



WARDSAUTO 2018 MEGADEALER 100

© Copyright 2018, WardsAuto, a division of Informa. Redistribution prohibited. Commercial references to the WardsAuto lists are prohibited without the prior written permission of WardsAuto Group. List is published annually, based on previous year's numbers. Data is based on survey results, public records and published materials.



| Rank | Megadealer Group Name | City | ST | Executive(s) | Total Dealer-ships | New Retail Revenue | New Retail Units | Fleet Revenue | Fleet Units | Used Retail Revenue | Used Retail Units | Wholesale Revenue | Wholesale Units | Finance & Insurance Revenue | Service Revenue | Body Shop Revenue | Parts & Accessories Revenue | Total Units | Total Revenue | |
|------|---------------------------------|------------------|----|--|--------------------|--------------------|------------------|-----------------|-------------|---------------------|-------------------|-------------------|-----------------|-----------------------------|-----------------|-------------------|-----------------------------|-------------|------------------|------------------|
| 1 | AutoNation | Fort Lauderdale | FL | Michael Jackson | 258 | - | 329,116 | - | 3,661 | - | 234,148 | - | 63,804 | - | - | - | - | 630,729 | \$21,534,600,000 | |
| 2 | Penske Automotive Group | Bloomfield Hills | MI | Roger S. Penske | 343 | \$9,678,487,000 | 248,774 | \$168,893,000 | 4,666 | \$6,386,807,000 | 252,922 | \$950,774,000 | 112,610 | \$581,848,000 | \$2,057,457,000 | - | - | - | 618,972 | \$19,824,266,000 |
| 3 | Group 1 Automotive | Houston | TX | Earl Hesterberg | 173 | - | 172,200 | - | - | - | 129,933 | - | 57,144 | - | - | - | - | 359,277 | \$11,123,721,000 | |
| 4 | Lithia Motors | Medford | OR | Bryan DeBoer; Sidney DeBoer | 169 | - | 167,146 | - | 3,405 | - | 129,913 | - | 43,912 | - | - | - | - | 344,376 | \$10,086,510,184 | |
| 5 | Sonic Automotive | Charlotte | NC | B. Scott Smith | 112 | \$5,216,486,000 | 133,728 | \$78,564,000 | 1,935 | \$2,622,053,000 | 123,489 | \$171,065,000 | 31,385 | \$363,030,000 | \$633,190,000 | \$51,075,000 | \$731,745,000 | 290,537 | \$9,867,208,000 | |
| 6 | Hendrick Automotive Group | Charlotte | NC | Rick Hendrick; Mr. Edward Brown | 97 | \$4,097,828,532 | 113,267 | \$193,778,893 | 5,245 | \$2,063,602,295 | 91,839 | \$432,596,730 | 53,363 | \$466,993,000 | \$366,718,644 | \$150,315,653 | \$808,579,833 | 263,714 | \$8,580,413,580 | |
| 7 | Asbury Automotive Group | Duluth | GA | Craig Monaghan; Michael Kearney; Charles. R. Oglesby | 80 | - | 99,975 | - | - | - | 76,929 | - | - | - | - | - | - | 176,904 | \$6,456,500,000 | |
| 8 | Larry H. Miller Dealerships | Sandy | UT | Karen Gail Miller | 64 | \$2,460,651,728 | 68,694 | \$144,973,518 | 3,719 | \$985,015,200 | 51,223 | \$767,258,673 | 55,492 | \$166,599,545 | \$227,499,703 | \$27,051,406 | \$355,744,414 | 179,128 | \$5,134,794,187 | |
| 9 | Ken Garff Automotive Group | Salt Lake City | UT | Robert H. Garff; John Garff; Matthew Garff | 52 | \$2,447,112,658 | 69,888 | \$407,376,749 | 9,568 | \$818,428,720 | 41,325 | \$222,248,772 | 24,305 | \$218,228,717 | \$181,887,211 | \$40,547,344 | \$251,922,409 | 145,086 | \$4,587,752,580 | |
| 10 | Prime Motor Group | Westwood | MA | David Rosenberg | 57 | - | 46,163 | - | - | - | 29,394 | - | 25,892 | - | - | - | - | 101,449 | \$3,032,841,266 | |
