

Rank	Dealership Name	Dealer Owner/Principal	City	State	New Units	Used Units	Total Units Sold
1	Dave Smith Motors	Ken Smith	Kellogg	ID	6,771	1,254	8,025
2	Bob Howard Automotive	Group 1 Automotive	Oklahoma City	OK	3,116	4,078	7,194
3	Jim Koons - Tyson's Toyota	Jim Koons Automotive Companies	Tyson's Corner	VA	4,914	1138	6,052
4	Paragon Honda	Edith Singer/Brian Benstock	Woodside	NY	3,634	897	4,531
5	Courtesy Chevrolet	William Gruwell	Phoenix	AZ	1,203	2,805	4,008
6	IRA-Lexus-Mazda-Subaru-Porsche-Audi-Toyota	Group 1 Automotive	Danvers	MA	2,278	944	3,222
7	Maroone Toyota	AutoNation Inc.	Davie	FL	2,712	493	3,205
8	Jim Ellis Automotive	Jim Ellis Automotive Group	Atlanta	GA	2,411	688	3,099
9	Jim Koons Tysons Chevy/Chrysler	Jim Koons Automotive Companies	Tyson's Corner	VA	2,072	508	2,580
10	Simmons-Rockwell	Don Simmons/Dick Rockwell/Brian Barrett	Elmira	NY	357	2,223	2,580
11	Fred Haas Toyota World	Fred Haas	Spring	TX	2,058	452	2,510
12	Honda of Steven's Creek	Sonic Automotive Corp.	San Jose	CA	2,268	192	2,460
13	Bonham Chrysler	Eugene D. Knies	Bonham	TX	682	1,763	2,445
14	Red McCombs Toyota	Red McCombs Automotive	San Antonio	TX	1,920	524	2,444
15	Power Toyota Tempe	AutoNation Inc.	Tempe	AZ	2,172	142	2,314
16	Tony Group Autoplex	Stan Masamitsu	Waipahu	HI	1,785	468	2,253
17	Plaza Auto Mall	John Rosatti	Brooklyn	NY	1,792	448	2,240
18	Earnhardt Ford Sales Company	Hal Earnhardt III	Tempe / Chandler	AZ	1,390	819	2,209
19	Lexus of Clear Lake	Group 1 Automotive	Houston	TX	1,429	761	2,190
20	Power Toyota Irvine	AutoNation Inc.	Irvine	CA	1,766	345	2,111
21	Sterling McCall Lexus	Group 1 Automotive	Houston	TX	1,237	842	2,079
22	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	1,828	186	2,014
23	David McDavid Honda of Frisco	Asbury Automotive Group	Frisco	TX	1,633	361	1,994
24	Toyota Sunnyvale	Adam Simms	Sunnyvale	CA	1,617	311	1,928
25	Galpin Ford	H.F. Boeckmann II	North Hills	CA	1,656	271	1,927
26	Fitzgerald Auto Mall	Jack Fitzgerald	Gaitherburg	MD	1,715	187	1,902
27	Champion Toyota Gulf Freeway	AutoNation Inc.	Houston	TX	1,567	262	1,829
28	David McDavid Honda of Irving	Asbury Automotive Group	Irving	TX	1,344	473	1,817
29	Power Toyota Cerritos	AutoNation Inc.	Cerritos	CA	1,565	244	1,809
30	House of Imports (Mercedes-Benz)	AutoNation Inc.	Buena Park	CA	1,269	519	1,788
31	Universal Toyota	Red McCombs Automotive/Gary Woods	San Antonio	TX	1,322	448	1,770
32	AutoWay Toyota	AutoNation Inc.	Pinellas Park	FL	1,426	312	1,738
33	Honda North	Marshall Iesperson	Danvers	MA	1,326	397	1,723
34	Mercedes-Benz of South Bay	AutoNation Inc.	Torrance	CA	1,316	321	1,637
35	Jim Koons - Annapolis	Jim Koons Automotive Companies	Annapolis	MD	1,411	186	1,597
36	Power Toyota Buena Park	AutoNation Inc.	Buena Park	CA	1,422	170	1,592
37	Courtesy Toyota	AutoNation Inc.	Winter Park	FL	1,341	205	1,546
38	GO Toyota	AutoNation Inc.	Centennial	CO	1,216	305	1,521
39	Pacific Honda	Sunroad Automotive Group	San Diego	CA	1,286	226	1,512
40	Acton Toyota	Robert R. Moran	Acton	MA	1,027	480	1,507
41	Greenville Chrysler	Mark Daniels	Greenville	TX	439	1,026	1,465
42	Herb Chambers Honda of Boston	Herbert G. Chambers	Somerville	MA	1,025	437	1,462
43	Jim Koons - Westminster Toyota Mazda	Jim Koons Automotive Companies	Westminster	MD	1,230	218	1,448
44	Earnhardt Avondale, Inc.	Hal Earnhardt III	Avondale	AZ	821	620	1,441
Tie	IRA Lexus-Toyota-Manchester NH	IRA Motor Group/David Hult	Manchester	NH	1,086	355	1,441
46	Earnhardt Nissan, Inc.	Hal Earnhardt III	Mesa	AZ	1,025	410	1,435
47	Billion Automotive	Dave Billion	Sioux Falls	SD	784	645	1,429
48	McDavid Honda in Houston	Steve Hainline	Houston	TX	1,141	271	1,412
49	Toyota of Fort Worth	Sonic Automotive Corp.	Fort Worth	TX	1,410	NA	1,410
50	Prestige Ford	Bobby Beck	Garland	TX	1,038	357	1,395



