|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 | Lauderdale BMW of Ft. Lauderdale | Melinda Holman | Ft. Lauderdale | FL | \$38,442,705 | \$13,646,648 | \$38,807,117 | \$90,896,470 |
|  | 2 | Fletcher Jones Motorcars | Fletcher Jones | Newport Beach | CA | \$34,456,617 | - | \$37,395,216 | \$71,851,833 |
|  | 3 | Napleton Auto Group | William F. Napleton; Paul R. Napleton | Rosemont | IL | \$29,000,000 | \$2,000,000 | \$31,000,000 | \$62,000,000 |
|  | 4 | Rusnak/Pasadena | Paul Rusnak; Victoria Rusnak | Pasadena | CA | \$20,873,200 | - | \$31,575,103 | \$52,448,303 |
|  | 5 | Mac Haik Ford Lincoln | Mac Haik | Georgetown | TX | \$7,223,153 | \$2,223,830 | \$36,292,301 | \$45,739,284 |
|  | 6 | Al Serra Auto Plaza | Matthew Serra | Grand Blanc | MI | \$16,095,861 | \$6,390,863 | \$21,233,363 | \$43,720,087 |
|  | 7 | Crevier BMW/MINI | Donald Crevier/ Penske Automotive Group | Santa Ana | CA | \$19,982,489 | - | \$22,775,071 | \$42,757,560 |
|  | 8 | Jim Koons Tyson's Toyota | Jim Koons | Vienna | VA | \$15,346,350 | \$10,614,077 | \$14,892,762 | \$40,853,189 |
|  | 9 | Dave Smith Motors | Rick Ford/RFJ Auto Partners | Kellog | ID | \$15,730,720 | \$1,862,005 | \$22,602,893 | \$40,195,617 |
|  | 10 | Gwinnett Place Honda | Hendrick Automotive Group | Duluth | GA | \$8,411,746 | \$9,550,136 | \$21,513,858 | \$39,475,740 |
|  | 11 | Earnhardt's Gilbert Dodge | Hal J. Earnhardt | Gilbert | AZ | \$9,365,993 | \$4,237,635 | \$24,875,279 | \$38,478,907 |
|  | 12 | Rick Hendrick Chevrolet | Hendrick Automotive Group | Duluth | GA | \$6,791,405 | - | \$31,043,705 | \$37,835,110 |
|  | 13 | Rusnak/Westlake | Paul Rusnak; Victoria Rusnak | Thousand Oaks | CA | \$16,997,257 | - | \$20,404,160 | \$37,401,417 |
|  | 14 | Larry H. Miller Chrysler Jeep Dodge Ram Sandy | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Sandy | UT | \$8,893,698 | \$3,685,280 | \$24,453,322 | \$37,032,300 |
|  | 15 | Rick Case Honda | Rick Case | Davie | FL | \$11,081,889 | \$10,376,523 | \$15,343,233 | \$36,801,645 |
|  | 16 | Michael Cadillac | Michael L. Rosvold | Fresno | CA | \$10,355,107 | \$1,540,933 | \$24,530,430 | \$36,426,470 |
|  | 17 | Hendrick BMW | Hendrick Automotive Group | Charlotte | NC | \$14,669,413 | - | \$21,179,223 | \$35,848,636 |
|  | 18 | Larry H. Miller Super Ford Salt Lake City | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Salt Lake City | UT | \$8,699,904 | - | \$26,583,746 | \$35,283,650 |
|  | 19 | Findlay Toyota | Cliff Findlay; Tyler Corder/ Findlay Automotive Group | Henderson | NV | \$19,850,101 | - | \$15,183,126 | \$35,033,227 |
|  | 20 | Landmark Ford Lincoln | Jim Corliss | Tigard | OR | \$8,230,329 | \$1,237,752 | \$23,747,273 | \$33,215,354 |
|  | 21 | BMW/MINI of San Diego | Penske Automotive Group | San Diego | CA | \$14,639,505 | \$35,353 | \$17,787,847 | \$32,462,705 |
|  | 22 | Fletcher Jones Imports | Fletcher Jones | Las Vegas | NV | \$13,802,412 | - | \$18,475,616 | \$32,278,028 |