| 11 | Staluppi Auto Group | North Palm Beach | FL | John Staluppi; John Staluppi Jr. | 38 | \$1,971,588,835 | 64,352 | \$43,198,145 | 2,031 | \$436,533,538 | 22,590 | \$127,656,488 | 16,773 | \$171,340,782 | \$135,153,186 | - | \$136,938,022 | 105,746 | \$3,022,408,996 | |
| 12 | Holman Enterprises | Mt. Laurel | NJ | Brian Bates; Joseph S. Holman; Melinda Holman | 33 | \$1,576,224,896 | 33,764 | \$27,250,323 | 675 | \$731,895,278 | 25,452 | \$167,331,818 | 13,820 | \$62,220,954 | \$183,332,454 | \$27,596,258 | \$231,852,720 | 73,711 | \$3,007,704,701 | |
| 13 | The Herb Chambers Companies | Somerville | MA | Herbert G. Chambers | 56 | \$1,431,289,528 | 33,486 | - | - | \$678,084,316 | 24,642 | \$207,673,058 | 21,277 | \$46,019,558 | \$142,265,888 | \$12,361,085 | \$167,299,485 | 79,405 | \$2,684,992,918 | |
| 14 | RFJ Auto Partners | Plano | TX | Rick Ford | 24 | \$1,051,819,970 | 24,329 | \$808,222,318 | 28,761 | \$444,169,346 | 22,081 | \$70,900,687 | 8,106 | \$52,822,258 | \$53,714,465 | \$5,394,489 | \$65,298,707 | 83,277 | \$2,552,342,240 | |
| 15 | Bommarito Automotive Group | Ellisville | MO | Frank J. Bommarito; John J. Bommarito | 16 | \$460,320,930 | 14,551 | \$1,664,101,680 | 42,826 | \$223,161,316 | 11,406 | \$22,766,759 | 4,662 | \$34,150,595 | \$36,143,569 | \$7,888,313 | \$47,891,872 | 73,445 | \$2,496,425,034 | |
| 16 | Fletcher Jones Automotive Group | Las Vegas | NV | Fletcher Jones | 17 | \$1,323,324,666 | 24,156 | \$79,878,254 | 1,985 | \$458,359,048 | 12,941 | \$159,528,726 | 9,376 | \$67,215,308 | \$138,882,646 | - | \$151,998,320 | 48,458 | \$2,379,186,968 | |
| 17 | Greenway Automotive | Orlando | FL | Carl Atkinson; Frank Rodriguez | 55 | \$1,293,726,986 | 49,657 | - | - | \$517,072,676 | 29,317 | \$139,984,453 | 20,407 | \$132,806,375 | \$119,486,945 | \$6,230,421 | \$132,115,538 | 99,381 | \$2,341,423,394 | |
| 18 | The Suburban Collection | Troy | MI | David T. Fischer | 40 | \$1,393,604,955 | 36,785 | \$113,616,049 | 3,889 | \$395,314,096 | 22,240 | \$69,974,612 | 7,393 | \$64,536,249 | \$76,408,876 | \$35,674,822 | \$145,102,068 | 70,307 | \$2,294,231,727 | |
| 19 | David Wilson Automotive Group | Orange | CA | David W. Wilson | 14 | \$1,482,802,002 | 46,141 | - | - | \$370,565,246 | 16,360 | \$100,590,321 | 12,647 | \$75,974,919 | \$108,669,808 | - | \$110,189,968 | 75,148 | \$2,248,792,264 | |
| 20 | Jim Koons Automotive Group | Vienna | VA | Jim Koons | 16 | \$1,243,843,318 | 34,310 | - | - | \$393,569,222 | 22,100 | \$99,346,770 | 12,246 | \$115,482,121 | \$94,888,547 | \$22,115,419 | \$121,618,777 | 68,656 | \$2,090,864,174 | |
| 21 | Keyes Automotive Group | Van Nuys | CA | Howard Keyes; Howard Tenenbaum | 15 | \$1,326,939,988 | 35,603 | - | - | \$364,246,577 | 15,744 | \$84,077,270 | 7,680 | \$88,843,243 | \$93,499,778 | \$1,832,570 | \$120,276,608 | 59,027 | \$2,079,716,034 | |
| 22 | Napleton Automotive Group | Oakbrook Terrace | IL | Edward F. Napleton | 43 | \$948,881,182 | 27,900 | \$212,237,828 | 7,599 | \$434,454,541 | 21,811 | \$98,784,094 | 13,173 | \$61,283,659 | \$81,475,607 | \$1,804,768 | \$100,056,056 | 70,483 | \$1,938,977,735 | |
