

THE LIST AUTO DEALERS

▶ NEXT WEEK'S LIST *Fastest-Growing Public Companies*

RANKED BY SALES VOLUME

Rank Prev. Rank	Company Address	Company logo	Sales volume for 12 months ended June 30, 2024 (millions) *yearly % change	New cars sold for 12 months ended June 30, 2024 *yearly % change	Used cars sold for 12 months ended June 30, 2024 *yearly % change	Salespersons *Service personnel	Make(s) sold	Principal financing source(s)	Owner(s)/Parent company *General manager *Phone/fax	
1 (1)	Fletcher Jones Motorcars (Mercedes-Benz) 3300 Jamboree Road Newport Beach 92660-8528 Website: fjmercedes.com		\$839.7 -3%	4,966 -3%	4,756 5%	68 170	Mercedes-Benz	Mercedes-Benz Financial Services	Fletcher Jones Jr. David Gonzalez (949) 718-3000/(949) 718-3100	
2 (2)	Crevier BMW 1500 Auto Mall Drive Santa Ana 92705-4737 Website: crevierbmw.com Email: ckoeller@penskeautomotive.com		\$423.3 -6%	3,479 -10%	2,073 -9%	42 106	BMW	BMW Financial Services	Penske Automotive Group Anthony La (657) 231-5000/(714) 835-0881	
3 (3)	House of Imports 6862 Auto Center Drive Buena Park 90621-3691 Website: hoimercedes.com Email: davissons@autonation.com		\$349.4 -8%	2,277 -9%	2,163 -14%	40 25	Mercedes-Benz	AutoNation	AutoNation David Kim (714) 627-5553	
4 (4)	Toyota of Orange 1400 N. Tustin Ave. Orange 92867-3995 Website: toyotaoforange.com		\$308.8 9%	4,613 17%	1,929 -2%	37 118	Toyota	Comerica Bank	David Wilson Allen Moznott (714) 639-6750/(714) 771-0363	
5 (5)	Toyota of Huntington Beach 18881 Beach Blvd. Huntington Beach 92647-2007 Website: toyotaofhuntingtonbeach.com		\$307.8 18%	4,075 25%	2,702 -13%	37 60	Toyota	Comerica Bank	David Wilson Bucky O'Connell (714) 847-8555/(714) 847-3675	
6 (7)	Mercedes-Benz of Laguna Niguel⁽¹⁾ 1 Star Drive Laguna Niguel 92677-4589 Website: mblaguna.com Email: pbolter@mblaguna.com		\$214 ⁽²⁾ NA	2,300 ⁽²⁾ NA	1,000 ⁽²⁾ NA	25 ⁽²⁾ 120 ⁽²⁾	Mercedes-Benz, Sprinter, AMG, smart	Mercedes-Benz Financial Service USA LLC	Penny Spellens Pat Bolter (949) 347-3700	

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7 (15)	AutoNation Toyota Buena Park 6400 Beach Blvd. Buena Park 90621-2813 Website: autonationtoyotabuenapark.com Email: publicrelations@autonation.com		\$204.7 57%	2,934 79%	1,602 26%	32 16	Toyota	AutoNation	AutoNation Ellen Leung (714) 522-6144/(714) 224-5270	
8 (6)	David Wilson's Villa Ford 2550 N. Tustin Ave. Orange 92865-5666 Website: davidwilsonvillaford.com		\$193.6 -11%	2,093 -12%	1,050 -18%	31 76	Ford	Comerica Bank	David Wilson Scott Wade (888) 248-5750	
9 (9)	AutoNation Toyota Irvine⁽¹⁾ 9101 Research Drive Irvine 92618-4206 Website: autonationtoyotairvine.com Email: parky@autonation.com		\$187.2 ⁽²⁾ NA	2,100 ⁽²⁾ NA	1,972 ⁽²⁾ NA	33 ⁽²⁾ 12 ⁽²⁾	Toyota, Scion	Toyota Motor Credit Corp.	AutoNation Mark Mehta (949) 585-6888/(949) 597-0249	
10 (8)	Newport Auto Center 445 E. Pacific Coast Highway Newport Beach 92660-6133 Website: newportautocenter.com Email: publicrelations@autonation.com		\$171.1 -9%	582 -16%	383 -2%	13 13	Bentley, Porsche	AutoNation	AutoNation Tim Tauber (855) 412-7693	
11 (11)	Newport Lexus⁽¹⁾ 3901 MacArthur Blvd. Newport Beach 92660-3012 Website: newportlexus.com		\$153.8 ⁽²⁾ NA	1,660 ⁽²⁾ NA	556 ⁽²⁾ NA	16 ⁽²⁾ 50 ⁽²⁾	Lexus	Comerica Bank	Group 1 Automotive Anthony R. D'Amato (949) 477-7088/(949) 477-7175	
12 (13)	Santa Margarita Ford 30031 Santa Margarita Parkway Rancho Santa Margarita 92688-3601 Website: santamargaritaford.com Email: sales@santamargaritaford.com		\$147 11%	1,806 5%	416 46%	16 45	Ford	Comerica Bank	Santa Margarita Auto Group James Graham (949) 459-6800	
13 (17)	South Coast Toyota 1966 Harbor Blvd. Costa Mesa 92627-2670 Website: southcoasttoyota.com		\$141.4 13%	2,440 23%	613 -19%	17 58	Toyota	Comerica Bank	David Wilson Chad Roberts (949) 722-2000/(949) 764-4121	