|  | 23 | Mercedes-Benz of Ontario | Fletcher Jones | Ontario | CA | \$15,556,602 | - | \$16,636,708 | \$32,193,310 |
|  | 24 | Houston Mac Haik Dodge Chrysler Jeep | Mac Haik | Houston | TX | \$4,811,755 | \$1,809,765 | \$25,239,375 | \$31,860,895 |
|  | 25 | Mac Haik Chevrolet | Mac Haik | Houston | TX | \$9,099,236 | \$2,917,800 | \$19,582,400 | \$31,599,436 |
|  | 26 | Red McCombs Ford | Marsha M. Shields/Red McCombs Automotive Group | San Antonio | TX | \$9,746,000 | \$4,938,000 | \$16,862,000 | \$31,546,000 |
|  | 27 | BMW/MINI of Austin | Penske Automotive Group | Austin | TX | \$13,944,807 | - | \$17,529,328 | \$31,474,135 |
|  | 28 | Kuni BMW | Melinda Holman | Beaverton | OR | \$12,020,781 | \$6,681,784 | \$12,495,653 | \$31,198,218 |
| Note: The list is published annually and is based on previous year's fived operations revenue and the | 29 | $\begin{aligned} & \text { Jim Koons - Tysons GM/ } \\ & \text { Chrysler } \end{aligned}$ | Jim Koons | Vienna | VA | \$13,323,401 | \$2,942,306 | \$14,903,001 | \$31,168,708 |
| WardsAuto Dealer 500 Data are operating results for calendar | 30 | BMW/MINI North Scottsdale | Penske Automotive Group | Phoenix | AZ | \$13,386,812 | - | \$17,583,829 | \$30,970,641 |
| year 2019. Commercial use of the WardsAuto Dealer Service 150 is | 31 | Mac Haik Ford | Mac Haik | Houston | TX | \$7,263,903 | \$3,295,803 | \$20,129,521 | \$30,689,227 |
| prohibited without prior written permission of the WardsAuto Group. © Copyright 2020, WardsAuto, a | 32 | Future Ford | G. Steven Pleau/ Future Automotive Group | Roseville | CA | \$14,105,183 | - | \$16,166,223 | \$30,271,406 |
| division of Informa. Redistribution prohibited. Source: WardsAuto Dealer Business. | 33 | Larry H. Miller Ford Mesa | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Mesa | AZ | \$9,121,548 | \$1,779,534 | \$19,152,369 | \$30,053,451 |

## WARDSAUTO

JULY 2020

|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 34 | Motorwerks BMW/MINI | Penske Automotive Group | Bloomington | MN | \$11,990,040 | - | \$17,979,094 | \$29,969,134 |
|  | 35 | Mercedes-Benz of San Diego | Penske Automotive Group | San Diego | CA | \$11,591,276 | - | \$18,282,572 | \$29,873,848 |
|  | 36 | Rick Case Automall Davie | Rick Case | Davie | FL | \$13,133,821 | - | \$16,275,752 | \$29,409,573 |
|  | 37 | Honda of Concord | Hendrick Automotive Group | Concord | NC | \$6,391,910 | \$8,409,847 | \$14,403,577 | \$29,205,334 |
|  | 38 | Chapman's Las Vegas Dodge | John H. Chapman | Las Vegas | NV | \$9,326,275 | \$2,720,167 | \$17,124,917 | \$29,171,359 |
|  | 39 | Rick Hendrick City Chevrolet | Hendrick Automotive Group | Charlotte | NC | \$5,128,873 | \$3,248,188 | \$20,614,263 | \$28,991,324 |
|  | 40 | Mercedes-Benz of Chicago | Fletcher Jones | Chicago | IL | \$14,109,756 | - | \$14,798,662 | \$28,908,418 |
|  | 41 | Herb Chambers Mercedes-Benz of Natick | Herbert G. Chambers | Natick | MA | \$8,460,775 | \$8,889,459 | \$11,284,121 | \$28,634,355 |