| 23 | West Herr Automotive Group | Orchard Park | NY | Scott Bieler | 22 | - | 30,900 | - | 282 | - | 21,330 | - | 24,374 | - | - | - | - | 76,886 | \$1,921,665,343 | |
| 24 | Mac Haik Auto Group | Houston | TX | Mac Haik | 16 | \$1,011,979,385 | 25,584 | \$117,746,480 | 2,984 | \$415,480,810 | 20,719 | \$88,390,995 | 8,309 | \$63,808,664 | \$60,195,738 | \$19,855,287 | \$139,054,424 | 57,596 | \$1,916,511,783 | |
| 25 | Braman Automotive Group | Miami | FL | Norman Braman | 11 | \$1,027,834,256 | 22,382 | - | - | \$381,201,489 | 10,989 | \$128,342,389 | 8,347 | \$33,248,406 | \$121,874,560 | \$21,491,858 | \$144,657,486 | 41,718 | \$1,858,650,444 | |
| 26 | Serra Automotive | Grand Blanc | MI | Joseph O. Serra | 33 | \$1,061,878,245 | 30,251 | \$426,639 | 12 | \$438,173,872 | 26,514 | \$40,246,716 | 6,062 | \$59,264,509 | \$68,904,529 | \$28,076,276 | \$83,062,170 | 62,839 | \$1,780,032,956 | |
| 27 | Victory Automotive Group | Canton | MI | Jeffrey E. Cappo | 38 | \$1,041,492,679 | 35,915 | - | - | \$357,949,383 | 19,400 | \$94,307,266 | 14,876 | \$55,999,900 | \$89,297,663 | \$6,002,028 | \$115,210,797 | 70,191 | \$1,760,259,716 | |
| 28 | Findlay Automotive Group | Henderson | NV | Cliff Findlay; Tyler Corder | 31 | \$989,996,401 | 27,674 | \$7,714,618 | 255 | \$345,419,799 | 15,913 | \$108,368,423 | 10,617 | \$76,529,135 | \$91,861,469 | \$1,177,118 | \$104,402,591 | 54,459 | \$1,725,469,554 | |
| 29 | Earnhardt Auto Centers | Chandler | AZ | Hal J. Earnhardt | 23 | \$1,088,537,442 | 33,956 | - | - | \$289,433,044 | 14,980 | \$80,884,429 | 12,542 | \$58,394,259 | \$76,260,217 | \$4,106,496 | \$113,432,362 | 61,478 | \$1,711,048,249 | |
| 30 | RML Automotive | Lewisville | TX | Robert Johnson; Franklin McLarty; Thomas McLarty | 30 | - | 27,284 | - | - | - | 18,093 | - | 14,702 | - | - | - | - | 60,079 | \$1,641,768,702 | |
| 31 | Ganley Auto Group | Brecksville | OH | Ken Ganley; Thomas Ganley | 27 | \$926,619,122 | 28,189 | \$4,709,212 | 147 | \$400,777,036 | 16,871 | \$87,122,188 | 12,193 | \$58,355,416 | \$49,890,287 | \$12,766,196 | \$80,652,023 | 57,400 | \$1,620,891,480 | |
| 32 | Open Road Auto Group | Bridgewater | NJ | W. Rodman Ryan | 21 | - | 17,745 | - | - | - | 9,623 | - | 5,381 | - | - | - | - | 32,749 | \$1,579,144,178 | |
| 33 | Ray Catena Auto Group | Edison | NJ | Raymond Catena | 15 | \$1,094,693,624 | 20,506 | - | - | \$235,194,351 | 6,074 | \$68,466,921 | 4,560 | \$9,369,461 | \$70,960,949 | - | \$72,749,162 | 31,140 | \$1,551,434,468 | |
| 34 | Chapman Automotive Group | Chandler | AZ | Jerry B. Chapman | 22 | \$694,839,203 | 19,003 | \$3,958,707 | 79 | \$352,528,974 | 17,169 | \$156,814,089 | 16,559 | \$75,045,130 | \$78,326,190 | \$17,421,673 | \$117,912,750 | 52,810 | \$1,496,846,716 | |
| 35 | Sheehy Auto Stores | Fairfax | VA | Vincent A. Sheehy | 21 | \$802,271,195 | 24,776 | \$34,653,943 | 1,193 | \$379,897,837 | 20,768 | \$34,873,192 | 7,444 | \$55,191,029 | \$84,520,274 | \$1,239,619 | \$98,733,823 | 54,181 | \$1,491,380,912 | |
| 36 | Performance Automotive Network | Fairfield | OH | Michael Dever | 17 | \$688,797,035 | 21,700 | \$9,388,389 | 287 | \$394,354,313 | 22,739 | \$62,412,989 | 7,888 | \$48,696,316 | \$69,451,785 | \$9,872,080 | \$70,084,052 | 52,614 | \$1,353,056,959 | |
