



WARDSAUTO 2018 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	9,843	14,314	24,157
2	Chapman Automotive Group - Internet Unit	Jerry B. Chapman/Chapman Automotive Group	Chandler	AZ	10,681	9,339	20,020
3	Dave Smith Motors	Ken Smith/Dave Smith Motors Auto Group	Kellogg	ID	10,944	3,389	14,333
4	Gee Automotive Companies - Internet Unit	Ryan Gee/Gee Automotive Companies	Liberty Lake	WA	7,095	5,361	12,456
5	Reagor Dykes Auto Group - Internet Division	Bart Reagor	Lubbock	TX	2,284	5,729	8,013
6	Jim Koons - Tyson's Toyota	Jim Koons Automotive Group	Vienna	VA	3,723	2,425	6,148
7	Ed Morse - Internet Division	Edward J. Morse, III; Edward J. Morse, Jr.	Delray Beach	FL	3,610	2,184	5,794
8	Jim Koons - Tysons GM/Chrysler	Jim Koons Automotive Group	Vienna	VA	3,780	1,843	5,623
9	Rick Case Automall Davie	Rick Case	Davie	FL	2,217	1,934	4,151
10	Rick Case Honda	Rick Case	Davie	FL	1,716	1,751	3,467
11	Fitzgerald Auto Mall - Gaithersburg, MD	Jack Fitzgerald	Gaithersburg	MD	2,259	1,180	3,439
12	Brickell Honda, Buick, GMC & Mazda	Mario Murgado/Murgado Automotive Group	Miami	FL	2,102	1,025	3,127
12	Jim Koons - White Marsh	Jim Koons Automotive Group	White Marsh	MD	1,642	1,485	3,127
14	Fred Anderson Toyota	Fred H. Anderson	Raleigh	NC	1,826	1,219	3,045
15	Herb Chambers Lexus	Herbert G. Chambers	Sharon	MA	1,339	1,529	2,868
16	Herb Chambers Honda of Seekonk	Herbert G. Chambers	Seekonk	MA	1,224	1,569	2,793
17	Rick Case Automall	Rick Case	Duluth	GA	859	1,904	2,763
18	Jim Koons - Baltimore Ford	Jim Koons Automotive Group	Baltimore	MD	1,690	930	2,620
19	Gillman Honda South	Stacey Gillman Wimbish; Jason R. Gillman	Houston	TX	1,990	614	2,604
20	Jim Koons - Falls Church Ford	Jim Koons Automotive Group	Falls Church	VA	1,406	1,082	2,488
21	Herb Chambers Toyota Hyundai Scion of Auburn	Herbert G. Chambers	Auburn	MA	1,584	893	2,477
22	Jim Koons - Sterling Ford	Jim Koons Automotive Group	Sterling	VA	1,757	695	2,452
23	Fitzgerald Auto Mall - Clearwater	Jack Fitzgerald	Clearwater	FL	1,372	1,045	2,417
24	Wilde Toyota	Wilde Automotive Group	West Allis	WI	874	1,409	2,283
25	Rick Case Acura Hyundai	Rick Case	Ft. Lauderdale	FL	981	1,287	2,268
26	Jim Koons Arlington Toyota	Jim Koons Automotive Group	Arlington	VA	1,460	802	2,262
27	Jim Koons - Annapolis Toyota	Jim Koons Automotive Group	Annapolis	MD	1,438	808	2,246
28	Jim Koons - Westminster Toyota	Jim Koons Automotive Group	Westminster	MD	1,394	805	2,199
29	Herb Chambers Honda Infiniti of Boston	Herbert G. Chambers	Boston	MA	1,308	873	2,181
30	Greenway Ford	Frank Rodriguez; Carl Atkinson	Orlando	FL	794	1,381	2,175
31	Toyota Direct	Performance Automotive Network	Columbus	OH	977	1,123	2,100
32	Herb Chambers BMW/Mini of Boston	Herbert G. Chambers	Boston	MA	1,206	854	2,060
33	Fitzgerald Auto Mall - Frederick, MD	Jack Fitzgerald	Frederick	MD	1,081	959	2,040
