

Top 10 Single Point Franchise Internet Retailers

TOP 10 SINGLE POINT IMPORT DEALERS

	Dealership Name	City	State	New
1.	Koons Tysons Toyota	Vienna	VA	5422
2.	Paragon Honda	Woodside	NY	3634
3.	Fred Haas Toyota World	Spring	TX	2058
4.	Red McCombs Toyota	San Antonio	TX	1920
5.	Tempe Honda	Tempe	AZ	1634
6.	Coggin Honda of Orlando	Orlando	FL	1444
7.	Lexus of Clear Lake	Houston	TX	1429
8.	Koons Toyota	Annapolis	MD	1400
9.	Honda North	Danvers	MA	1394
10.	David McDavid Honda	Irving	TX	1344

TOP 10 SINGLE POINT DOMESTIC DEALERS

	Dealership Name	City	State	New
1.	Courtesy Chevrolet	Phoenix	AZ	2420
2.	Galpin Ford	North Hills	CA	1656
3.	Bill Heard Chevrolet - Sugar Land	Sugar Land	TX	1477
4.	World Ford of Pembroke Pines	Pembroke Pines	FL	800
5.	Bob Baker Ford	San Diego	CA	724
6.	Red McCombs Ford	San Antonio	TX	691
7.	Thoroughbred Ford	Kansas City	MO	587
8.	Friendly Ford	Las Vegas	NV	546
9.	Northside Ford	San Antonio	TX	424
10.	Sunrise Chevrolet	Glendale Heights	IL	420

Top 10 Single Point Import Franchise Dealers

Only single point franchise dealers were eligible in this category, and the rankings were based solely on new vehicle sales. As a result, it was no surprise that Toyota and Honda went head to head for nine of the positions.

As the two manufacturers with the most single point franchises, they're also Internet powerhouses. In the end, Honda secured five of the positions while Toyota took four, yet Toyota held 49.8 percent of the unit sales. Honda held 43.5 percent. Koons Tysons Toyota took top honors by a large margin, outselling the Paragon Honda (2nd) by over 1,700 units. Paragon had nothing to be ashamed of, however, selling more than 300 units per month. Texas dealers continued to flex their muscles with four ranking in the top 10; Fred Haas Toyota World (3rd) in Spring, Texas, is the largest of the four, followed by Red McCombs Toyota (4th).

Two Honda dealers slipped in at 5th and 6th (Tempe Honda and Coggin Honda of Orlando), followed by the lone dealer in the rankings not holding a Toyota or Honda franchise, but related to Toyota—Lexus of Clear Lake (7th).

The Koons organization managed to put another dealership in the top 10 with Koons Toyota in Annapolis in 8th place. Finishing out the top 10 was two Honda dealers, Honda North (9th) and David McDavid Honda (10th).

With 4,078 units separating 1st and 10th place, Koons Tysons Toyota sold 300 percent more new units than David McDavid Honda—a surprising variance of unit sales between the two.

Top 10 Single Point Domestic Franchise Dealers

To be eligible in this category, a dealership had to be a single point domestic franchise dealer, and rankings were based solely on new vehicle sales. Considering the fact that domestic manufacturers have traditionally preferred dealers to have multi-line brands of their products and their continuing battle for market share, you have to wade pretty far beyond the Top 100 Internet Retailers to find the Top 10 dealers in this category.

Ford dealers took seven spots and touted the most combined units (5,428) in the Top 10 Single Point Domestic. Two of which claim San Antonio, Texas, as home—Red McCombs Ford (6th) and Northside Ford (9th).

The top spot, however, went to Courtesy Chevrolet in Phoenix, Ariz., with 2,420 new Internet units retailed. Courtesy, the 2nd place finisher (Galpin Ford) and the 3rd place finisher (Bill Heard Chevrolet-Sugar Land) were also named in the Top 25 Internet Retailers. World Ford of Pembroke Pines, Bob Baker Ford and Red McCombs Ford (4th, 5th and 6th respectively) managed to secure honors and also earned spots in the Top 100 Internet Retailers.

Positions seven through 10 were filled with dealers selling less than 50 new vehicles per month from their Internet departments. So, what separated Courtesy Chevrolet (1st) from Sunrise Chevrolet (10th)? About 1,800 miles and 2,000 units. It seems that single point domestic dealers are retailing less than half the number of units from their Internet departments than their foreign competition.

Sponsored by



Congratulations to all winners.