| 37 | Kahlig Auto Group | San Antonio | TX | Clarence Kahlig | 12 | - | 16,700 | - | 610 | - | 13,954 | - | - | - | - | - | - | 31,264 | \$1,329,115,600 | |
| 38 | Potamkin Automotive Group | Miami Lakes | FL | Alan Potamkin; Robert Potamkin | 26 | - | 24,475 | - | - | - | 9,801 | - | 7,119 | - | - | - | - | 41,395 | \$1,322,279,900 | |
| 39 | Jeff Wyler Automotive Family | Milford | OH | Jeffrey L. Wyler | 17 | \$698,601,483 | 21,414 | \$33,455,392 | 1,066 | \$327,894,742 | 15,493 | \$63,000,247 | 8,938 | \$60,282,339 | \$41,657,216 | \$21,098,323 | \$56,408,189 | 46,911 | \$1,302,397,931 | |
| 40 | Darcars Automotive Group | Silver Spring | MD | John R. Darvish | 22 | - | 21,953 | - | - | - | 12,027 | - | 8,647 | - | - | - | - | 42,627 | \$1,294,565,289 | |
| 41 | Summit Automotive Partners | Centennial | CO | William Carmichael | 16 | - | 20,616 | - | 4,740 | - | 13,311 | - | 7,368 | - | - | - | - | 46,035 | \$1,259,655,363 | |
| 42 | Rusnak Auto Group | Pasadena | CA | Paul Rusnak; Victoria Rusnak | 12 | \$790,536,663 | 13,540 | - | - | \$211,029,762 | 4,907 | \$49,324,923 | 2,537 | \$26,481,129 | \$49,738,748 | - | \$80,057,418 | 20,984 | \$1,207,168,643 | |
| 43 | Galpin Motors | North Hills | CA | Herbert F. Boeckmann II | 7 | - | 24,408 | - | 1,065 | - | 6,282 | - | 5,366 | - | - | - | - | 37,121 | \$1,167,009,281 | |
| 44 | Premier Automotive | New Orleans | LA | Troy Duhon | 22 | - | 20,017 | - | 286 | - | 14,298 | - | 6,295 | - | - | - | - | 40,896 | \$1,160,851,831 | |
| 45 | Priority Automotive Group | Chesapeake | VA | Dennis Ellmer | 19 | - | 21,011 | - | - | - | 13,105 | - | 6,431 | - | - | - | - | 40,547 | \$1,114,594,749 | |
| 46 | Zeigler Auto Group | Kalamazoo | MI | Harold J. Zeigler; Aaron J. Zeigler | 23 | \$522,484,730 | 15,090 | - | - | \$307,438,241 | 15,458 | \$50,135,508 | 5,683 | \$65,974,170 | \$52,291,892 | - | \$85,250,452 | 36,231 | \$1,083,574,993 | |
| 47 | Rick Case Automotive Group | Sunrise | FL | Rick Case | 16 | \$637,690,446 | 21,913 | - | - | \$288,516,158 | 20,611 | - | - | \$36,591,881 | \$41,018,536 | \$9,025,894 | \$69,112,367 | 42,524 | \$1,081,955,282 | |
| 48 | Bergstrom Automotive | Neenah | WI | John F. Bergstrom | 28 | \$519,642,537 | 13,232 | \$29,625,627 | 896 | \$278,270,393 | 12,830 | \$68,174,734 | 7,971 | \$39,957,865 | \$48,488,326 | \$15,886,203 | \$71,375,404 | 34,929 | \$1,071,421,089 | |
| 49 | John Eagle Auto Group | Dallas | TX | John Eagle | 11 | - | 16,305 | - | - | - | 12,080 | - | 4,950 | - | - | - | - | 33,335 | \$1,064,552,965 | |
| 50 | Ed Morse Automotive Group | Delray Beach | FL | Edward J. Morse, III; Edward J. Morse, Jr. | 10 | \$365,580,117 | 10,054 | \$419,509,073 | 11,980 | \$112,798,158 | 5,306 | \$34,456,314 | 3,792 | \$20,609,707 | \$37,134,732 | \$11,787,291 | \$49,769,957 | 31,132 | \$1,051,645,349 | |
| 51 | Bob Rohrman Auto Group | Lafayette | IN | Robert V. Rohrman | 30 | \$598,789,250 | 18,940 | - | - | \$ | | | | | | | | | | |



WARDSAUTO 2018 MEGADEALER 100

© Copyright 2018, WardsAuto, a division of Informa. Redistribution prohibited. Commercial references to the WardsAuto lists are prohibited without the prior written permission of WardsAuto Group. List is published annually, based on previous year's numbers. Data is based on survey results, public records and published materials.



