

Car and light-truck franchises in the U.S.

	Jan. 1, 2016	Jan. 1, 2015	Unit change
Aston Martin	37	37	—
BMW	339	339	—
Mini	124	122	2
Rolls-Royce	36	36	—
BMW Group	499	497	2
Alfa Romeo	131	88	43
Chrysler	2,342	2,323	19
Dodge	2,341	2,324	17
Fiat	209	217	(8)
Jeep	2,325	2,302	23
Ram	2,343	2,325	18
FCA US	9,691	9,579	112
Ferrari	38	36	2
Maserati	109	99	10
Fiat Chrysler	9,838	9,714	124
Mercedes-Benz	373	366	7
Smart	90	90	—
Daimler AG	463	456	7
Ford	3,097	3,105	(8)
Lincoln	897	908	(11)
Ford Motor Co.	3,994	4,013	(19)
Buick	2,050	2,058	(8)
Cadillac	925	928	(3)
Chevrolet	3,017	3,024	(7)
GMC	1,731	1,737	(6)
General Motors	7,723	7,747	(24)
Acura	273	273	—
Honda	1,045	1,044	1
American Honda	1,318	1,317	1
Hyundai	837	829	8
Kia	770	770	—
Hyundai-Kia	1,607	1,599	8
Jaguar	162	164	(2)
Land Rover	168	167	1
Jaguar Land Rover	330	331	(1)
Lotus	51	43	8
Mazda	635	640	(5)
Mitsubishi	360	373	(13)
Infiniti	207	207	—
Nissan	1,075	1,071	4
Nissan Motor	1,282	1,278	4
Subaru	625	625	—
Lexus	236	235	1
Toyota/Scion	1,238	1,236	2
Scion†	1,006	1,003	3
Toyota Motor	1,474	1,471	3
Audi	288	283	5
Bentley	44	45	(1)
Lamborghini	31	29	2
Porsche	186	189	(3)
VW	653	651	2
VW Group	1,202	1,197	5
Volvo	296	296	—
U.S. badged	21,068	21,034	34
Import-badged	10,666	10,600	66
TOTAL	31,734	31,634	100

†Included in Toyota Division
Source: Automotive News

Car and light-truck dealerships in the U.S.

	Jan. 1, 2016	Jan. 1, 2015
General Motors	4,245	4,267
Ford Motor Co.	3,238	3,247
FCA US (domestic)	2,425	2,408
Total U.S.-badged	9,908	9,922
Import-badged	7,374	7,321
exclusives	7,374	7,321
Import-only duals	776	757
Total light-vehicle dealerships	18,058	18,000

Source: Automotive News

Exclusive outlets

U.S. dealerships handling only the designated brand on Jan. 1, 2016

U.S.-badged		
Brand	Exclusives within parent corp.	Total franchises
Buick	21	2,050
Cadillac	148	925
Chevrolet	1,471	3,017
GMC	55	1,731
General Motors	1,695	7,723
Ford	2,341	3,097
Lincoln	141	897
Ford Motor Co.	2,482	3,994
Chrysler	2	2,342
Dodge	—	2,341
Jeep	13	2,325
Ram	—	2,343
FCA US (domestic brands)	15	9,351
Total Detroit 3-badged	4,192	21,068
<i>Year-ago total</i>	<i>4,191</i>	<i>21,034</i>

Import-badged

Brand	Exclusives	Total franchises
Toyota/Scion	1,053	1,238
Honda	951	1,045
Nissan	922	1,075
Hyundai	642	837
Kia	570	770
Volkswagen	398	653
Subaru	396	625
Mazda	349	635
BMW	246	339
Acura	243	273
Mercedes-Benz	226	373
Lexus	219	236
Audi	187	288
Mitsubishi	183	360
Infiniti	179	207
Volvo	179	296
Mini	100	124
Fiat	87	209
Porsche	87	186
Land Rover	49	168
Maserati	38	109
Jaguar	19	162
Ferrari	14	38
Aston Martin	12	37
Alfa Romeo	9	131
Lamborghini	7	31
Lotus	6	51
Bentley	3	44
Rolls-Royce	—	36
Smart	—	90
Total import-badged	7,374	10,666
<i>Year-ago import-badged</i>	<i>7,321</i>	<i>10,600</i>

