

51 Consistent Megadealers

Megadealer Group Name			New Revenues (Retail and Fleet)					Fixed Ops Revenues (Service, Parts and Body Shop)					Total Revenue		
	2017	2016	2016	Percent of Total Revenues	2015	Percent of Total Revenues	Revenue Percent Change	2016	Percent of Total Revenues	2015	Percent of Total Revenues	Revenue Percent Change	2016	2015	Revenue Percent Change
	Megadealers Rank	Megadealers Rank													
Penske Automotive Group	2	2	9,722,837,000	52.07%	9,397,904,000	52.51%	3.46%	1,948,542,000	10.44%	1,830,747,000.00	10.23%	6.43%	18,672,880,000	17,896,317,000	4.34%
Sonic Automotive, Inc	4	5	5,234,505,000	53.79%	5,265,400,681	54.71%	-0.59%	1,409,819,000	14.49%	1,364,946,386.00	14.18%	3.29%	9,731,778,000	9,624,340,405	1.12%
Hendrick Automotive Group	6	6	4,378,009,786	51.20%	4,194,523,179	52.88%	4.37%	1,308,571,441	15.30%	1,157,796,705.00	14.60%	13.02%	8,551,253,132	7,931,836,863	7.81%
Larry H. Miller Dealerships	8	9	2,341,453,116	50.03%	2,195,447,153	49.45%	6.65%	561,700,626	12.00%	508,207,223.00	11.45%	10.53%	4,679,740,764	4,439,997,260	5.40%
Ken Garff Automotive Group	9	10	2,630,788,618	60.62%	2,443,040,377	59.46%	7.69%	454,022,280	10.46%	449,932,133.00	10.95%	0.91%	4,339,674,891	4,108,869,431	5.62%
Staluppi Auto Group	10	11	2,031,491,740	66.82%	1,993,613,091	66.82%	1.90%	266,780,824	8.78%	261,806,500.00	8.78%	1.90%	3,040,067,865	2,983,383,576	1.90%
Holman Enterprises	11	28	1,636,380,389	55.21%	851,142,053	57.70%	92.26%	336,268,416	11.34%	396,165,712.00	13.30%	71.42%	2,964,063,289	1,475,092,387	100.94%
The Herb Chambers Companies	12	12	1,420,348,727	54.03%	1,385,016,740	54.90%	2.55%	308,623,968	11.74%	300,457,369.00	11.91%	2.72%	2,628,897,689	2,522,762,056	4.21%
Greenway Automotive	13	15	1,406,407,225	57.63%	1,296,830,874	57.53%	8.45%	246,890,018	10.12%	198,356,083.00	8.80%	24.47%	2,440,331,809	2,254,177,905	8.26%
Fletcher Jones Automotive Group	15	13	1,382,144,399	59.13%	1,357,266,891	59.70%	1.83%	283,502,757	12.13%	272,057,393.00	11.97%	4.21%	2,337,597,337	2,273,420,218	2.82%
Jim Koons Automotive Group	16	16	1,321,762,126	59.12%	1,263,305,462	58.13%	4.63%	254,095,007	11.37%	257,569,757.00	11.85%	-1.35%	2,235,737,659	2,173,058,503	2.88%
The Suburban Collection	17	18	1,415,031,559	64.60%	1,321,692,788	64.72%	7.06%	249,166,467	11.38%	231,000,594.00	11.31%	7.86%	2,190,434,248	2,042,171,669	7.26%
Keyes Automotive Group	18	17	1,414,292,160	65.48%	1,436,898,927	67.22%	-1.57%	206,544,985	9.56%	186,315,531.00	8.72%	10.86%	2,159,789,024	2,137,727,707	1.03%
Bommarito Automotive Group	20	19	1,660,217,981	83.17%	1,683,079,810	85.58%	-1.36%	81,474,512	4.08%	69,995,759.00	3.56%	16.40%	1,996,144,575	1,966,670,561	1.50%
Braman Automotive Group	21	20	1,119,981,202	57.06%	1,048,640,014	56.82%	6.80%	294,711,053	15.02%	265,709,114.00	14.40%	10.91%	1,962,747,914	1,845,467,994	6.36%