| Rank | Megadealer Group Name | City | ST | Executive(s) | Total Dealer-ships | New Retail Revenue | New Retail Units | Fleet Revenue | Fleet Units | Used Retail Revenue | Used Retail Units | Wholesale Revenue | Wholesale Units | Finance & Insurance Revenue | Service Revenue | Body Shop Revenue | Parts & Accessories Revenue | Total Units | Total Revenue |
|------|---|------------------|----|---|--------------------|--------------------|------------------|---------------|-------------|---------------------|-------------------|-------------------|-----------------|-----------------------------|-----------------|-------------------|-----------------------------|-------------|---------------|
| 53 | Ron Tonkin Family of Dealerships | Liberty Lake | WA | Ryan Gee; Brad Tonkin; Ed Tonkin; Ron Tonkin | 19 | \$430,049,281 | 13,858 | \$9,106,189 | 324 | \$196,798,340 | 10,471 | \$121,001,645 | 7,758 | \$51,334,142 | \$35,995,696 | \$4,130,939 | \$114,203,999 | 32,411 | \$962,620,231 |
| 54 | Rosenthal Automotive | Reston | VA | Robert Rosenthal | 11 | - | 12,441 | - | - | - | 10,375 | - | - | - | - | - | - | 22,816 | \$959,791,079 |
| 55 | Red McCombs Automotive Group | San Antonio | TX | Marsha M. Shields; Gary V. Woods | 7 | \$525,499,000 | 14,836 | - | - | \$244,454,000 | 12,334 | - | - | \$53,555,000 | \$49,063,000 | \$11,585,000 | \$74,348,000 | 27,170 | \$958,504,000 |
| 56 | Corwin Automotive Group | Fargo | ND | Timothy F. Corwin | 11 | \$484,500,000 | 12,010 | - | - | \$306,000,000 | 15,567 | - | 2,958 | \$41,000,000 | \$36,800,000 | \$7,800,000 | \$48,500,000 | 30,535 | \$924,600,000 |
| 57 | Wilde Automotive Group | Waukesha | WI | Mark Wilde; Patrick Donahue; Sharon Bloom; Dean Palmer; Jorge Hidalgo | 7 | \$442,554,194 | 13,176 | - | - | \$251,703,474 | 13,620 | \$35,398,937 | 6,240 | \$29,730,327 | \$47,718,131 | - | \$45,116,924 | 33,036 | \$852,221,987 |
| 58 | Ken Page Auto Group | Coral Springs | FL | Kenneth E. Page | 12 | \$551,317,150 | 22,641 | \$11,458,941 | 544 | \$129,056,478 | 7,919 | \$35,960,510 | 5,455 | \$36,967,286 | \$37,193,533 | - | \$49,211,376 | 36,559 | \$851,165,274 |
| 59 | Future Automotive Group | Roseville | CA | G. Steven Pleau | 8 | \$406,245,923 | 11,434 | \$56,343,628 | 1,584 | \$163,244,936 | 7,564 | \$67,272,653 | 6,164 | \$33,748,013 | \$50,110,912 | - | \$58,313,098 | 26,746 | \$835,279,163 |
| 60 | Boucher Group | Greenfield | WI | Gordon Boucher; Frank Boucher | 18 | \$426,289,000 | 12,113 | \$16,833,000 | 533 | \$205,981,000 | 10,990 | \$47,252,000 | 6,809 | \$35,981,000 | \$39,015,000 | \$5,662,000 | \$56,687,000 | 30,445 | \$833,700,000 |
| 61 | Ancira Enterprises | San Antonio | TX | Ernesto Ancira | 10 | \$383,020,880 | 11,233 | \$174,858,799 | 6,438 | \$113,531,682 | 5,891 | \$43,194,395 | 4,048 | \$37,421,490 | \$28,569,339 | \$5,540,252 | \$41,358,616 | 27,610 | \$827,495,453 |
| 62 | Anderson Automotive Group | Raleigh | NC | Fred H. Anderson | 9 | \$446,866,628 | 14,867 | - | - | \$211,111,009 | 11,542 | \$24,969,997 | 6,120 | \$38,199,132 | \$42,402,976 | - | \$49,153,763 | 32,529 | \$812,703,505 |
