

# Top 100 dealership groups in the United States

Ranked on 2005 new-vehicle retail sales units

2005 rank	Dealership group	Address	Top executive	Total new retail units	Total used units	Total fleet units	Total units	Total number of dealerships	Group revenue all departments (in dollars)	2004 rank
1	<b>AutoNation Inc.</b> † (954) 769-7000	110 S.E. Sixth St. Fort Lauderdale, FL 33301	Mike Jackson chairman & CEO	<b>391,698</b>	235,313	25,683	652,694	269	\$18,854,374,000	1
2	<b>UnitedAuto Group Inc.</b> † (248) 648-2540	2555 Telegraph Road Bloomfield Hills, MI 48302	Roger Penske chairman & CEO	<b>178,157</b>	81,437	2,964	262,558	N.A.	\$9,451,899,000	2
3	<b>Sonic Automotive Inc.</b> † (704) 566-2400	5401 E. Independence Blvd. Charlotte, NC 28212	O. Bruton Smith chairman & CEO	<b>143,757</b>	68,392	14,363	226,512	159	\$7,343,864,521	3
4	<b>Group 1 Automotive Inc.</b> † (713) 647-5700	950 Echo Lane, Ste. 100 Houston, TX 77024	Earl Hesterberg president & CEO	<b>126,108</b>	68,286	–	194,394	95	\$5,585,734,000	5
5	<b>V.T. Inc.</b> (913) 895-0200	8500 Shawnee Mission Pkwy., Ste. 200 Shawnee Mission, KS 66202	Cecil & Larry Van Tuyl CEOs	<b>124,632</b>	74,458	22,916	222,006	60	\$6,113,455,737	4
6	<b>Asbury Automotive Group</b> † (212) 885-2500	622 Third Avenue, 37th Floor New York, NY 10017	Kenneth Gilman president & CEO	<b>105,521</b>	60,615	7,262	173,398	89	\$5,206,049,531	6
7	<b>Hendrick Automotive Group</b> (704) 568-5550	6000 Monroe Road Charlotte, NC 28212	James Huzl president & CEO	<b>60,191</b>	31,291	4,905	96,387	51	\$3,119,659,799	7
8	<b>Lithia Motors Inc.</b> † (541) 776-6868	360 E. Jackson Medford, OR 97501	Sidney DeBoer chairman & CEO	<b>59,956</b>	43,377	1,104	104,437	94	\$2,935,419,000	8
9	<b>Staluppi Auto Group</b> (561) 844-7148	2010 Avenue B Riviera Beach, FL 33404	John Staluppi & John Staluppi Jr. CEOs	<b>54,279</b>	15,323	61	69,663	22	\$1,789,507,068	9
10	<b>Bill Heard Enterprises Inc.</b> (706) 323-1111	200 Brookstone Centre Parkway Columbus, GA 31904	William Heard president	<b>50,119</b>	32,927	–	83,046	16	\$2,259,802,000	10
11	<b>Larry H. Miller Group of Cos.</b> (801) 563-4105	9350 S. 150 E., Ste. 1000 Sandy, UT 84070	Larry Miller owner	<b>41,805</b>	33,388	5,913	81,106	39	\$2,066,016,202	11
12	<b>Penske Automotive Group</b> (626) 580-6000	3534 N. Peck Road El Monte, CA 91731	Greg Penske president	<b>41,689</b>	7,337	14,270	63,296	7	\$1,798,150,000	12
13	<b>David Wilson Automotive Group</b> (714) 639-6750	1400 N. Tustin Orange, CA 92867	David Wilson president	<b>38,630</b>	25,343	–	63,973	14	\$1,501,821,676	13
14	<b>Planet Automotive Group</b> (305) 774-7690	2333 Ponce De Leon Blvd. Coral Gables, FL 33134	Alan & Robert Potamkin co-chairmen	<b>28,503</b>	12,600	9,076	50,179	22	\$1,309,111,000	15
15	<b>Herb Chambers Cos.</b> (617) 666-8333	259 McGrath Hwy. Somerville, MA 02143	Herb Chambers chairman & president	<b>27,517</b>	10,191	–	37,708	24	\$1,331,439,015	14
