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US Auto Dealership Group Rankings 2021 v 2022



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Exploring the vibrant landscape of automotive retail, this article delves into the performance and growth of car dealership groups during the pivotal years of 2021 and 2022. Witness significant industry shifts as various dealership conglomerates achieve remarkable sales milestones. These changes have been influenced by a myriad of factors, including strategic decisions, evolving consumer behaviors, and the dynamic interactions between established giants and emerging disruptors.

In a captivating twist, Lithia Motors Inc., a significant player in the automotive landscape, claims the throne as the top car dealership group, dethroning the previous frontrunner, CarMax Inc. The departure of online used-vehicle pioneers, such as Carvana Co., Vroom Inc., and Shift Technologies Inc., adds intrigue to the ever-evolving landscape.

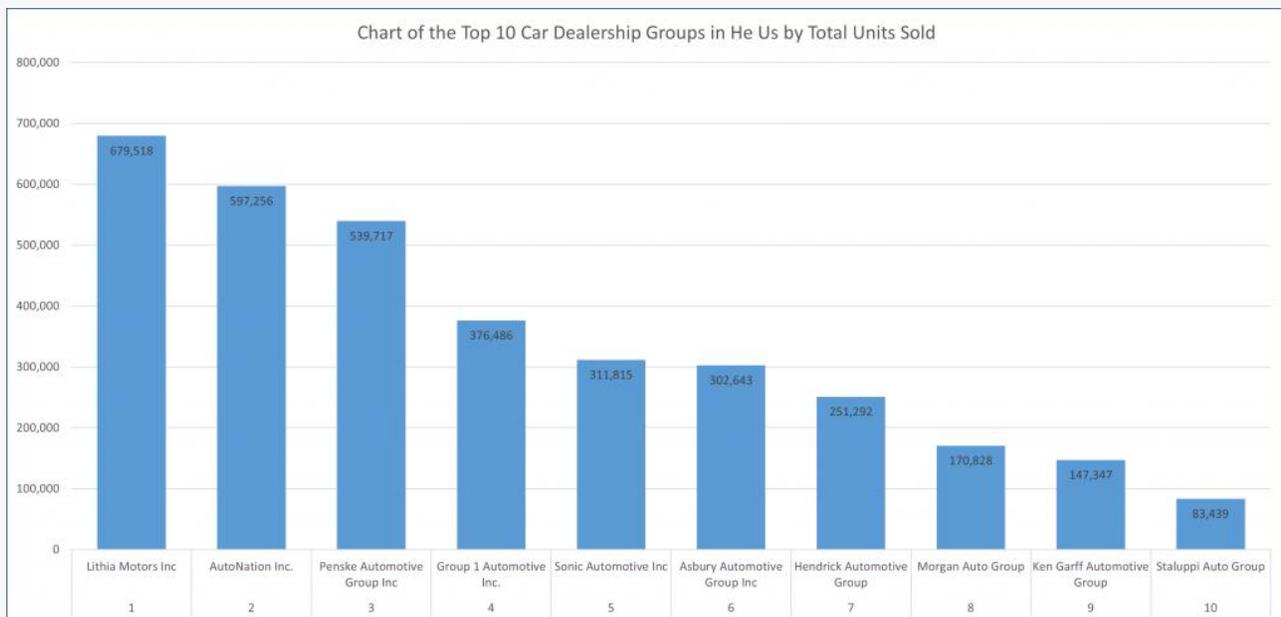
This article presents a compelling comparison of the top 10 US auto dealership groups based on their total units sold during the crucial years of 2021 and 2022. Get insights into the performance of notable players, including AutoNation Inc., Penske Automotive Group Inc., Group 1 Automotive Inc., Sonic Automotive Inc., Asbury Automotive Group Inc., Hendrick Automotive Group, Morgan Auto Group, Ken Garff Automotive Group, and Staluppi Auto Group. Delve into the numbers and uncover the dynamic trends shaping the automotive retail industry.

List of the Top 10 Car Dealership Groups in the US by Total Units Sold

1. **Lithia Motors Inc**
Total Units sold in 2022: 679,518
2. **AutoNation Inc.**
Total Units sold in 2022: 597,256
3. **Penske Automotive Group Inc**
Total Units sold in 2022: 539,717

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4. **Group 1 Automotive Inc**
Total Units sold in 2022: 376,486
5. **Sonic Automotive Inc**
Total Units sold in 2022: 311,815
6. **Asbury Automotive Group Inc**
Total Units sold in 2022: 302,643
7. **Hendrick Automotive Group**
Total Units sold in 2022: 251,292
8. **Morgan Auto Group**
Total Units sold in 2022: 170,828
9. **Ken Garff Automotive Group**
Total Units sold in 2022: 147,347
10. **Staluppi Auto Group**
Total Units sold in 2022: 83,439



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Top 10 US Car Dealership Groups by NEW Units Sold - 2021 vs. 2022

Dealership Group	Rank 2022	Rank 2021	Total Units sold in 2022	Total Units sold in 2021
Lithia Motors Inc	1▲	2	679,518	618,585
AutoNation Inc.	▼2	1	597,256	637,884
Penske Automotive Group Inc	◆3	3	539,717	553,971
Group 1 Automotive Inc.	◆4	4	376,486	347,415
Sonic Automotive Inc	◆5	5	311,815	323,563
Asbury Automotive Group Inc	▲6	7	302,643	215,116
Hendrick Automotive Group	▼7	6	251,292	275,507
Morgan Auto Group	◆8	8	170,828	155,850
Ken Garff Automotive Group	◆9	9	147,347	148,003
Staluppi Auto Group	▲10	11	83,439	72,285