|  | 42 | Hendrick Honda | Hendrick Automotive Group | Charlotte | NC | \$6,212,282 | \$5,975,019 | \$16,431,350 | \$28,618,651 |
|  | 43 | Big Two Toyota of Chandler | Christopher E. Hoeye | Chandler | AZ | \$16,805,094 | - | \$11,751,746 | \$28,556,840 |
|  | 44 | Chapman Honda | Ted R. Chapman/ Chapman Automotive Group | Tucson | AZ | \$6,634,843 | \$7,732,886 | \$14,069,123 | \$28,436,852 |
|  | 45 | Hendrick Chevrolet | Hendrick Automotive Group | Hoover | AL | \$4,073,568 | - | \$24,216,129 | \$28,289,697 |
|  | 46 | Larry H. Miller Dodge Ram Peoria | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Peoria | AZ | \$5,953,179 | \$7,081,576 | \$15,146,434 | \$28,181,189 |
|  | 47 | Herb Chambers BMW of Sudbury | Herbert G. Chambers | Sudbury | MA | \$10,606,712 | - | \$17,269,681 | \$27,876,393 |
|  | 48 | Herb Chambers Land Rover Jaguar Sudbury | Herbert G. Chambers | Sudbury | MA | \$10,606,712 | - | \$17,269,681 | \$27,876,393 |
|  | 49 | Peter Pan BMW | Penske Automotive Group | San Mateo | CA | \$11,909,675 | - | \$15,625,626 | \$27,535,301 |
|  | 50 | Findlay Chevrolet | Cliff Findlay; Tyler Corder/ Findlay Automotive Group | Las Vegas | NV | \$14,079,116 | - | \$13,379,081 | \$27,458,197 |
|  | 51 | Herb Chambers Lexus | Herbert G. Chambers | Sharon | MA | \$15,209,072 | - | \$12,142,182 | \$27,351,254 |
|  | 52 | Earnhardt Ford Sales | Hal J. Earnhardt | Chandler | AZ | \$7,898,074 | - | \$19,372,557 | \$27,270,631 |
|  | 53 | Herb Chambers BMW/Mini of Boston | Herbert G. Chambers | Boston | MA | \$12,351,714 | - | \$14,758,081 | \$27,109,795 |
|  | 54 | Al Hendrickson Toyota | Al Hendrickson | Coconut Creek | FL | \$14,759,640 | - | \$12,129,434 | \$26,889,074 |
|  | 55 | Phil Long Ford | Gerald Cimino/ Phil Long Dealerships | Colorado Springs | CO | \$9,395,141 | - | \$17,434,851 | \$26,829,992 |
|  | 56 | Capitol Toyota | Jerry G. Brassfield/ AutoFocus | San Jose | CA | \$13,973,640 | - | \$12,741,415 | \$26,715,055 |
|  | 57 | Fletcher Jones Audi | Fletcher Jones | Chicago | IL | \$15,268,943 | - | \$11,412,527 | \$26,681,470 |
|  | 58 | Rick Case Mazda Hyundai Kia and Audi | Rick Case | Duluth | GA | \$8,916,821 | - | \$17,759,250 | \$26,676,071 |
|  | 59 | Hendrick Chevrolet Shawnee Mission | Hendrick Automotive Group | Merriam | KS | \$4,233,012 | \$5,098,061 | \$17,305,189 | \$26,636,262 |
| Note: The list is published annually and is based on previous year's | 60 | Jaguar Land Rover North Dade | Warren Henry Zinn | North Miami | FL | \$7,649,409 | - | \$18,904,231 | \$26,553,640 |
| fixed operations revenue and the WardsAuto Dealer 500. Data are operating results for calendar | 61 | Aristocrat Motors | Anthony Soave; Marion Battaglia; Kevin Killilea | Merriam | KS | \$9,574,000 | - | \$16,954,000 | \$26,528,000 |
| year 2019. Commercial use of the WardsAuto Dealer Service 150 is prohibited without prior written | 62 | Rusnak/Arcadia | Paul Rusnak; Victoria Rusnak | Arcadia | CA | \$10,059,115 | - | \$16,404,970 | \$26,464,085 |