Sales volume is total dealer revenue and includes cars sold, parts, service and body shop.

Abbreviations: NA: not applicable

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the general manager listed.

⁽¹⁾ Current data was not provided via survey prior to Business Journal publication

⁽²⁾ Business Journal estimate

Researched by Raymond Dinh

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14 (14)	Tustin Lexus⁽¹⁾ 45 Auto Center Drive Tustin 92782-8402 Website: tustinlexus.com		\$132 ⁽²⁾ NA	1,546 ⁽²⁾ NA	411 ⁽²⁾ NA	14 ⁽²⁾ 42 ⁽²⁾	Lexus	Comerica Bank	Group 1 Automotive Ray Wood (714) 544-4800/(714) 544-4937	
15 (18)	Santa Margarita Toyota 22722 Avenida Empresa Rancho Santa Margarita 92688-2150 Website: santamargarittoyota.com Email: tcarso@smauto.com		\$127.5 7%	2,127 6%	322 10%	17 46	Toyota	Comerica Bank	Santa Margarita Auto Group Ephraim Barcelo ⁽³⁾ (949) 766-2000/(949) 635-6731	
16 (19)	Honda World Westminster 13600 Beach Blvd. Westminster 92683-3202 Website: ochondaworld.com Email: cbruno@ochondaworld.com		\$124.7 5%	2,148 28%	1,004 -14%	21 59	Honda	Honda Financial Services	Ryan Gee/Gee Automotive Cos. Chris Bruno (714) 890-8900/(714) 895-7274	
17 (21)	Freeway Honda 1505 Auto Mall Drive Santa Ana 92705-4738 Website: freewayhonda.com		\$116.1 17%	1,907 30%	1,031 7%	20 46	Honda	Comerica Bank	David Wilson Derrick Van Nieuulande (714) 547-3555/(714) 667-5160	
18 (16)	Tuttle-Click Ford Lincoln 43 Auto Center Drive Irvine 92618-2802 Website: tuttleclickford.com		\$110 -15%	937 -25%	287 -34%	25 45	Ford, Lincoln	Chase Bank	Tuttle-Click Automotive Group Johnson King (844) 605-1707	
19 (12)	Audi South Coast 1425 Auto Mall Drive Santa Ana 92705-4733 Website: audisouthcoast.com Email: jdawson@penskeautomotive.com		\$100.6 -29%	902 -28%	429 -47%	8 38	Audi	VCI	Penske Automotive Group Leo Gonzalez (657) 231-5500/(714) 835-0881	
20 (10)	Beach Cities Toyota Westminster⁽⁴⁾ 15300 Beach Blvd. Westminster 92683-6296 Website: beachcitiestoyota.com Email: margiem@beachcitiestoyota.com		\$95 NA	1,105 NA	1,062 NA	22 34	Toyota	Toyota Financial Services	Lustig Automotive Patrick C. Lustig (714) 894-3322/(714) 894-4892	
21 (20)	AutoNation Ford Tustin 2 Auto Center Drive Tustin 92782-8401 Website: autonationfordtustin.com Email: publicrelations@autonation.com		\$94.6 -6%	781 -1%	1,025 -5%	19 14	Ford	AutoNation	AutoNation Christopher Greco (714) 832-3300	
22 (23)	AutoNation Honda Costa Mesa 2888 Harbor Blvd. Costa Mesa 92626-3911 Website: autonationhondacostamesa.com Email: publicrelations@autonation.com		\$86.6 17%	1,340 50%	896 -7%	17 11	Honda	AutoNation	AutoNation Chet Spreen (714) 627-5559	
23 (27)	Weir Canyon Honda 8323 E. La Palma Ave. Anaheim 92808-2511 Website: weircanyonhonda.com		\$75.2 19%	1,167 38%	695 4%	14 32	Honda	Comerica Bank	David Wilson Michael Russell (714) 777-3300/(714) 777-2924	
24 (25)	Mazda of Orange 1350 W. Katella Ave. Orange 92867-3524 Website: mazdaoforange.com		\$73.4 7%	1,017 -13%	958 83%	16 19	Mazda	Comerica Bank	David Wilson David Johnson (888) 850-0266/(714) 516-9550	
25 (22)	Tuttle-Click Chrysler Jeep Dodge Ram Irvine 40 Auto Center Drive Irvine 92618-2802 Website: tuttleclickchrysler.com		\$68.5 -27%	704 -38%	201 28%	24 40	Dodge, Chrysler, Jeep, Ram	Chase Bank	Tuttle-Click Automotive Group Ahmad Soleman (949) 523-2976	
26 (26)	Hardin Honda⁽¹⁾ 1381 S. Auto Center Drive Anaheim 92806-5612 Website: hardinhonda.com Email: rhardin@hardin.com		\$68 ⁽²⁾ NA	1,192 ⁽²⁾ NA	808 ⁽²⁾ NA	10 ⁽²⁾ 41 ⁽²⁾	Honda	Honda Financial Services	Dennis Hardin/Hardin Automotive Roberta Hardin Bechtloff (714) 533-6200	
27 (24)	AutoNation Infiniti Tustin 33 Auto Center Drive Tustin 92782-8402 Website: autonationinfinititustin.net Email: publicrelations@autonation.com		\$60.9 -16%	283 -12%	998 -10%	14 5	Infiniti	AutoNation	AutoNation Alder Ortiz (714) 627-5556	
28 (30)	Subaru Orange Coast 1350 Auto Mall Drive Santa Ana 92705-4753 Website: subaruorangeoast.com Email: ckoeller@penskeautomotive.com		\$56.3 12%	987 11%	334 33%	11 22	Subaru	Subaru Auto Finance	Penske Automotive Group Jim Parsons (657) 231-5400/(714) 835-0881	