16	<b>Darcars Automotive Group</b> (301) 622-0300	P.O. Box 9126 Silver Spring, MD 20916	John Darvish chairman	<b>23,180</b>	12,178	4,340	39,698	18	\$1,057,986,573	17
17	<b>Jim Koons Automotive Cos.</b> (703) 448-7000	2000 Chain Bridge Road Vienna, VA 22182	James Koons chairman	<b>22,730</b>	13,457	–	36,187	15	\$1,003,714,960	16
18	<b>Suburban Collection</b> (248) 519-9700	1795 Maplelawn Troy, MI 48084	David Fischer president & CEO	<b>22,710</b>	6,613	1,015	30,338	28	\$894,361,808	19
19	<b>CarMax Inc.</b> † (804) 747-0422	12800 Tuckahoe Creek Parkway Richmond, VA 23238	Austin Ligon president & CEO	<b>20,870</b>	285,950	–	306,820	67	\$5,332,387,000	20
20	<b>Keyes Automotive Group</b> (818) 907-4456	5855 Van Nuys Blvd. Van Nuys, CA 91401	Howard Keyes president	<b>20,734</b>	8,924	–	29,658	10	\$1,042,859,704	22
21	<b>Fletcher Jones Automotive Group</b> (702) 740-2600	7300 W. Sahara Ave. Las Vegas, NV 89117	Fletcher Jones Jr. president	<b>20,593</b>	9,463	–	30,056	11	\$1,446,332,268	21
22	<b>Rosenthal Automotive Organization</b> (703) 553-4300	1100 S. Glebe Road Arlington, VA 22204	Robert Rosenthal chairman & CEO	<b>20,318</b>	9,032	285	29,635	15	\$1,000,603,484	18

†Publicly held N.A. = Not available

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23	<b>Braman Dealerships</b> (305) 576-1889	2060 Biscayne Blvd. Miami, FL 33137	Norman Braman chairman	19,925	8,264	–	28,189	8	\$1,176,281,105	23
24	<b>Victory Automotive Group</b> 423-586-9657	5496 W. Andrew Johnson Hwy. Morristown, TN 37814	Jeffrey Cappo president	19,495	11,386	–	30,881	19	\$708,506,568	29
25	<b>Rick Case Automotive Group</b> (954) 377-7400	875 N. State Road 7 Fort Lauderdale, FL 33317	Rick Case chairman & CEO	19,299	12,138	189	31,626	12	\$552,753,937	30
26	<b>Ourisman Automotive Group</b> (301) 423-4028	4400 Branch Ave. Marlow Heights, MD 20748	Mandell Ourisman chairman	19,228	6,287	2,760	28,275	14	\$824,467,238	25
27	<b>Germain Motor Co.</b> (614) 416-3377	4130 Morse Crossing Columbus, OH 43219	Stephen Germain president	18,537	11,685	1,180	31,402	15	\$927,712,619	28
28	<b>Holman Enterprises</b> (609) 663-5200	7411 Maple Ave. Pennsauken, NJ 08109	Joseph Holman chairman	18,216	8,913	59,307	86,436	20	\$2,493,362,554	35
29	<b>Ed Morse Automotive Group</b> (800) 336-6773	6363 N.W. 6th Way, Ste. 400 Fort Lauderdale, FL 33309	Edward Morse Jr. president & COO	18,180	8,220	3,950	30,350	18	\$882,525,501	31
30	<b>Bob Rohrman Auto Group</b> (765) 448-1000	701 Sagamore Pkwy. South Lafayette, IN 47905	Robert Rohrman president & owner	17,788	19,964	–	37,752	28	\$780,416,347	33
31	<b>Sheehy Auto Stores</b> (703) 802-3480	10701 Fair Lakes Circle Ste. 250 Fairfax, VA 22033	Vincent Sheehy IV president	17,411	8,526	2,443	28,380	15	\$806,890,000	32