*Dealix and Cobalt  
are proud sponsors  
of Ward's top  
100 e-Dealers*



Rank	Dealership Name	Dealer Owner/Principal	City	State	New Units	Used Units	Total Units Sold
51	Maroone Honda of Hollywood	AutoNation Inc.	Hollywood	FL	1,252	138	1,390
52	Brown & Brown Nissan - Mesa	AutoNation Inc.	Mesa	AZ	1,123	258	1,381
53	Jim Koons Arlington Toyota	Jim Koons Automotive Companies	Arlington	VA	1,196	165	1,361
54	Honda Mall of Georgia	Tom Olney	Buford	GA	1,077	279	1,356
55	Honda of Concord	Hendrick Automotive Group	Concord	NC	1010	338	1,348
56	Larry Miller Toyota	Larry Miller	Peoria	AZ	1,126	206	1,332
57	Bob Baker Ford	Michael V. Baker	San Diego	CA	724	593	1,317
58	AutoWay Honda	AutoNation Inc.	Clearwater	FL	1,038	266	1,304
59	Puente Hills Toyota	Fritz Hitchcock	Industry	CA	1,188	114	1,302
60	Libertyville Toyota	AutoNation Inc.	Libertyville	IL	1,059	236	1,295
61	Hayward Toyota	AutoNation Inc.	Hayward	CA	1,136	146	1,282
62	GO Honda	AutoNation Inc.	Westminster	CO	1,086	194	1,280
63	Hendrick Honda Jeep	Hendrick Automotive Group	Woodbridge	VA	1155	119	1,274
64	Infiniti of Coconut Creek	William Pearce	Coconut Creek	FL	1,033	221	1,254
65	Paragon Acura	Edith Singer/Brian Benstock	Woodside	NY	1,004	249	1,253
66	Jim Koons - Falls Church Ford/Dodge	Jim Koons Automotive Companies	Falls Church	VA	974	274	1,248
67	Toyota Mall of Georgia	John Williams/Brian Allison	Buford	GA	1,090	134	1,224
68	Howdy Honda	Cliff Collier	Austin	TX	926	276	1,202
69	Maroone Ford of Miami	AutoNation Inc.	Miami	FL	565	634	1,199
70	Champion Toyota Austin	AutoNation Inc.	Austin	TX	1,065	131	1,196
71	Gillman Honda	Gillman Companies	Houston	TX	973	210	1,183
72	Lexus of Cerritos	AutoNation Inc.	Cerritos	CA	965	215	1,180
73	Earnhardt's Gilbert Dodge, Inc.	Hal Earnhardt III	Gilbert	AZ	660	504	1,164
74	Pleasanton Automall	Hendrick Automotive Group	Pleasanton	CA	1,004	154	1,158
75	Courtesy Honda	AutoNation Inc.	Sanford	FL	944	196	1,140
76	Desert Toyota	AutoNation Inc.	Las Vegas	NV	992	147	1,139
77	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	971	165	1,136
78	Cherry Hill TriPlex	Charlie Foulke	Cherry Hill	NJ	694	440	1,134
79	Rick Case Honda	Rick Case	Davie	FL	1,029	90	1,119
80	Bill Heard Chevrolet - Las Vegas	Bill Heard Enterprises	Las Vegas	NV	580	536	1,116
81	Carr Chevrolet, Inc.	Wallace Preble & Gene Bradshaw	Beaverton	OR	904	207	1,111
82	Stevinson Toyota West and Scion	K.P. Stevenson	Lakewood	CO	880	221	1,101
83	Brown & Brown Chevrolet	AutoNation Inc.	Mesa	AZ	582	518	1,100
84	Autowest Honda Roseville	AutoNation Inc.	Roseville	CA	972	106	1,078
Tie	Lexus of Palm Beach	AutoNation Inc.	West Palm Beach	FL	857	221	1,078
86	Power Honda Costa Mesa	AutoNation Inc.	Costa Mesa	CA	810	252	1,062
87	Red McCombs Ford	Red McCombs Automotive	San Antonio	TX	691	366	1,057
88	Bill Page Toyota	Raymond Page	Falls Church	VA	541	512	1,053
89	Performance Nissan	Group 1 Automotive	Duarte	CA	922	126	1,048
90	Jim Koons - Sterling Ford	Jim Koons Automotive Companies	Sterling	VA	858	186	1,044
91	World Toyota	Group 1 Automotive	Atlanta	GA	900	135	1,035
92	East Coast Toyota Scion	John Ripoli	Wood-Ridge	NJ	656	377	1,033
93	Superior Chevrolet Hummer Toyota	Hendrick Automotive Group	Merriam	KS	735	290	1,025
94	McDavid Nissan	Randy Foust	Houston	TX	643	380	1,023
95	Bankston Honda	AutoNation Inc.	Lewisville	TX	835	186	1,021
96	Cary Automall	Hendrick Automotive Group	Cary	NC	648	370	1,018
97	Maroone Honda of Miami	AutoNation Inc.	Miami	FL	877	141	1,018
98	Spirit Honda	Brian McEnroe	El Monte	CA	900	104	1,004
99	Lone Star Chevrolet	Sonic Automotive Corp.	Houston	TX	NA	NA	998
100	Oakbrook Toyota-Scion in Westmont	Robert V. Rohrman	Westmont	IL	523	472	995



*Dealix and Cobalt  
are proud sponsors  
of Ward's top  
100 e-Dealers*