|  | 63 | Hendrick Lexus Charlotte | Hendrick Automotive Group | Charlotte | NC | \$10,480,141 | - | \$15,751,380 | \$26,231,521 |
| © Copyright 2020, WardsAuto, a division of Informa. Redistribution prohibited. Source: WardsAuto Dealer Business. | 64 | Puente Hills Toyota | Frederick E. Hitchcock/ Hitchcock Automotive Resources | City of Industry | CA | \$7,570,291 | \$3,780,515 | \$14,791,379 | \$26,142,185 |



|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 96 | Future Ford of Sacramento | G. Steven Pleau/ Future Automotive Group | Sacramento | CA | \$9,986,089 | - | \$12,541,494 | \$22,527,583 |
|  | 97 | Ray Skillman Ford | Ray Skillman; Bill Skillman; Ashley Haltom/Ray Skillman Auto Group | Greenwood | IN | \$7,426,564 | \$3,856,879 | \$11,144,516 | \$22,427,959 |
|  | 98 | Universal Toyota | Gary V. Woods/Red McCombs Automotive Group | San Antonio | TX | \$10,593,000 | - | \$11,820,000 | \$22,413,000 |
|  | 99 | Suburban <br> Chrysler Dodge Jeep Ram of Farmington Hills | David T. Fischer, Jr./ The Suburban Collection | Farmington Hills | MI | \$4,536,171 | - | \$17,824,759 | \$22,360,930 |
|  | 100 | Gillman Honda South | Stacey Gillman Wimbish; Jason Gillman | Houston | TX | \$8,859,514 | - | \$13,483,942 | \$22,343,456 |
|  | 101 | Gillman Honda Houston | Stacey Gillman Wimbish; Jason Gillman | Houston | TX | \$8,859,514 | - | \$13,483,942 | \$22,343,456 |
|  | 102 | Sweeney Buick GMC | Douglas V. Sweeney/ D\&D Sweeney Auto Group | Youngstown | OH | \$3,312,854 | - | \$18,944,523 | \$22,257,377 |
|  | 103 | Toyota of Orange | David W. Wilson | Orange | CA | \$12,309,409 | - | \$9,765,855 | \$22,075,264 |
|  | 104 | Mercedes-Benz of North Scottsdale | Penske Automotive Group | Phoenix | AZ | \$9,226,424 | - | \$12,844,088 | \$22,070,512 |
|  | 105 | Holman Ford/Lincoln Turnersville | Melinda Holman | Turnersville | NJ | \$4,271,250 | - | \$17,299,551 | \$21,570,801 |
|  | 106 | Peoria Kia | Hal J. Earnhardt | Peoria | AZ | \$8,803,851 | - | \$12,571,633 | \$21,375,484 |
|  | 107 | Earnhardt Enterprises | Hal J. Earnhardt | Mesa | AZ | \$8,803,851 | - | \$12,571,633 | \$21,375,484 |
|  | 108 | Audi Flatirons | Melinda Holman | Broomfield | CO | \$9,712,673 | - | \$11,587,307 | \$21,299,980 |
|  | 109 | Fred Anderson Toyota of Asheville | Fred H. Anderson | Asheville | NC | \$10,318,201 | - | \$10,967,396 | \$21,285,597 |
|  | 110 | Audi San Diego | Melinda Holman | San Diego | CA | \$10,580,465 | - | \$10,559,154 | \$21,139,619 |
|  | 111 | Piercey Toyota | William R. Piercey; Brian Ressler/ Piercey Automotive Group | Milpitas | CA | \$12,871,348 | - | \$8,257,891 | \$21,129,239 |
|  | 112 | Hendrick Chevrolet Buick GMC Cadillac Southpoint | Hendrick Automotive Group | Durham | NC | \$4,399,556 | \$6,176,734 | \$10,335,297 | \$20,911,587 |
|  | 113 | Hendrick Motors of Charlotte | Hendrick Automotive Group | Charlotte | NC | \$6,946,673 | - | \$13,912,240 | \$20,858,913 |
|  | 114 | Bommarito Buick-GMC-Audi-Mazda-Infiniti | Frank J. Bommarito; John J. Bommarito | Ellisville | MO | \$8,051,571 | \$3,025,803 | \$9,688,592 | \$20,765,966 |