| 63 | Fox Motors | Grand Rapids | MI | Daniel G. DeVos | 23 | \$427,333,737 | 12,048 | \$44,393,629 | 1,015 | \$182,472,731 | 10,250 | \$29,955,293 | 3,888 | \$20,866,175 | \$37,743,495 | \$10,143,657 | \$59,086,504 | 27,201 | \$811,995,221 |
| 64 | Servco Pacific | Honolulu | HI | Mark Fukunaga; Patrick Ching; Eric Fukunaga | 9 | \$522,011,761 | 15,337 | \$43,954,106 | 2,069 | \$102,655,503 | 7,045 | \$12,129,234 | 2,730 | \$21,215,309 | \$36,089,821 | \$1,071,869 | \$68,754,002 | 27,181 | \$807,881,605 |
| 65 | Cardinale Automotive Group | Seaside | CA | Joseph Cardinale; Thomas Cardinale | 22 | \$357,695,853 | 12,746 | - | - | \$310,188,122 | 17,759 | - | - | \$57,417,943 | \$38,886,499 | - | \$41,722,711 | 30,505 | \$805,911,128 |
| 66 | Phil Long Dealerships | Colorado Springs | CO | Gerald Cimino | 14 | \$374,397,619 | 9,140 | \$25,586,695 | 782 | \$188,423,985 | 8,749 | \$80,734,996 | 6,646 | \$27,840,838 | \$34,465,027 | \$4,477,253 | \$49,382,717 | 25,317 | \$785,309,130 |
| 67 | Reagor Dykes Auto Group | Lubbock | TX | Bart Reagor | 21 | \$300,353,796 | 6,718 | - | - | \$442,164,685 | 17,068 | - | - | \$8,784,251 | \$11,083,100 | \$7,525,386 | \$10,907,252 | 23,786 | \$780,818,470 |
| 68 | Bob Moore Auto Group | Oklahoma City | OK | P. Mark Moore | 14 | \$329,987,502 | 7,671 | \$40,123,116 | 988 | \$247,260,160 | 10,178 | \$36,920,961 | 3,536 | \$43,452,021 | \$33,153,781 | \$10,463,011 | \$38,432,203 | 22,373 | \$779,792,755 |
| 69 | Piercey Automotive Group | Irvine | CA | William R. Piercey | 6 | \$511,972,162 | 19,094 | - | - | \$114,791,410 | 6,559 | \$22,767,713 | 3,864 | \$32,961,847 | \$43,291,287 | \$8,239,585 | \$37,564,629 | 29,517 | \$771,588,633 |
| 70 | Ray Skillman Auto Group | Indianapolis | IN | Ray Skillman | 14 | \$337,082,531 | 10,461 | \$2,725,058 | 60 | \$234,890,183 | 13,298 | \$64,600,463 | 8,117 | \$40,208,449 | \$31,849,608 | \$8,407,720 | \$42,259,707 | 31,936 | \$762,023,719 |
| 71 | Mullinax Automotive | Apopka | FL | Gerald Mullinax; Lawrence Mullinax; Ed Mullinax | 7 | \$355,620,227 | 9,456 | \$32,415,960 | 974 | \$253,241,359 | 13,286 | \$31,823,903 | 3,827 | \$20,401,719 | \$20,329,663 | \$2,955,963 | \$33,411,789 | 27,543 | \$750,200,583 |
| 72 | Fitzgerald Auto Malls | Rockville | MD | John J. Fitzgerald | 12 | \$380,663,000 | 12,880 | \$10,044,000 | 178 | \$150,632,000 | 9,561 | \$11,024,000 | 2,709 | \$25,558,000 | \$49,252,000 | \$5,440,000 | \$91,670,000 | 25,328 | \$724,283,000 |
| 73 | Huffines Auto Dealerships | Plano | TX | S. Ray Huffines | 9 | \$357,310,008 | 11,070 | \$32,223,356 | 883 | \$134,041,868 | 6,407 | \$44,749,006 | 4,924 | \$27,258,202 | \$26,766,320 | \$10,787,249 | \$70,971,520 | 23,284 | \$704,107,529 |
| 74 | The Hertrich Family Of Automobile Dealerships | Seaford | DE | Frederick W. Hertrich | 19 | \$298,496,800 | 8,695 | \$101,812,373 | 3,846 | \$152,543,783 | 7,436 | \$64,507,466 | 6,535 | \$16,686,488 | \$25,097,412 | \$9,725,704 | \$27,188,863 | 26,512 | \$696,058,889 |