Total exclusives 11,566 31,734
(Detroit 3 and imports)
Year-ago total exclusives 11,512 31,634

Source: Automotive News

A decade of U.S. dealerships

Jan. 1	Total light-vehicle dealerships	Numerical change from previous year	Year-to-year percent change
2016	18,058	58	0.3%
2015	18,000	125	0.7%
2014	17,875	115	0.6%
2013	17,760	-98	-0.5%
2012	17,858	205	1.2%
2011	17,653	-954	-5.1%
2010	18,607	-1,846	-9.0%
2009	20,453	-1,008	-4.7%
2008	21,461	-300	-1.4%
2007	21,761	-328	-1.5%

Source: Automotive News

U.S. new-car and light-truck sales per franchise, 2015 vs. 2014

	Car 2015	Car 2014	Unit change	Truck 2015	Truck 2014	Unit change	Total 2015	Total 2014	Unit change	Percent change
Toyota/Scion	915	926	-11	827	744	83	1,742	1,670	72	4.3%
Lexus	727	741	-14	737	584	153	1,464	1,325	139	10.5%
Honda	725	760	-35	624	556	68	1,349	1,316	33	2.5%
Nissan	698	741	-43	562	450	112	1,260	1,191	69	5.8%
BMW	679	677	2	341	325	16	1,020	1,002	18	1.8%
Mercedes-Benz	555	583	-28	454	396	58	1,009	979	30	3.1%
Subaru	266	230	36	666	595	71	932	825	107	13.0%
Hyundai	696	690	6	218	188	30	914	878	36	4.1%
Kia	544	546	-2	268	208	60	812	754	58	7.7%
Ford	245	245	0	562	519	43	807	764	43	5.6%
Audi	403	400	3	305	246	59	708	646	62	9.6%
Chevrolet	254	291	-37	450	380	70	704	671	33	4.9%
Acura	249	209	40	400	403	-3	649	612	37	6.0%
Infiniti	313	317	-4	332	253	79	645	570	75	13.2%
Volkswagen	470	517	-47	66	51	15	536	568	-32	-5.6%
Mazda	274	277	-3	227	203	24	501	480	21	4.4%
Mini	340	277	63	136	187	-51	476	464	12	2.6%
Land Rover	—	—	—	421	308	113	421	308	113	36.7%
Jeep	—	—	—	374	302	72	374	302	72	23.8%
GMC	—	—	—	322	288	34	322	288	34	11.8%
Porsche	116	125	-9	160	124	36	276	249	27	10.8%
Mitsubishi	107	88	19	153	116	37	260	204	56	27.5%
Volvo	105	110	-5	131	77	54	236	187	49	26.2%
Dodge	107	122	-15	114	126	-12	221	248	-27	-10.9%
Ram	—	—	—	212	203	9	212	203	9	4.4%
Fiat	118	156	-38	81	57	24	199	213	-14	-6.6%
Cadillac	76	93	-17	113	90	23	189	183	6	3.3%
Chrysler	99	74	25	40	60	-20	139	134	5	3.7%
Lincoln	42	46	-4	70	57	13	112	103	9	8.7%
Maserati	112	149	-37	—	—	—	112	149	-37	-24.8%
Buick	45	57	-12	63	54	9	108	111	-3	-2.7%
Jaguar	89	96	-7	—	—	—	89	96	-7	-7.3%
Smart	83	115	-32	—	—	—	83	115	-32	-27.8%
Bentley	60	67	-7	—	—	—	60	67	-7	-10.4%
Ferrari	57	57	0	—	—	—	57	57	0	0.0%
Rolls-Royce	32	25	7	—	—	—	32	25	7	28.0%
Aston Martin	28	33	-5	—	—	—	28	33	-5	-15.2%
Lamborghini	25	25	0	—	—	—	25	25	0	0.0%
Alfa Romeo*	6	1	5	—	—	—	6	1	5	—
Lotus	2	4	-2	—	—	—	2	4	-2	-50.0%

*U.S. sales of Alfa Romeo cars were first recorded in Nov. 2014.

Source: Automotive News Data Center