



WARDSAUTO 2017 e-DEALER 100

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Rank	Dealership	Dealer Owner/Principal	City	ST	New Internet Unit Sales	Used Internet Unit Sales	Total Internet Unit Sales
1	Cardinale Automotive Group (Internet Unit)	Cardinale Automotive Group	Seaside	CA	9,313	13,420	22,733
2	Chapman Automotive Group - Internet Unit	Jerry B. Chapman / Chapman Automotive Group	Chandler	AZ	9,757	7,161	16,918
3	Dave Smith Motors	Ken Smith / Dave Smith Motors Auto Group	Kellogg	ID	9,532	3,320	12,852
4	Reagor Dykes Auto Group (Internet Division)	Bart Reagor	Lubbock	TX	3,338	6,777	10,115
5	Ed Morse Internet Division	Edward J. Morse, III; Edward J. Morse, Jr.	Delray Beach	FL	4,179	2,323	6,502
6	Jim Koons - Tyson's Toyota	Jim Koons / Jim Koons Automotive Group	Vienna	VA	3,895	2,514	6,409
7	Jim Koons - Tysons GM/Chrysler	Jim Koons / Jim Koons Automotive Group	Vienna	VA	3,939	1,819	5,758
8	Conicelli Autoplex	Dominic Conicelli	Conshohocken	PA	3,409	2,298	5,707
9	Fitzgerald Auto Mall - Gaithersburg, MD	Jack Fitzgerald	Gaithersburg	MD	2,903	1,456	4,359
10	Rick Case Automall Davie	Rick Case	Davie	FL	2,683	1,650	4,333
11	Brickell Honda, Buick, GMC & Mazda	Mario Murgado / Murgado Automotive Group	Miami	FL	2,148	1,318	3,466
12	Vernon Auto Group	Rick Case	Vernon	TX	1,797	1,589	3,386
13	Universal Toyota	Gary V. Woods	San Antonio	TX	1,694	1,682	3,376
14	Rick Case Mazda Hyundai Kia and Audi	Rick Case	Duluth	GA	1,058	2,112	3,170
15	Jim Koons - Baltimore Ford	Jim Koons / Jim Koons Automotive Group	Baltimore	MD	2,070	1,026	3,096
16	Jim Koons - White Marsh	Jim Koons / Jim Koons Automotive Group	White Marsh	MD	1,341	1,534	2,875
17	Red McCombs Ford	Marsha M. Shields	San Antonio	TX	1,606	1,213	2,819
18	Fred Anderson Toyota	Fred H. Anderson	Raleigh	NC	1,627	1,188	2,815
19	Fitzgerald Auto Mall - Clearwater	Jack Fitzgerald	Clearwater	FL	1,496	1,268	2,764
20	Jim Koons - Sterling Ford	Jim Koons / Jim Koons Automotive Group	Sterling	VA	1,998	717	2,715
21	Red McCombs Toyota	Marsha M. Shields	San Antonio	TX	1,527	1,157	2,684
22	Frontier Sales and Leasing	Ken Smith	Coeur D'Alene	ID	-	2,536	2,536
23	Jim Koons - Silver Spring Ford/Lincoln/Mazda	Jim Koons / Jim Koons Automotive Group	Silver Spring	MD	1,620	865	2,485
24	Rick Case Acura Hyundai	Rick Case	Ft. Lauderdale	FL	1,081	1,367	2,448
25	Northside Ford	Mark Woods; Gary V. Woods	San Antonio	TX	1,510	878	2,388
26	Rick Case Honda	Rick Case	Davie	FL	1,406	966	2,372
27	Jim Koons - Annapolis Toyota	Jim Koons / Jim Koons Automotive Group	Annapolis	MD	1,465	905	2,370
28	Herb Chambers Honda of Seekonk	Herbert G. Chambers	Seekonk	MA	1,039	1,329	2,368
29	Jim Koons Arlington Toyota	Jim Koons / Jim Koons Automotive Group	Arlington	VA	1,485	858	2,343
30	Jim Koons - Falls Church Ford	Jim Koons / Jim Koons Automotive Group	Falls Church	VA	1,364	945	2,309
31	Phil Long Ford of Denver	Gerald Cimino	Denver	CO	1,157	1,093	2,250
32	Fitzgerald Auto Mall - White Flint	Jack Fitzgerald	Rockville	MD	1,572	663	2,235
