Honda	Mark Wilde; Patrick Donahue; Sharon Bloom	Waukesha	WI	1,081	796	1,877
41	Jim Koons - Clarksville Chevy Buick GMC	Jim Koons Automotive Group	Clarksville	MD	1,363	507	1,870
42	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	1,180	686	1,866
43	Gillman Honda of San Antonio	Stacey Gillman Wimbish; Jason R. Gillman	Schertz	TX	1,273	560	1,833
44	Findlay Toyota	Cliff Findlay; Tyler Corder	Henderson	NV	1,267	546	1,813
45	Big Two Toyota of Chandler	Christopher E. Hoeye	Chandler	AZ	1,502	303	1,805
46	Greenway Chrysler Jeep Dodge Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	Orlando	FL	879	906	1,785
47	Capitol Toyota	Jerry G. Brassfield	San Jose	CA	1,460	302	1,762
48	Phil Long Ford of Denver	Gerald Cimino	Denver	CO	863	893	1,756
49	Hendrick Honda	Hendrick Automotive Group	Charlotte	NC	1,159	595	1,754
50	Hendrick Toyota Apex	Hendrick Automotive Group	Apex	NC	1,053	641	1,694
51	Herb Chambers Honda of Burlington	Herbert G. Chambers	Burlington	MA	1,060	628	1,688
52	Herb Chambers Mercedes-Benz of Boston	Herbert G. Chambers	Somerville	MA	970	717	1,687
53	Herb Chambers Honda of Westborough	Herbert G. Chambers	Westborough	MA	1,094	584	1,678
54	Rusnak/Arcadia	Paul Rusnak; Victoria Rusnak	Arcadia	CA	1,005	653	1,658
55	Zeigler Chrysler Dodge Jeep - Schaumburg	Aaron J. Zeigler; Harold J. Zeigler	Schaumburg	IL	1,104	541	1,645
56	Herb Chambers Chrysler Jeep Dodge Ram Fiat of Danvers	Herbert G. Chambers	Danvers	MA	1,263	368	1,631
57	Hendrick Toyota North Charleston	Hendrick Automotive Group	North Charleston	SC	1,006	609	1,615