| 75 | Gillman Auto Group | Houston | TX | Stacey Gillman Wimbish; Jason R. Gillman | 10 | \$418,682,486 | 13,691 | - | - | \$143,712,216 | 8,436 | \$28,784,606 | 3,313 | \$27,287,702 | \$33,605,320 | \$3,494,435 | \$39,573,448 | 25,440 | \$695,140,213 |
| 76 | Blaise Alexander Family Dealerships | Muncy | PA | Blaise Alexander | 15 | \$318,200,113 | 8,928 | - | - | \$213,269,231 | 9,163 | \$37,635,747 | 7,203 | \$21,197,661 | \$23,293,101 | \$5,373,453 | \$27,081,721 | 25,294 | \$646,051,027 |
| 77 | Byers Auto Group | Columbus | OH | George W. Byers | 8 | \$310,244,579 | 8,696 | \$43,390,270 | 1,810 | \$135,344,983 | 7,214 | \$56,928,507 | 5,629 | \$22,140,115 | \$22,622,075 | \$7,919,426 | \$40,333,116 | 23,349 | \$638,923,071 |
| 78 | The Niello Company | Sacramento | CA | Richard L. Niello; David F. Niello; Roger W. Niello; Martin Camsey | 13 | \$270,980,116 | 5,375 | - | - | \$203,402,041 | 6,455 | \$37,128,632 | 3,432 | \$28,819,576 | \$39,980,944 | \$2,636,817 | \$55,413,864 | 15,262 | \$638,361,990 |
| 79 | Warren Henry Auto Group | Miami | FL | Warren Henry Zinn; Erik Day | 6 | \$335,509,037 | 4,862 | \$46,291,064 | 851 | \$100,955,931 | 2,098 | \$52,184,035 | 1,996 | \$7,343,590 | \$15,344,280 | - | \$32,285,311 | 9,807 | \$589,913,248 |
| 80 | Phil Smith Automotive Group | Lighthouse Point | FL | Michael Dayhoff; Phillip Smith | 18 | \$339,237,979 | 10,084 | \$1,832,807 | 61 | \$96,614,497 | 5,066 | \$38,601,951 | 4,146 | \$13,144,179 | \$24,666,802 | \$4,601,202 | \$53,174,757 | 19,357 | \$571,874,174 |
| 81 | Holler - Classic Automotive Group | Winter Park | FL | Judi Holler | 7 | \$233,052,408 | 8,405 | - | - | \$142,748,856 | 8,697 | \$61,714,585 | 7,824 | \$8,307,917 | \$20,980,508 | - | \$25,496,450 | 24,926 | \$492,300,724 |
| 82 | Criswell Automotive | Gaithersburg | MD | Harry E. Criswell | 11 | \$308,002,693 | 8,309 | \$12,810,629 | 464 | \$73,777,562 | 3,317 | \$14,890,413 | 2,165 | \$19,785,575 | \$17,339,789 | \$1,940,042 | \$22,791,207 | 14,255 | \$471,337,910 |
| 83 | Mike Shaw Automotive Group | Denver | CO | Michael J. Shaw | 8 | \$251,038,498 | 8,349 | - | - | \$147,126,135 | 7,084 | - | - | \$24,281,166 | \$21,833,124 | - | \$22,188,843 | 15,433 | \$466,467,766 |
| 84 | Hoffman Auto Group | East Hartford | CT | Jeffrey Hoffman; I. Bradley Hoffman | 11 | \$217,562,397 | 5,216 | - | - | \$91,208,246 | 2,972 | - | 2,236 | \$13,542,294 | \$24,542,832 | \$13,688,879 | \$37,993,421 | 10,424 | \$398,538,069 |
| 85 | Murgado Automotive Group | Miami | FL | Mario Murgado | 8 | \$216,559,966 | 6,498 | - | - | \$87,386,729 | 3,128 | \$25,058,807 | 2,063 | \$12,461,008 | \$15,526,739 | - | \$12,960,276 | 11,689 | \$369,953,525 |
| 86 | Betten Baker | Muskegon | MI | Bryan Betten; Chris Baker | 11 | \$182,553,449 | 5,078 | - | - | \$122,632,126 | 7,502 | \$11,592,450 | 2,426 | \$13,276,616 | \$12,272,023 | \$3,251,642 | \$17,688,169 | 15,006 | \$363,266,475 |
| 87 | Stewart Management Group | Harper Woods | MI | Gordon L. Stewart | 4 | \$205,540,358 | 6,674 | \$8,973,864 | 322 | \$71,524,533 | 3,769 | \$11,420,394 | 1,979 | \$11,715,165 | \$13,522,073 | \$3,894,867 | \$23,538,052 | 12,744 | \$350,129,306 |