33	Jim Koons - Westminster Toyota	Jim Koons / Jim Koons Automotive Group	Westminster	MD	1,419	805	2,224
34	Herb Chambers Lexus	Herbert G. Chambers	Sharon	MA	1,109	1,072	2,181
35	Fitzgerald Auto Mall - Frederick, MD	Jack Fitzgerald	Frederick	MD	1,145	1,024	2,169
36	Gillman Honda South	Stacey Gillman Wimbish; Jason Gillman; Christopher Gillman; Ramsay Gillman	Houston	TX	1,560	574	2,134
37	Frontier Leasing & Sales	Ken Smith	Coeur d'Alene	ID	-	2,134	2,134
38	Herb Chambers Toyota Hyundai Scion of Auburn	Herbert G. Chambers	Auburn	MA	1,241	838	2,079
39	McCombs Ford West	Marsha M. Shields	San Antonio	TX	1,054	993	2,047
40	Findlay Toyota	Cliff Findlay; Tyler Corder; Rich Abajian	Henderson	NV	1,414	611	2,025
41	Greenway Ford	Frank Rodriguez; Carl Atkinson	Orlando	FL	731	1,282	2,013
42	Herb Chambers Honda Infiniti	Herbert G. Chambers	Boston	MA	1,113	874	1,987
43	Herb Chambers BMW/Mini of Boston	Herbert G. Chambers	Boston	MA	1,224	762	1,986
44	Herb Chambers Honda Infiniti of Boston	Herbert G. Chambers	Boston	MA	1,077	883	1,960
45	Big Two Toyota of Chandler	Christopher E. Hoeye	Chandler	AZ	1,467	405	1,872
46	Billy Navarre Chevrolet, Cadillac and Honda	Billy Navarre	Lake Charles	LA	-	1,870	1,870
47	Hendrick Toyota Scion Apex	Hendrick Automotive Group	Apex	NC	1,180	652	1,832
48	Fernandez Honda	Michael J. Shaw	San Antonio	TX	1,103	707	1,810
49	Greenway Chrysler Jeep Dodge Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	Orlando	FL	937	848	1,785
50	Herb Chambers Audi Porsche of Burlington	Herbert G. Chambers	Burlington	MA	1,166	595	1,761
51	Fitzgerald Auto Mall - Chambersburg, PA	Jack Fitzgerald	Chambersburg	PA	744	995	1,739
52	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	1,203	505	1,708



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53	Honda Marysville	Performance Automotive Network	Marysville	OH	886	819	1,705
54	Classic Chevrolet, Inc.	Tom Durant	Grapevine	TX	1,681	-	1,681
55	Herb Chambers Flagship Motorcars	Herbert G. Chambers	Lynnfield	MA	875	793	1,668
56	Earnhardt's Gilbert Dodge Inc.	Hal J. Earnhardt	Gilbert	AZ	1,196	436	1,632
57	Wilde Toyota	Mark H. Wilde; Patrick J. Donahue; Sharon A. Bloom / Wilde Automotive Group	West Allis	WI	825	806	1,631
58	Don Davis Nissan	Robert Howard	Arlington	TX	1,010	615	1,625
59	Mike Shaw Subaru	Michael J. Shaw	Thornton	CO	1,068	539	1,607
60	Gillman Honda of San Antonio	Stacey Gillman Wimbish; Jason Gillman; Christopher Gillman	Schertz	TX	1,082	475	1,557
61	Ed Morse Sawgrass Auto Mall	Edward J. Morse, III; Edward J. Morse, Jr.	Sunrise	FL	1,183	366	1,549
62	Schaumburg Honda Automobiles	Robert V. Rohrman	Schaumburg	IL	984	548	1,532
63	Jimmie Johnson Chevrolet	Hendrick Automotive Group	San Diego	CA	1,062	429	1,491
64	Hendrick Honda Woodbridge	Hendrick Automotive Group	Woodbridge	VA	1,104	382	1,486
65	Performance Automall	Hendrick Automotive Group	Chapel Hill	NC	854	629	1,483
66	Larry H. Miller Dodge RAM Tucson	Karen Gail Miller	Tucson	AZ	944	526	1,470