Serra Automotive, Inc.	22	23	1,073,232,122	58.37%	932,162,187	57.82%	15.13%	199,619,142	10.86%	177,117,102.00	10.99%	12.70%	1,838,785,912	1,612,095,434	14.06%
Mac Haik Auto Group	23	24	1,018,032,093	56.02%	894,744,446	56.60%	13.78%	202,253,201	11.13%	172,257,795.00	10.90%	17.41%	1,817,343,701	1,580,830,994	14.96%
Earnhardt Auto Centers	26	32	1,045,718,751	62.95%	903,005,574	61.96%	15.80%	186,958,979	11.25%	158,022,974.00	10.84%	18.31%	1,661,260,731	1,457,325,909	13.99%
Napleton Automotive Group	27	27	993,964,664	60.59%	940,334,190	62.93%	5.70%	153,019,651	9.33%	132,822,237.00	8.89%	15.21%	1,640,515,866	1,494,216,404	9.79%
Findlay Automotive Group	29	26	893,292,565	56.40%	852,313,448	56.71%	4.81%	175,930,366	11.11%	158,203,043.00	10.53%	11.21%	1,583,851,062	1,503,041,356	5.38%
Ray Catena Auto Group	30	33	1,128,533,363	71.59%	1,051,115,208	73.03%	7.37%	137,051,143	8.69%	125,971,263.00	8.75%	8.80%	1,576,408,550	1,439,204,153	9.53%
Victory Automotive Group	31	39	896,789,844	57.21%	687,208,719	56.16%	30.50%	194,748,039	12.42%	137,252,842.00	11.22%	41.89%	1,567,555,026	1,223,719,379	28.10%
Ganley Auto Group	33	37	818,664,837	55.56%	740,715,750	56.40%	10.52%	132,257,505	8.98%	137,755,104.00	10.49%	-3.99%	1,473,587,322	1,313,420,343	12.19%
Chapman Automotive Group	37	30	663,945,121	48.32%	739,794,681	50.48%	-10.25%	206,803,496	15.05%	205,114,530.00	14.00%	0.82%	1,374,155,245	1,465,406,919	-6.23%
Ed Morse Automotive Group	38	53	1,047,444,397	79.28%	773,986,010	73.64%	35.33%	98,044,749	7.42%	92,532,274.00	8.80%	5.96%	1,321,211,181	1,050,988,732	25.71%
Performance Automotive Network	40	48	669,309,713	52.66%	599,455,086	54.66%	11.65%	142,159,961	11.18%	121,873,197.00	11.11%	16.65%	1,270,996,697	1,096,627,752	15.90%
Rusnak Auto Group	46	50	747,285,300	65.03%	667,454,464	63.07%	11.96%	125,860,423	10.95%	119,730,173.00	11.31%	5.12%	1,149,158,593	1,058,345,733	8.58%
Rick Case Automotive Group	48	44	676,563,731	60.00%	697,396,843	61.69%	-2.99%	113,970,990	10.11%	102,468,723.00	9.06%	11.23%	1,127,629,929	1,130,500,685	-0.25%
Red McCombs Automotive Group	51	57	552,623,000	52.06%	521,281,000	51.67%	6.01%	136,545,000	12.86%	120,317,000.00	11.92%	13.49%	1,061,471,000	1,008,963,000	5.20%
Bob Rohrman Auto Group	53	47	610,304,563	58.91%	658,453,052	59.89%	-7.31%	116,222,107	11.22%	117,146,420.00	10.66%	-0.79%	1,035,976,109	1,099,402,791	-5.77%
Zeigler Auto Group	54	62	495,897,102	49.58%	472,455,608	51.64%	4.96%	128,358,472	12.83%	101,216,163.00	11.06%	26.82%	1,000,225,535	914,970,181	9.32%
Rosenthal Automotive	55	56	583,991,242	59.12%	613,613,688	59.66%	-4.83%	134,466,818	13.61%	141,753,905.00	13.78%	-5.14%	987,849,559	1,028,443,245	-3.95%
Balise Motor Sales Co.	56	67	508,122,465	53.24%	476,087,906	54.42%	6.73%	153,201,292	16.05%	140,841,571.00	16.10%	8.78%	954,393,040	874,867,960	9.09%