32	<b>Faulkner Organization</b> (215) 364-3980	4437 Street Road Trevose, PA 19053	Faulkner Family owners	17,386	9,712	2,290	29,388	25	\$784,599,427	26
33	<b>Serra Automotive Inc.</b> (810) 694-1720	3118 E. Hill Road Grand Blanc, MI 48439	Joseph Serra president	17,256	9,707	263	27,226	17	\$687,539,074	24
34	<b>Earnhardt Dealer Group</b> (480) 893-0000	7300 W. Orchid Lane Chandler, AZ 85226	Hal Earnhardt III president	16,737	12,124	–	28,861	11	\$740,363,878	39
35	<b>Servco Pacific Inc.</b> (808) 564-1300	P.O. Box 2788 Honolulu, HI 96803	Mark Fukunaga chairman & CEO	16,681	4,146	1,046	21,873	9	\$504,733,200	40
36	<b>West-Herr Automotive Group Inc.</b> (716) 649-7711	3448 McKinley Frwy. Blasdell, NY 14219	Scott Bieler president	16,488	7,467	1,567	25,522	15	\$613,226,832	34
37	<b>Tuttle-Click Automotive Group</b> (949) 598-4800	41 Auto Center Drive Irvine, CA 92618	Robert Tuttle & James Click co-managing partners	16,420	6,625	927	23,972	11	\$707,061,523	36
38	<b>Hitchcock Automotive Resources</b> (626) 839-8401	17340 E. Gale Ave. City of Industry, CA 91748	Frederick Hitchcock Jr. chairman & CEO	16,364	4,614	–	20,978	7	\$650,113,565	42
39	<b>Buchanan Auto Group</b> (941) 364-9500	707 S. Washington Blvd. Sarasota, FL 34236	Vernon Buchanan chairman	16,258	11,541	–	27,799	16	\$699,805,678	27
40	<b>Pohanka Automotive Group</b> (301) 899-7800	4608 St. Barnabas Road Marlow Heights, MD 20748	John Pohanka chairman	16,147	6,535	53	22,735	14	\$869,908,000	37
41	<b>Findlay Automotive Group</b> (702) 558-8888	310 N. Gibson Road Henderson, NV 89014	Cliff Findlay president	15,945	10,893	763	27,601	15	\$860,281,402	44
42	<b>Prestige Automotive Group</b> (734) 483-0322	444 James L. Hart Pkwy Ypsilanti, MI 48197	Gregory Jackson president & CEO	15,625	10,200	36,313	62,138	11	\$1,337,000,000	51
43	<b>Prestige Management Services</b> (201) 265-7800	400 Sette Dr. Paramus, NJ 07652	Joseph Dockery CEO	15,193	2,297	–	17,490	7	\$890,000,000	43
44	<b>Galpin Motors Inc.</b> (818) 787-3800	15505 Roscoe Blvd. North Hills, CA 91343	Herbert Boeckmann II president & owner	15,191	4,771	7,155	27,117	6	\$717,421,350	38
45	<b>Ray Catena Motor Car Corp.</b> (732) 549-6600	910 Route One Edison, NJ 08817	Raymond Catena owner	15,013	2,630	–	17,643	6	\$881,920,349	41

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46	<b>Chapman Automotive Group</b> (480) 970-0740	P.O. Box 12375 Tempe, AZ 85284	Jerry Chapman CEO	15,011	8,795	1,095	24,901	15	\$921,560,637	58
47	<b>Lia Auto Group</b> (518) 489-2111	1258 Central Ave. Albany, NY 12205	William Lia Sr. president	14,500	5,300	78	19,878	17	\$479,000,000	47
48	<b>Piercey Automotive Group</b> (714) 896-9777	13600 Beach Blvd. Westminster, CA 92683	William Piercey chairman	14,410	4,140	–	18,550	5	\$493,785,821	46
49	<b>Bergstrom Automotive</b> (920) 725-4444	One Neenah Center Neenah, WI 54956	John Bergstrom chairman & CEO	14,299	11,136	619	26,054	22	\$775,154,661	45