34	Suburban Ford of Sterling Heights	David T. Fischer	Sterling Heights	MI	1,092	804	1,896
35	Big Two Toyota of Chandler	Christopher E. Hoeye	Chandler	AZ	1,559	322	1,881
36	Honda Marysville	Performance Automotive Network	Marysville	OH	908	955	1,863
37	Phil Long Ford of Denver	Gerald Cimino	Denver	CO	958	889	1,847
38	Hendrick Honda	Hendrick Automotive Group	Charlotte	NC	1,250	559	1,809
39	Hendrick Toyota Apex	Hendrick Automotive Group	Apex	NC	1,188	617	1,805
40	Findlay Toyota	Cliff Findlay; Tyler Corder; Rich Abajian	Henderson	NV	1,262	527	1,789
41	Greenway Chrysler Jeep Dodge Ram	Frank Rodriguez; Carl Atkinson; Conrad Letson	Orlando	FL	929	852	1,781
42	Honda Cars of McKinney	Hendrick Automotive Group	McKinney	TX	1,142	608	1,750
43	Fitzgerald Auto Mall - White Flint	Jack Fitzgerald	Rockville	MD	1,177	500	1,677
44	Rick Hendrick Toyota Sandy Springs	Hendrick Automotive Group	Atlanta	GA	528	1,140	1,668
45	Gillman Honda of San Antonio	Stacey Gillman Wimbish; Jason R. Gillman	Schertz	TX	1,110	547	1,657
46	Fitzgerald Auto Mall - Chambersburg, PA	Jack Fitzgerald	Chambersburg	PA	764	875	1,639
47	Herb Chambers Flagship Motorcars	Herbert G. Chambers	Lynnfield	MA	850	785	1,635
48	Earnhardt's Gilbert Dodge	Hal J. Earnhardt	Gilbert	AZ	1,237	395	1,632
49	Larry H. Miller Chrysler Jeep Dodge Ram Boise	Karen Gail Miller	Boise	ID	1,065	542	1,607
50	Don Davis Nissan	Robert Howard	Arlington	TX	1,015	544	1,559
51	Rock Honda	Tom A. Chadwell; William R. Piercey; David Latif	Fontana	CA	1,178	380	1,558



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52	Performance Automall	Hendrick Automotive Group	Chapel Hill	NC	842	707	1,549
53	Wilde Honda	Wilde Automotive Group	Waukesha	WI	941	603	1,544
54	Rick Hendrick Chevrolet	Hendrick Automotive Group	Duluth	GA	937	588	1,525
55	Zeigler Chrysler Dodge Jeep - Schaumburg	Aaron J. Zeigler; Harold J. Zeigler	Schaumburg	IL	978	521	1,499
56	Hendrick Honda Woodbridge	Hendrick Automotive Group	Woodbridge	VA	1,087	411	1,498
57	Herb Chambers BMW of Sudbury	Herbert G. Chambers	Sudbury	MA	802	692	1,494
58	Gwinnett Place Honda	Hendrick Automotive Group	Duluth	GA	1,054	434	1,488
59	Herb Chambers Mercedes-Benz of Boston	Herbert G. Chambers	Somerville	MA	950	534	1,484
59	Schaumburg Honda Automobiles	Robert V. Rohrman	Schaumburg	IL	952	532	1,484
61	Herb Chambers Audi Porsche of Burlington	Herbert G. Chambers	Burlington	MA	918	562	1,480
62	Herb Chambers Honda of Westborough	Herbert G. Chambers	Westborough	MA	946	530	1,476
63	Herb Chambers Honda of Burlington	Herbert G. Chambers	Burlington	MA	982	490	1,472
64	Honda World	William R. Piercey; Jim Kitzmiller	Westminster	CA	1,102	338	1,440
65	Larry H. Miller Toyota Scion Corona	Karen Gail Miller	Corona	CA	998	413	1,411
66	Hendrick Toyota North Charleston	Hendrick Automotive Group	North Charleston	SC	852	554	1,406