Shammas Automotive	58	66	642,173,442	67.87%	597,643,811	67.71%	7.45%	102,202,228	10.80%	92,495,687.00	10.48%	10.49%	946,171,725	882,692,674	7.19%
Garber Automotive	59	71	445,586,999	49.82%	395,277,376	49.28%	12.73%	85,766,668	9.59%	76,499,349.00	9.54%	12.11%	894,415,934	802,058,200	11.52%
Gillman Auto Group	60	65	536,807,323	60.32%	540,736,557	61.11%	-0.73%	106,103,851	11.92%	97,745,878.00	11.05%	8.55%	889,860,200	884,828,720	0.57%
Wilde Automotive Group	62	75	432,166,690	51.48%	411,056,834	52.41%	5.14%	87,109,177	10.38%	77,774,485.00	9.92%	12.00%	839,406,892	784,357,762	7.02%
Boucher Group, Inc.	63	78	444,122,000	52.99%	403,318,000	52.55%	10.12%	103,749,000	12.38%	92,946,000.00	12.11%	11.62%	838,088,000	767,512,000	9.20%
Corwin Automotive Group	65	85	443,425,000	53.34%	380,007,000	55.77%	16.69%	74,277,000	8.93%	60,316,000.00	8.85%	23.15%	831,307,000	681,335,000	22.01%
Fox Motors	66	80	471,653,696	58.03%	426,450,451	59.05%	10.60%	100,871,961	12.41%	87,050,162.00	12.05%	15.88%	812,730,738	722,216,408	12.53%
Servco Pacific Inc.	67	84	556,622,000	71.21%	502,033,000	70.95%	10.87%	94,404,000	12.08%	84,805,000.00	11.99%	11.32%	781,626,000	707,579,000	10.46%
The Hertrich Family Of Automobile Dealerships Inc	68	81	454,959,534	60.22%	419,243,245	58.61%	8.52%	59,712,899	7.90%	54,757,482.00	7.65%	9.05%	755,553,740	715,363,802	5.62%
Bob Moore Auto Group	69	76	373,920,170	50.27%	415,721,628	53.13%	-10.06%	68,380,709	9.19%	80,351,539.00	10.27%	-14.90%	743,843,181	782,466,821	-4.94%
Fitzgerald Auto Malls	71	83	392,122,394	53.99%	394,252,000	55.65%	-0.54%	144,789,348	19.94%	134,843,000.00	19.03%	7.38%	726,302,160	708,426,000	2.52%
Phil Long Dealerships, Inc.	72	82	356,522,102	49.62%	364,925,810	51.27%	-2.30%	81,762,019	11.38%	78,967,400.00	11.10%	3.54%	718,473,077	711,729,665	0.95%
Piercey Automotive Group	73	86	473,053,674	66.57%	430,815,954	64.77%	9.80%	82,582,581	11.62%	74,119,587.00	11.14%	11.42%	710,609,684	665,148,962	6.83%
Anderson Automotive Group	74	88	399,952,480	58.20%	378,608,660	59.35%	5.64%	69,784,585	10.16%	61,069,893.00	9.57%	14.27%	687,185,966	637,966,880	7.71%
Huffines Auto Dealerships	75	89	371,483,427	54.36%	340,659,185	54.34%	9.05%	103,674,578	15.17%	92,048,066.00	14.68%	12.63%	683,409,189	626,848,083	9.02%
Blaise Alexander Family Dealerships	77	90	317,832,262	48.06%	296,152,489	47.26%	7.32%	50,907,600	7.70%	46,002,590.00	7.34%	10.66%	661,374,702	626,634,207	5.54%
Mullinax Automotive	80	95	318,656,689	49.53%	316,825,858	54.46%	0.58%	50,678,857	7.88%	44,589,430.00	7.66%	13.66%	643,418,174	581,782,974	10.59%
The Niello Company	81	94	241,481,548	40.21%	261,601,364	44.85%	-7.69%	93,498,609	15.57%	89,367,483.00	15.32%	4.62%	600,561,485	583,227,991	2.97%
Total			\$ 61,211,907,331		\$ 57,630,709,122			\$ 12,508,440,358		\$ 11,439,208,606			108,137,851,101	100,899,839,654	
Average Percent Change			6.21%		8.83%			9.35%		10.08%			7.17%	8.79%	