50	<b>Ryan Automotive LLC</b> (732) 650-1550	200 Carter Drive Edison, NJ 08817	W. Rodman Ryan president & CEO	14,021	3,375	–	17,396	13	\$564,038,000	64
51	<b>Hall Automotive</b> (757) 431-9944	441 Viking Drive Virginia Beach, VA 23452	Kenneth Hall chairman	13,262	7,827	1,911	23,000	17	\$640,388,768	54
52	<b>McCombs Automotive</b> (210) 821-6523	755 E. Mulberry, Ste. 600 San Antonio, TX 78212	Gary Woods president	12,857	9,423	1,653	23,933	8	\$592,297,000	55
53	<b>Burt Automotive Network</b> (303) 789-6700	10301 E. Arapahoe Road Centennial, CO 80112	Lloyd Chavez Jr. CEO and president	12,684	7,916	67,156	87,756	11	\$2,041,589,728	48
54	<b>Jeff Wyler Automotive Family Inc.</b> (513) 752-7450	829 Eastgate S. Drive Cincinnati, OH 45245	Jeffrey Wyler president	12,395	6,017	2,595	21,007	10	\$500,356,166	52
55	<b>Rosatti Auto Group</b> (718) 253-8400	2740 Nostrand Ave. Brooklyn, NY 11210	John Rosatti president	12,381	1,772	–	14,153	5	\$367,129,007	66
56	<b>Wilde Automotive Group</b> (262) 513-2770	1710 A Hwy. 164 Waukesha, WI 53186	Mark Wilde vp	12,201	10,521	–	22,722	8	\$576,762,058	62
57	<b>Gillman Cos.</b> (713) 776-7000	10595 W. Sam Houston Parkway S. Houston, TX 77099	Ramsay Gillman president	12,070	4,329	157	16,556	16	\$421,136,440	60
58	<b>Wolfe Automotive Group</b> (816) 943-6060	1011 W. 103rd St. Kansas City, MO 64114	Jeffrey Wolfe CEO	11,926	6,572	56	18,554	16	\$507,742,807	56
59	<b>Sullivan Automotive Group</b> (310) 829-1888	2440 Santa Monica Blvd. Santa Monica, CA 90404	Michael Sullivan president & managing member	11,871	2,817	1,270	15,958	8	\$559,281,945	61
60	<b>Phil Long Dealerships</b> (719) 575-7000	1212 A Motor City Drive Colorado Springs, CO 80906	Gerald Cimino CEO	11,629	12,286	700	24,615	16	\$564,667,114	50
61	<b>Allen Samuels Enterprises Inc.</b> (254) 761-6800	301 Owen Lane Waco, TX 76710	Mike Lowry chairman	11,516	6,494	4,687	22,697	12	\$635,176,517	57
62	<b>Gunn Automotive Group</b> (210) 472-2501	227 Broadway San Antonio, TX 78205	Curtis Gunn Jr. chairman	11,489	5,634	1,358	18,481	10	\$504,839,747	68
63	<b>Toresco Enterprises</b> (973) 467-2900	170 Route 22 E. Springfield, NJ 07081	Donald Toresco chairman & CEO	11,341	6,294	2,740	20,375	5	\$493,923,377	59
64	<b>Autofocus Inc.</b> (925) 924-1105	5994 W. Las Positas Blvd., Ste 221 Pleasanton, CA 94588	Jerry Brassfield CEO	11,298	4,565	–	15,863	9	\$398,688,604	79
65	<b>Performance Cos.</b> (210) 829-1800	153 Treeline Park, Ste. 300 San Antonio, TX 78209	Jack Guenther president	11,220	7,761	11	18,992	9	\$602,190,480	53
66	<b>Holler Automotive Group</b> (407) 645-1331	P.O. Box 1720 Winter Park, FL 32790	Judi Holler president	10,801	4,154	3,897	18,852	11	\$514,448,926	72
67	<b>Swope Group</b> (502) 499-5000	10 Swope Auto Center Drive Louisville, KY 40299	S.G. Swope chairman	10,796	11,990	505	23,291	26	\$557,460,826	70