|  | 115 | Suburban Ford of Sterling Heights | David T. Fischer, Jr./ The Suburban Collection | Sterling Heights | MI | \$6,710,847 | \$3,464,521 | \$10,549,957 | \$20,725,325 |
|  | 116 | Greenway Chrysler Jeep Dodge Ram | Frank Rodriguez; Carl Atkinson; Conrad Letson/ Greenway Automotive | Orlando | FL | \$9,248,308 | - | \$11,425,553 | \$20,673,861 |
|  | 117 | Serra Traverse City | Jerry Zezulka; Jim Tuohy/ Serra Automotive | Traverse City | MI | \$7,237,915 | \$1,654,955 | \$11,696,174 | \$20,589,044 |
| Note: The list is published annually and is based on previous year's fixed operations revenue and the WardsAuto Dealer 500. Data are operating results for calendar | 118 | Future Ford Lincoln Hyundai of Concord | G. Steven Pleau/Future Automotive Group | Concord | CA | \$9,785,696 | - | \$10,763,271 | \$20,548,967 |
|  | 119 | Herb Chambers Flagship Motorcars | Herbert G. Chambers | Lynnfield | MA | \$9,907,638 | - | \$10,621,272 | \$20,528,910 |
| WardsAuto Dealer Service 150 is prohibited without prior written permission of the WardsAuto Group. <br> © Copyright 2020, WardsAuto, a | 120 | Larry H. Miller Liberty Toyota Scion Colorado Springs | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Colorado Springs | CO | \$8,506,317 | - | \$11,986,492 | \$20,492,809 |
| division of Informa. Redistribution prohibited. Source: WardsAuto Dealer Business. | 121 | Mercedes-Benz of Tysons Corner | Penske Automotive Group | Vienna | VA | \$9,250,440 | - | \$11,211,769 | \$20,462,209 |

## WARDSAUTO 2020 SERVICE 150

|  | Rank | Dealership | Dealer Owner/Principal | City | ST | Service Revenue | Body Shop Revenue | Parts \& Accessories Revenue | Total Fixed Operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 122 | Jim Koons Koons of Catonsville | Jim Koons | Baltimore | MD | \$7,674,158 | - | \$12,761,363 | \$20,435,521 |
|  | 123 | Herb Chambers Audi Porsche of Burlington | Herbert G. Chambers | Burlington | MA | \$10,729,806 | - | \$9,678,842 | \$20,408,648 |
|  | 124 | Suburban Imports of Farmington Hills | David T. Fischer, J.// The Suburban Collection | Farmington Hills | Ml | \$6,671,267 | - | \$13,672,217 | \$20,343,484 |
|  | 125 | Herb Chambers Mercedes-Benz of Boston | Herbert G. Chambers | Somerville | MA | \$9,932,273 | - | \$10,339,078 | \$20,271,351 |
|  | 126 | Mac Haik's Southway Ford | Mac Haik | San Antonio | TX | \$5,726,054 | \$1,946,493 | \$12,437,120 | \$20,109,667 |
|  | 127 | BMW of Murrieta | Hendrick Automotive Group | Murrieta | CA | \$9,613,401 | - | \$10,285,290 | \$19,898,691 |
|  | 128 | Larry H. Miller Ford Lakewood | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Lakewood | CO | \$6,659,361 | - | \$13,215,369 | \$19,874,730 |
|  | 129 | Jim Koons Baltimore Ford | Jim Koons | Baltimore | MD | \$6,104,257 | \$3,129,652 | \$10,544,327 | \$19,778,236 |
|  | 130 | Mercedes-Benz of Henderson | Fletcher Jones | Henderson | NV | \$8,655,125 | - | \$11,102,164 | \$19,757,289 |