WardsAuto 2019 e-Dealer 100

Rank	Dealership	Dealer Owner/Principal	City	ST	New Internet	Used Internet	Total Internet
					Unit Sales	Unit Sales	Unit Sales
58	Rusnak/Pasadena	Paul Rusnak; Victoria Rusnak	Pasadena	CA	1,122	477	1,599
59	Fitzgerald Auto Mall - Frederick, MD	Jack Fitzgerald	Frederick	MD	853	738	1,591
60	Wilde East Towne Honda	Jorge Hidalgo; Patrick Donahue; Mark Wilde; Sharon Bloom	Madison	WI	735	810	1,545
61	Fitzgerald Auto Mall- White Flint	Jack Fitzgerald	Rockville	MD	1,077	460	1,537
62	Don Davis Nissan	Robert Howard	Arlington	TX	999	516	1,515
63	Rick Hendrick Chevrolet	Hendrick Automotive Group	Duluth	GA	900	612	1,512
64	Larry H. Miller Chrysler Jeep Dodge Ram Boise	Karen Gail Miller	Boise	ID	970	526	1,496
65	Rock Honda	Tom A. Chadwell; William R. Piercey; David Latif	Fontana	CA	1,106	389	1,495
66	Gillman Subaru Southwest	Stacey Gillman Wimbish; Jason R. Gillman	Houston	TX	976	517	1,493
67	Bob Rohrman Lincoln-Mercury-Hyundai-Subaru	Robert V. Rohrman	Lafayette	IN	826	639	1,465
68	Herb Chambers Chevrolet	Herbert G. Chambers	Danvers	MA	981	465	1,446
69	Larry H. Miller Toyota Scion Boulder	Karen Gail Miller	Boulder	CO	909	534	1,443
70	Fred Anderson Toyota of Charleston	Fred H. Anderson	Charleston	SC	869	567	1,436
71	Harold Zeigler Lincoln BMW Chrysler Honda	Aaron J. Zeigler; Harold J. Zeigler	Kalamazoo	MI	533	890	1,423
72	Tex Chevrolet, Inc dba Earnhardt Chevrolet	Earnhardt Auto Centers	Chandler	AZ	762	645	1,407
TIE	Jim Koons - Lexus of Wilmington	Jim Koons Automotive Group	Wilmington	DE	672	735	1,407
74	Ed Morse Sawgrass Auto Mall	Edward J. Morse, III	Sunrise	FL	1,081	319	1,400
TIE	Hendrick Volkswagen Frisco	Hendrick Automotive Group	Frisco	TX	806	594	1,400
76	Rusnak/Westlake	Paul Rusnak; Victoria Rusnak	Thousand Oaks	CA	663	727	1,390
77	Earnhardt Enterprises Inc.	Hal J. Earnhardt	Mesa	AZ	965	422	1,387
78	Honda World	William R. Piercey	Westminster	CA	1,063	316	1,379
79	Fred Anderson Toyota of Asheville	Fred H. Anderson	Asheville	NC	760	582	1,342
TIE	Zeigler Chrysler Dodge Jeep - Downers Grove	Aaron J. Zeigler; Harold J. Zeigler	Downers Grove	IL	565	777	1,342
81	Jim Koons - Koons of Catonsville	Jim Koons Automotive Group	Baltimore	MD	692	640	1,332
82	Gillman Chrysler Jeep Dodge South	Stacey Gillman Wimbish; Jason R. Gillman	Houston	TX	821	510	1,331
83	Earnhardt Avondale Inc.	Hal J. Earnhardt	Avondale	AZ	924	405	1,329
84	Fitzgerald Auto Mall - Chambersburg, PA	Jack Fitzgerald	Chambersburg	PA	524	799	1,323
85	San Antonio Dodge Chrysler Jeep Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	San Antonio	TX	760	557	1,317
86	Honda of Concord	Hendrick Automotive Group	Concord	NC	716	593	1,309
87	Bianchi Honda	Jason M. Porreco; Louis J. Porreco	Erie	PA	794	507	1,301
88	Darrell Waltrip Honda Volvo Subaru	Hendrick Automotive Group	Franklin	TN	742	552	1,294
89	Herb Chambers Mercedes-Benz of Natick	Herbert G. Chambers	Natick	MA	529	761	1,290
90	Herb Chambers Toyota of Boston	Herbert G. Chambers	Boston	MA	840	432	1,272
91	Ed Morse Honda	Edward J. Morse, III	Riviera Beach	FL	931	329	1,260
92	Jim Koons - Kia of Woodbridge	Jim Koons Automotive Group	Woodbridge	VA	697	561	1,258
93	Kelly Ford, Inc.	Gregory Kelly; Robert Kelly; Timothy Kelly	Melbourne	FL	789	461	1,250
94	Phil Long Ford	Gerald Cimino	Colorado Springs	CO	692	553	1,245
95	Hendrick Toyota Concord	Hendrick Automotive Group	Concord	NC	760	468	1,228
96	Wilde Chrysler Jeep Dodge Subaru	Mark Wilde; Patrick Donahue; Sharon Bloom	Waukesha	WI	728	491	1,219
97	Herb Chambers Ford of Braintree	Herbert G. Chambers	Braintree	MA	754	460	1,214
98	Piercey Toyota	William R. Piercey; Brian Ressler	Milpitas	CA	897	302	1,199
99	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	823	371	1,194
100	Hendrick Honda Woodbridge	Hendrick Automotive Group	Woodbridge	VA	779	399	1,178

Note: Data are operating results for calendar year 2018.

Some dealers with central Internet departments serving multiple dealerships reported consolidated totals.

Commercial references to the WardsAuto e-Dealer 100 are prohibited without prior permission of WardsAuto.