68	<b>Magnussen Dealership Group</b> (650) 327-4100	545 Middlefield Road, Ste. 240 Menlo Park, CA 94025	Bernard Magnussen president	10,670	2,510	–	13,180	9	\$377,926,017	86

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69	<b>Kahlig Enterprises</b> (210) 341-8841	9207 San Pedro San Antonio, TX 78216	Clarence Kahlig II president	<b>10,626</b>	7,839	451	18,916	5	\$543,833,800	63
70	<b>Mac Haik Auto Group</b> (713) 932-4225	10333 Katy Freeway Houston, TX 77024	Mac Haik owner	<b>10,575</b>	7,493	167	18,235	6	\$518,047,235	–
71	<b>Scott-McRae Automotive Group</b> (904) 354-4000	701 Riverside Park Place, Ste. 310 Jacksonville, FL 32204	Henry Graham Jr. president & CEO	<b>10,129</b>	8,560	3,862	22,551	7	\$579,883,680	99
72	<b>Kenwood Dealer Group Inc.</b> (513) 683-5484	9500 Kings Automall Road Cincinnati, OH 45249	Robert Reichert president	<b>10,020</b>	9,521	–	19,541	12	\$421,000,000	73
73	<b>Ron Tonkin Family of Dealerships</b> (503) 255-4100	122 N.E. 122nd Ave. Portland, OR 97230	Ronald Tonkin president	<b>9,780</b>	6,907	492	17,179	18	\$480,629,310	84
74	<b>New Country Motor Car Group</b> (518) 584-7700	358 Broadway Saratoga Springs, NY 12866	Michael Cantanucci president	<b>9,733</b>	3,706	–	13,439	13	\$631,591,124	71
75	<b>Lou Fusz Automotive Network Inc.</b> (314) 994-1500	925 N. Lindbergh St. Louis, MO 63141	Louis Fusz Jr. president	<b>9,629</b>	7,108	2,428	19,165	16	\$472,354,182	69
76	<b>Boucher Group Inc.</b> (414) 427-4141	4141 S. 108 Greenfield, WI 53228	Gordon Boucher CEO	<b>9,436</b>	8,348	1,074	18,858	18	\$442,983,406	81
77	<b>Dave Smith Auto Group</b> (208) 784-1208	210 N. Division Kellogg, ID 83837	Ken Smith president	<b>9,379</b>	3,073	15	12,467	2	\$400,362,191	88
78	<b>Piazza Auto Group</b> (610) 630-7911	401 S. Schuylkill Ave. Norristown, PA 19403	Vince Piazza president	<b>9,375</b>	3,655	150	13,180	7	\$357,728,172	–
79	<b>Ancira Enterprises</b> (210) 681-4900	P.O. Box 29719 San Antonio, TX 78229	Ernesto Ancira Jr. president	<b>9,322</b>	5,361	4,701	19,384	13	\$588,075,127	78
80	<b>Bob Baker Auto Group</b> (619) 297-1001	591 Camino De La Reina, Ste. 1100 San Diego, CA 92108	Robert Baker president	<b>9,219</b>	4,558	17	13,794	6	\$400,126,598	77
81	<b>Gettel Automotive</b> (941) 921-2655	3480 Bee Ridge Road Sarasota, FL 34239	James Gettel president	<b>9,148</b>	3,964	–	13,112	6	\$341,561,745	83
82	<b>Ricart Automotive Group</b> (614) 836-5321	P.O. Box 27130 Columbus, OH 43227	Rhett & Fred Ricart owners	<b>9,100</b>	7,600	–	16,700	4	–	75
Note: Estimate										
83	<b>Noarus Auto Group</b> (310) 258-0920	6701 Center Drive W., Ste. 925 Los Angeles, CA 90045	Norris Bishton Jr. president	<b>9,062</b>	4,849	–	13,911	5	\$382,672,840	89
84	<b>Beck Automotive Group</b> (704) 535-6400	5141 E. Independence Blvd. Charlotte, NC 28212	William Beck Jr. managing partner	<b>9,021</b>	5,185	–	14,206	6	\$415,744,032	65