67	Ed Morse Sawgrass Auto Mall	Edward J Morse, III; Edward J. Morse, Jr.	Sunrise	FL	1,095	302	1,397
68	Harold Zeigler Lincoln BMW Chrysler Honda	Aaron J. Zeigler; Harold J. Zeigler	Kalamazoo	MI	517	869	1,386
69	Kings Honda	Performance Automotive Network	Cincinnati	OH	736	632	1,368
69	Performance Honda	Performance Automotive Network	Fairfield	OH	736	632	1,368
71	Jim Koons - Koons of Catonsville	Jim Koons Automotive Group	Baltimore	MD	731	611	1,342
72	Fred Anderson Toyota of Charleston	Fred H. Anderson	Charleston	SC	851	490	1,341
73	Wilde East Towne Honda	Wilde Automotive Group	Madison	WI	606	729	1,335
74	Gillman Subaru Southwest	Stacey Gillman Wimbish; Jason R. Gillman	Houston	TX	911	405	1,316
75	Classic Chevrolet	Tom Durant	Grapevine	TX	1,307	-	1,307
76	Future Ford Lincoln Hyundai of Concord	G. Steven Pleau	Concord	CA	730	558	1,288
77	Future Ford of Sacramento	G. Steven Pleau	Sacramento	CA	829	448	1,277
78	Piercey Toyota	William R. Piercey; Brian Ressler; Art Wicker	Milpitas	CA	950	319	1,269
79	Herb Chambers Chrysler Jeep Dodge Ram Fiat of Danvers	Herbert G. Chambers	Danvers	MA	943	316	1,259
80	Performance Toyota	Performance Automotive Network	Fairfield	OH	626	623	1,249
81	Performance CJDR	Performance Automotive Network	Columbus	OH	453	784	1,237
82	Darrell Waltrip Honda Volvo Subaru	Hendrick Automotive Group	Franklin	TN	780	455	1,235
83	Future Ford	G. Steven Pleau	Roseville	CA	1,233	-	1,233
84	Hendrick Volkswagen Frisco	Hendrick Automotive Group	Frisco	TX	629	602	1,231
85	Honda of Concord	Hendrick Automotive Group	Concord	NC	767	455	1,222
86	Criswell Chevrolet	Harry E Criswell	Gaithersburg	MD	904	310	1,214
87	Capitol Toyota	Jerry G. Brassfield	San Jose	CA	973	226	1,199
88	Gillman Chrysler Jeep Dodge South	Stacey Gillman Wimbish; Jason R. Gillman	Houston	TX	774	413	1,187
89	Hendrick Chrysler Dodge Jeep Ram of Concord	Hendrick Automotive Group	Concord	NC	707	471	1,178
90	Rick Hendrick Chevrolet of Buford	Hendrick Automotive Group	Buford	GA	577	599	1,176
91	Fitzgerald Auto Mall - Annapolis	Jack Fitzgerald	Annapolis	MD	705	464	1,169
91	Larry H. Miller Toyota Scion Boulder	Karen Gail Miller	Boulder	CO	727	442	1,169
93	Wilde Chrysler Jeep Dodge Subaru	Wilde Automotive Group	Waukesha	WI	772	394	1,166
94	Ed Morse Delray Toyota	Edward J. Morse III; Edward J. Morse, Jr.	Delray Beach	FL	800	360	1,160
95	Kelly Ford	Gregory H. Kelly; Robert P. Kelly; Timothy K. Kelly	Melbourne	FL	617	531	1,148
96	Don Davis Dodge Chrysler Jeep	Robert Howard	Arlington	TX	544	602	1,146
97	Phil Long Ford	Gerald Cimino	Colorado Springs	CO	653	483	1,136
98	Bianchi Honda	Jason M. Porreco; Louis J. Porreco	Erie	PA	666	467	1,133
99	Honda World Downey	Jeff Hodge; William R. Piercey	Downey	CA	892	239	1,131
100	Earnhardt Enterprises	Hal J. Earnhardt	Mesa	AZ	812	311	1,123