67	Larry H. Miller Toyota Scion Corona	Karen Gail Miller	Corona	CA	1,077	385	1,462
68	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	1,102	354	1,456
69	Herb Chambers Mercedes-Benz of Boston	Herbert G. Chambers	Somerville	MA	937	510	1,447
70	Hendrick Honda	Hendrick Automotive Group	Charlotte	NC	892	551	1,443
71	Harold Zeigler Lincoln BMW Chrysler Honda	Aaron J. Zeigler; Harold Zeigler	Kalamazoo	MI	532	910	1,442
72	Zeigler Chrysler Dodge Jeep - Schaumburg	Aaron J. Zeigler; Harold Zeigler	Schaumburg	IL	912	513	1,425
73	Don Davis Dodge Chrysler Jeep	Robert Howard	Arlington	TX	648	755	1,403
74	Kings Honda	Performance Automotive Network	Cincinnati	OH	756	603	1,359
TIE	Ed Morse Delray Toyota	Edward J. Morse III; Edward J. Morse, Jr.	Delray Beach	FL	996	363	1,359
76	Rick Hendrick Chevrolet	Hendrick Automotive Group	Duluth	GA	865	475	1,340
77	Gillman Chrysler Jeep Dodge South	Stacey Gillman Wimbish; Jason Gillman; Christopher Gillman	Houston	TX	900	417	1,317
78	Rick Hendrick Toyota Scion	Hendrick Automotive Group	Fayetteville	NC	839	470	1,309
79	Darrell Waltrip Honda Volvo Subaru	Hendrick Automotive Group	Franklin	TN	851	452	1,303
80	Fred Anderson Toyota of Charleston	Fred H. Anderson	Charleston	SC	784	513	1,297
81	Larry H. Miller Chrysler Jeep Dodge Ram Boise	Karen Gail Miller	Boise	ID	811	476	1,287
82	Wilde Honda	Mark H. Wilde; Patrick J. Donahue; Sharon A. Bloom	Waukesha	WI	878	404	1,282
83	Rock Honda	Tom A. Chadwell; William R. Piercey; David Latif	Fontana	CA	960	311	1,271
84	Wilde East Towne Honda	Jorge F. Hidalgo; Patrick J. Donahue; Mark H. Wilde; Sharon A. Bloom	Madison	WI	432	836	1,268
85	Herb Chambers BMW of Sudbury	Herbert G. Chambers	Sudbury	MA	742	512	1,254
86	Jim Koons - Koons of Catonsville	Jim Koons / Jim Koons Automotive Group	Baltimore	MD	678	574	1,252
87	Larry H. Miller Super Ford Salt Lake City	Karen Gail Miller; George Anthony Schnurr	Salt Lake City	UT	570	678	1,248
88	Red McCombs Hyundai	Marsha M. Shields	San Antonio	TX	611	633	1,244
89	Honda of Slidell	Michael J. Shaw	Slidell	LA	568	666	1,234
90	Taylor Chevrolet	Bill Perkins	Taylor	MI	725	505	1,230
91	Larry H. Miller Subaru Boise	Karen Gail Miller	Boise	ID	700	529	1,229
92	Performance Toyota	Performance Automotive Network	Fairfield	OH	624	600	1,224
93	Fitzgerald Auto Mall - Annapolis	Jack Fitzgerald	Annapolis	MD	731	486	1,217
94	Larry H. Miller Toyota Scion Boulder	Karen Gail Miller	Boulder	CO	719	490	1,209
95	Larry H. Miller Liberty Toyota Scion Colorado Springs	Karen Gail Miller / Larry H. Miller Dealerships	Colorado Springs	CO	746	462	1,208
96	Stockton #12 Honda	John Stockton	Sandy	UT	776	420	1,196
97	Mike Shaw Toyota	Michael J. Shaw	Corpus Christi	TX	655	534	1,189
98	Honda World	William R. Piercey; Jim Kitzmiller	Westminster	CA	901	283	1,184
99	Criswell Chevrolet Inc	Harry E. Criswell	Gaithersburg	MD	871	308	1,179
100	Gillman Subaru Southwest	Stacey Gillman Wimbish; Jason Gillman; Christopher Gillman; Ramsay Gillman	Houston	TX	814	353	1,167