|  | 131 | Larry H. Miller Dodge Ram Avondale | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Avondale | AZ | \$7,314,711 | - | \$12,427,471 | \$19,742,182 |
|  | 132 | Chapman Scottsdale Autoplex | John H. Chapman | Scottsdale | AZ | \$9,017,213 | - | \$10,592,199 | \$19,609,412 |
|  | 133 | Jeff Gordon Chevrolet | Hendrick Automotive Group | Wilmington | NC | \$3,564,262 | \$4,979,315 | \$10,984,525 | \$19,528,102 |
|  | 134 | Red McCombs Toyota | Marsha M. Shields/ Red McCombs Automotive Group | San Antonio | TX | \$8,612,000 | - | \$10,888,000 | \$19,500,000 |
|  | 135 | BMW of Southpoint | Hendrick Automotive Group | Durham | NC | \$7,678,314 | - | \$11,815,793 | \$19,494,107 |
|  | 136 | United BMW | Penske Automotive Group | Roswell | GA | \$8,349,270 | \$10,902 | \$11,056,524 | \$19,416,696 |
|  | 137 | Zeigler Chrysler Dodge Jeep - Grandville | Aaron J. Zeigler; Harold J. Zeigler | Grandville | Ml | \$2,904,983 | - | \$16,476,758 | \$19,381,741 |
|  | 138 | Rick Hendrick Chevrolet of Buford | Hendrick Automotive Group | Buford | GA | \$4,792,815 | \$5,198,885 | \$9,306,380 | \$19,298,080 |
|  | 139 | Larry H. Miller Toyota Scion Peoria | Karen Gail Miller/ Larry H. Miller Dealerships | Peoria | AZ | \$8,539,130 | - | \$10,667,881 | \$19,207,011 |
|  | 140 | Fox Plainfield | Daniel G. DeVos/Fox Motors | Grand Rapids | MI | \$2,838,859 | \$827,533 | \$15,516,595 | \$19,182,987 |
|  | 141 | Fox Ford Mazda | Daniel G. DeVos/Fox Motors | Grand Rapids | Ml | \$6,248,648 | \$3,366,006 | \$9,501,326 | \$19,115,980 |
|  | 142 | McCombs Ford West | Marsha M. Shields/Red McCombs Automotive Group | San Antonio | TX | \$8,495,000 | - | \$10,567,000 | \$19,062,000 |
|  | 143 | Larry H. Miller Chrysler Dodge Jeep Ram 104th | Karen Gail Miller/ <br> Larry H. Miller Dealerships | Thornton | CO | \$6,582,518 | - | \$11,997,715 | \$18,580,233 |
|  | 144 | Newport Lexus | David W. Wilson | Newport Beach | CA | \$10,911,221 | - | \$7,568,715 | \$18,479,936 |
|  | 145 | Ray Catena Mercedes Benz of Union | Raymond Catena | Union | NJ | \$9,469,202 | - | \$8,987,155 | \$18,456,357 |
| Note: The list is published annually and is based on previous year's fixed operations revenue and the WardsAuto Dealer 500. Data are operating results for calendar | 146 | Mercedes-Benz of Honolulu | Fletcher Jones | Honolulu | HI | \$8,727,150 | - | \$9,724,282 | \$18,451,432 |
|  | 147 | Rick Hendrick Chevrolet Buick GMC | Hendrick Automotive Group | Richmond | VA | \$3,963,976 | \$3,017,492 | \$11,394,961 | \$18,376,429 |
| year 2019. Commercial use of the WardsAuto Dealer Service 150 is prohibited without prior written permission of the WardsAuto Group. | 148 | Suburban Motors Company | David Fischer, Jr./ The Suburban Collection | Troy | MI | \$4,414,974 | - | \$13,954,714 | \$18,369,688 |
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|  | 150 | Capitol Honda | Penske Automotive Group | San Jose | CA | \$9,230,201 | - | \$8,934,988 | \$18,165,189 |