85	<b>AutoFair Automotive Group</b> (603) 634-1000	33 Auto Center Road Manchester, NH 03103	Dan Prior chairman	<b>8,980</b>	3,718	–	12,698	5	\$410,675,000	90
86	<b>Sansone Auto Network</b> (732) 815-2270	90-100 Route 1 N. Avenel, NJ 07001	Paul Sansone president & CEO	<b>8,940</b>	3,854	3,601	16,395	3	\$401,314,567	67
87	<b>Martin Management Group</b> (270) 783-8080	1065 Ashley Street, Ste. 100 Bowling Green, KY 42103	Cornelius A. Martin president & owner	<b>8,895</b>	5,420	1,316	15,631	16	\$362,357,569	76
88	<b>Huffines Auto Dealerships</b> (972) 538-7000	1400 S. I-35 E. Lewisville, TX 75067	J.L. and S. Ray Huffines owners	<b>8,823</b>	3,860	1,562	14,245	6	\$409,057,371	80
89	<b>Russ Darrow Group</b> (262) 250-9600	W. 133 N. 8569 Executive Drive Parkway Menomonee Falls, WI 53051	Russell Darrow III president	<b>8,213</b>	7,660	1,248	17,121	18	\$422,797,658	92
90	<b>March/Hodge Automotive</b> (410) 336-0210	77 Leibert Road Hartford, CT 06120	Tony March & Ernie Hodge CEOs	<b>8,166</b>	4,200	–	12,366	21	\$529,734,000	87

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91	<b>Lupient Automotive Group</b> (763) 544-6666	750 Pennsylvania Ave. Minneapolis, MN 55426	James Lupient chairman	<b>8,148</b>	8,096	2,723	18,967	16	\$463,469,676	93
92	<b>World Auto Group</b> (973) 442-0500	3057 Route 10 E. Denville, NJ 07834	Albert & Chris Preziosi owners	<b>8,126</b>	3,272	114	11,512	9	\$319,706,481	97
93	<b>Kerry Automotive Group</b> (513) 671-6400	155 W. Kemper Road Cincinnati, OH 45246	Patrick DeCastro president	<b>8,052</b>	4,435	555	13,042	7	\$299,648,000	98
94	<b>Cochran Automotive</b> (412) 373-3333	4520 William Penn Hwy. Monroeville, PA 15146	Robert Cochran president	<b>8,047</b>	3,007	221	11,275	3	\$357,634,370	-
95	<b>Richardson &amp; Partners</b> (512) 795-0532	P.O. Box 162367 Austin, TX 78716	K.K. Blewett president	<b>7,759</b>	5,734	2,540	16,033	6	\$426,319,947	91
96	<b>Day Automotive Group</b> (724) 327-0900	1600 Golden Mile Hwy. Monroeville, PA 15146	William Numrich principal	<b>7,739</b>	4,201	1,622	13,562	12	\$311,404,003	95
97	<b>Ray Childress Automotive Group</b> (713) 350-0976	900 Business Highway, 290 North Hempstead, TX 77445	Raymond Childress CEO	<b>7,648</b>	4,002	1,239	12,889	7	\$356,580,919	-
98	<b>Phil Smith Automotive Group</b> (954) 867-1234	4250 N. Federal Hwy. Lighthouse Point, FL 33064	Philip Smith president	<b>7,436</b>	3,990	341	11,767	10	\$316,194,012	96
99	<b>Warnock Automotive Group</b> (973) 463-3001	175 Route 10 East Hanover, NJ 07936	Michael Critchley president & CFO	<b>7,219</b>	1,606	6,137	14,962	6	\$425,422,290	-
100	<b>Serra Automotive Group</b> (205) 836-6775	9709 Parkway E., Ste. D Birmingham, AL 35215	Anthony Serra CEO	<b>7,190</b>	4,837	380	12,407	13	\$189,874,692	-

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