



## Top 20 dealership groups in the U.S. – ranked on 2018 body shop revenue

2018 rank	Dealership group	2018 body shop revenue	2017 body shop revenue	% change 2018 vs. 2017	Total number of dealerships	Average body shop revenue per dealership in 2018
1	Hendrick Automotive Group	\$145,638,661	\$150,315,653	-3.1%	96	\$1,517,069
2	Lithia Motors Inc.†	\$86,459,376	\$75,830,887	14.0%	181	\$477,676
3	Sonic Automotive Inc.†	\$46,678,000	\$51,075,000	-8.6%	104	\$448,827
4	Prime Automotive Group	\$39,733,970	\$28,342,568	40.2%	57	\$697,087
5	Ken Garff Automotive Group	\$39,263,910	\$40,547,344	-3.2%	50	\$785,278
6	Suburban Collection	\$37,640,212	\$35,674,822	5.5%	45	\$836,449
7	#1 Cochran Automotive	\$35,946,250	\$17,279,499	108.0%	23	\$1,562,880
8	Holman Automotive Group Inc.	\$29,053,803	\$27,596,258	5.3%	33	\$880,418
9	Larry H. Miller Dealerships	\$27,474,525	\$27,051,406	1.6%	63	\$436,104
10	Serra Automotive Inc.	\$24,324,349	\$28,076,276	-13.4%	43	\$565,683
11	Jim Koons Automotive Cos.	\$22,067,808	\$22,115,419	-0.2%	17	\$1,298,106
12	Balise Motor Sales Co.	\$21,925,635	\$20,749,736	5.7%	26	\$843,294
13	Braman Dealerships	\$20,748,181	\$21,491,858	-3.5%	11	\$1,886,198
14	Mac Haik Auto Group	\$20,148,136	\$19,855,287	1.5%	16	\$1,259,259
15	Ciocca Dealerships	\$19,613,327	\$19,724,000	-0.6%	14	\$1,400,952
16	Jeff Wyler Automotive Family Inc.	\$18,825,622	\$21,098,323	-10.8%	17	\$1,107,390
17	Gunn Automotive Group	\$18,735,940	\$5,336,181	251.1%	6	\$3,122,657
18	DARCARS Automotive Group	\$18,508,766	\$18,996,315	-2.6%	24	\$771,199
19	Morgan Auto Group	\$16,990,054	\$14,972,378	13.5%	37	\$459,191
20	Bowers Automotive Group	\$16,745,083	\$14,665,905	14.2%	11	\$1,522,280