

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

	Jan. 1, 2017	Jan. 1, 2016	Unit change
Aston Martin	37	37	-
BMW	341	339	2
Mini	126	124	2
Rolls-Royce	35	36	(1)
BMW Group	502	499	3
Alfa Romeo	155	131	24
Chrysler	2,363	2,342	21
Dodge	2,358	2,341	17
Fiat	382	209	173
Jeep	2,349	2,325	24
Ram	2,359	2,343	16
FCA US	9,966	9,691	275
Maserati	108	109	(1)
Fiat Chrysler	10,074	9,800	274
Ferrari	37	38	(1)
Ford	3,091	3,097	(6)
Lincoln	883	897	(14)
Ford Motor Co.	3,974	3,994	(20)
Buick	2,042	2,050	(8)
Cadillac	923	925	(2)
Chevrolet	3,000	3,017	(17)
GMC	1,726	1,731	(5)
General Motors	7,691	7,723	(32)
Acura	272	273	(1)
Honda	1,047	1,045	2
American Honda	1,319	1,318	1
Genesis	352	-	352
Hyundai	836	837	(1)
Kia	778	770	8
Hyundai-Kia	1,966	1,607	359
Jaguar	163	162	1
Land Rover	169	168	1
Jaguar Land Rover	332	330	2
Lotus	41	51	(10)
Mazda	607	635	(28)
Mercedes-Benz	379	373	6
Smart	85	90	(5)
Mercedes-Benz USA	464	463	1
Mitsubishi	362	360	2
Infiniti	212	207	5
Nissan	1,080	1,075	5
Nissan Motor	1,292	1,282	10
Subaru	630	625	5
Lexus	237	236	1
Toyota/Scion	1,237	1,238	(1)
Scion†	990	1,006	(16)
Toyota Motor	1,474	1,474	-
Audi	292	288	4
Bentley	45	44	1
Lamborghini	31	31	-
Porsche	188	186	2
VW	651	653	(2)
VW Group	1,207	1,202	5
Volvo	296	296	-
U.S. badged	21,094	21,068	26
Import-badged	11,211	10,666	545
TOTAL	32,305	31,734	571

†Included in Toyota Division
Source: Automotive News Data Center

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

	Jan. 1, 2017	Jan. 1, 2016
General Motors	4,219	4,245
Ford Motor Co.	3,230	3,238
FCA US (domestic)	2,440	2,425
Total U.S.-badged	9,889	9,908
Import-badged exclusives	7,549	7,386
Import-only duals	813	774
Total light-vehicle dealerships	18,251	18,068

Source: Automotive News Data Center

Exclusive outlets

U.S. dealerships handling only the designated brand on Jan. 1, 2017

U.S.-badged		
Brand	Exclusives within parent corp.	Total franchises
Chrysler	1	2,363
Dodge	-	2,358
Jeep	12	2,349
Ram	1	2,359
FCA US (domestic brands)	14	9,429
Ford	2,347	3,091
Lincoln	139	883
Ford Motor Co.	2,486	3,974
Buick	20	2,042
Cadillac	151	923
Chevrolet	1,465	3,000
GMC	55	1,726
General Motors	1,691	7,691
Total Detroit 3-badged	4,191	21,094
<i>Year-ago total</i>	<i>4,192</i>	<i>21,068</i>

Import-badged		
Brand	Exclusives	Total franchises
Toyota/Scion	1,058	1,237
Honda	972	1,047
Nissan	939	1,080
Hyundai	644	836
Kia	603	778
Volkswagen	442	651
Subaru	422	630
Mazda	347	607
BMW	248	341
Acura	244	272
Mercedes-Benz	237	379
Lexus	216	237
Mitsubishi	203	362
Audi	200	292
Infiniti	185	212
Volvo	180	296
Mini	102	126
Porsche	94	188
Fiat	87	382
Land Rover	44	169
Maserati	20	108
Jaguar	16	163
Ferrari	13	37
Aston Martin	12	37
Alfa Romeo	9	155
Lotus	6	41
Bentley	3	45
Lamborghini	3	31
Genesis	-	352
Rolls-Royce	-	35
Smart	-	85
Total import-badged	7,549	11,211
<i>Year-ago import-badged</i>	<i>7,386</i>	<i>10,666</i>
Total exclusives	11,740	32,305
(Detroit 3 and imports)		
<i>Year-ago total exclusives</i>	<i>11,578</i>	<i>31,734</i>