| 88 | Don Davis Auto Group | Arlington | TX | Robert Howard | - | \$196,989,354 | 5,459 | - | - | \$80,769,143 | 4,350 | - | - | \$8,951,047 | \$17,886,321 | \$5,667,198 | \$21,369,278 | 9,809 | \$331,632,341 |
| 89 | Hitchcock Automotive Resources | City of Industry | CA | Frederick E. Hitchcock | 3 | \$188,283,443 | 6,618 | - | - | \$60,160,478 | 3,397 | \$11,660,428 | 1,652 | \$17,837,544 | \$19,333,749 | \$3,974,887 | \$30,111,326 | 11,667 | \$331,361,855 |
| 90 | Noarus Auto Group | Garden Grove | CA | Norris J. Bishton | 4 | \$194,469,911 | 7,042 | - | - | \$51,647,765 | 2,736 | \$15,221,685 | 1,903 | \$14,586,565 | \$19,446,587 | \$2,434,305 | \$30,338,101 | 11,681 | \$328,144,919 |
| 91 | Voss Auto Network | Centerville | OH | John Voss; Craig Voss; Brad Voss | 7 | \$174,056,955 | 5,211 | - | - | \$87,517,416 | 4,777 | \$8,989,343 | 1,641 | \$9,583,154 | \$14,106,144 | \$12,763,184 | \$18,807,908 | 11,629 | \$325,824,104 |
| 92 | Russell & Smith Auto Group | Houston | TX | Michael G. Smith; Charles M. Smith; Willilam C. Smith | 3 | \$144,960,326 | 5,049 | \$12,818,765 | 327 | \$38,942,726 | 2,345 | \$12,589,345 | 1,373 | \$7,926,433 | \$12,848,965 | \$5,473,438 | \$75,323,382 | 9,094 | \$310,883,380 |
| 93 | Soave Automotive Group | Merriam | KS | Anthony Soave | 3 | \$111,837,000 | 1,698 | \$73,000,000 | 1,770 | \$49,683,000 | 1,572 | \$30,445,000 | 742 | \$4,286,000 | \$12,277,000 | - | \$20,997,000 | 5,782 | \$302,525,000 |
| 94 | AutoFocus | Stockton | CA | Jerry G. Brassfield | 5 | \$169,304,249 | 6,043 | - | - | \$48,429,904 | 2,748 | \$7,574,218 | 1,087 | \$14,234,644 | \$25,565,215 | - | \$25,648,026 | 9,878 | \$290,756,256 |
| 95 | Martin Management Group | Bowling Green | KY | Chadwick Martin; Gail Martin; Blake Lintelman | 13 | \$163,907,026 | 5,929 | - | - | \$52,085,274 | 3,646 | \$12,938,354 | 1,964 | \$12,866,311 | \$11,780,238 | \$4,101,214 | \$22,278,191 | 11,539 | \$279,956,608 |
| 96 | Bob Baker Auto Group | Rancho Santa Fe | CA | Chris Baker; Robert H. Baker | 4 | \$175,273,258 | 5,578 | - | - | \$40,983,755 | 1,928 | \$13,254,488 | 1,836 | \$9,803,968 | \$10,524,944 | \$837,237 | \$10,927,486 | 9,342 | \$261,605,136 |
| 97 | Kelly Car & Truck Center | Emmaus | PA | Gregory H. Kelly; Robert P. Kelly | 5 | \$123,018,093 | 3,780 | - | - | \$58,930,150 | 3,588 | \$6,327,550 | 1,602 | \$9,410,213 | \$11,680,548 | \$1,889,833 | \$11,656,157 | 8,970 | \$222,912,544 |
| 98 | D&D Sweeney Auto Group | Youngstown | OH | Douglas V. Sweeney | 2 | \$136,699,181 | 4,318 | \$551,579 | 17 | \$29,783,698 | 1,713 | \$10,346,201 | 1,364 | \$5,700,189 | \$5,849,227 | - | \$19,698,220 | 7,412 | \$208,628,295 |
| 99 | Community Auto Group | Baytown | TX | Roger Elswick | 3 | \$84,201,000 | 2,933 | - | - | \$29,592,000 | 1,283 | - | - | \$9,073,000 | \$5,373,000 | \$1,203,000 | \$6,193,000 | 4,216 | \$135,635,000 |
| 100 | Arlington Automotive Group | Palatine | IL | Gary Vicari | 1 | \$47,048,334 | 1,609 | \$9,772,916 | 401 | \$32,612,193 | 1,997 | \$1,468,884 | 534 | \$3,647,829 | \$6,282,577 | \$3,062,301 | \$8,767,699 | 4,541 | \$112,662,733 |