Source: Automotive News Data Center

A decade of U.S. dealerships

Jan. 1	Total light-vehicle dealerships	Numerical change from previous year	Year-to-year percent change
2017	18,251	183	1.0%
2016	18,068	68	0.4%
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%

Source: Automotive News Data Center

U.S. new-car and light-truck sales per franchise, 2016 vs. 2015

	Car 2016	Car 2015	Unit change	Truck 2016	Truck 2015	Unit change	Total 2016	Total 2015	Unit change	Percent change
Toyota/Scion	817	915	-98	894	827	67	1,711	1,742	-31	-1.8%
Honda	738	725	13	674	624	50	1,412	1,349	63	4.7%
Lexus	574	725	-151	824	735	89	1,398	1,460	-62	-4.2%
Nissan	684	698	-14	639	562	77	1,323	1,260	63	5.0%
Mercedes-Benz	483	554	-71	513	454	59	996	1,008	-12	-1.2%
Subaru	252	266	-14	728	666	62	980	932	48	5.2%
BMW	534	679	-145	388	341	47	922	1,020	-98	-9.6%
Hyundai	654	696	-42	264	218	46	918	914	4	0.4%
Kia	527	544	-17	310	268	42	837	812	25	3.1%
Ford	211	245	-34	593	562	31	804	807	-3	-0.4%
Audi	372	403	-31	353	304	49	725	707	18	2.5%
Chevrolet	245	254	-9	452	450	2	697	704	-7	-1.0%
Infiniti	257	313	-56	402	332	70	659	645	14	2.2%
Acura	196	249	-53	395	400	-5	591	649	-58	-8.9%
Volkswagen	422	470	-48	73	66	7	495	536	-41	-7.6%
Mazda	242	274	-32	237	227	10	479	501	-22	-4.4%
Land Rover	-	-	-	437	420	17	437	420	17	4.0%
Mini	315	340	-25	102	136	-34	417	476	-59	-12.4%
Jeep	-	-	-	396	374	22	396	374	22	5.9%
GMC	-	-	-	316	322	-6	316	322	-6	-1.9%
Porsche	105	116	-11	186	160	26	291	276	15	5.4%
Volvo	100	105	-5	179	131	48	279	236	43	18.2%
Mitsubishi	101	107	-6	165	153	12	266	260	6	2.3%
Ram	-	-	-	232	212	20	232	212	20	9.4%
Dodge	87	107	-20	129	114	15	216	221	-5	-2.3%
Cadillac	75	76	-1	109	113	-4	184	189	-5	-2.6%
Maserati	97	112	-15	35	-	35	132	112	20	17.9%
Lincoln	46	42	4	80	70	10	126	112	14	12.5%
Buick	41	45	-4	71	63	8	112	108	4	3.7%
Fiat	61	118	-57	50	81	-31	111	199	-88	-44.2%
Chrysler	47	99	-52	52	40	12	99	139	-40	-28.8%
Jaguar	64	89	-25	30	-	30	94	89	5	5.6%
Smart	71	83	-12	-	-	-	71	83	-12	-14.5%
Ferrari	65	57	8	-	-	-	65	57	8	14.0%
Bentley	38	60	-22	-	-	-	38	60	-22	-36.7%
Lamborghini	34	25	9	-	-	-	34	25	9	36.0%
Rolls-Royce	34	32	2	-	-	-	34	32	2	6.3%
Aston Martin	28	28	-	-	-	-	28	28	-	0.0%
Genesis	20	-	20	-	-	-	20	-	20	-
Alfa Romeo	4	6	-2	-	-	-	4	6	-2	-33.3%
Lotus	4	2	2	-	-	-	4	2	2	100.0%

*U.S. sales of Genesis cars were first recorded in Aug. 2016.

Source: Automotive News Data Center