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(1) Current data was not provided via survey prior to Business Journal publication

(2) Business Journal estimate

(3) managing partner

(4) Previously listed as Elmore Toyota
















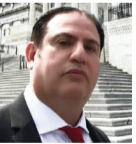

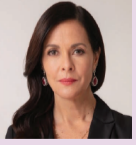
Researched by Raymond Dinh

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THE LIST AUTOMAKERS

▶ NEXT WEEK'S LIST *Fastest-Growing Public Companies*

RANKED BY NUMBER OF OC EMPLOYEES

Rank	Company Prev. Rank	Company logo	OC employees •yearly % change	U.S. vehicle sales for 12 months ended June 30, 2024 •yearly % change	•OC authorized dealers •U.S. authorized dealers	Operations in OC	Parent company •Headquarters	Top local official(s) •Title •Phone/fax	
1	Rivian Automotive Inc. (1) 14600 Myford Road Irvine 92606-1005 Website: rivian.com Email: customerservice@rivian.com		1,883 -14%	57,314 63%	0 0	Vehicle engineering and design, electronics, service centers, spaces, software, propulsion, battery systems, supply, chain and logistics, IT, teams building, operating customer-facing platforms	Rivian Automotive Inc. Irvine	RJ Scaringe CEO (888) 748-4261	
2	Hyundai Motor America (2) 10550 Talbert Ave. Fountain Valley 92708-6031 Website: hyundaiusa.com Email: consumeraffairs@hmausa.com		861 35%	806,105 4%	9 840	Hyundai Motor America and Hyundai Motor North America headquarters, Hyundai Motor America Western Region	Hyundai Motor Company Seoul, South Korea	José Muñoz president/global COO, Hyundai Motor Co. (714) 965-3000/(714) 965-3861	
3	Kia America (3) 111 Peters Canyon Road Irvine 92606-1790 Website: kia.com		492 8%	774,579 3%	4 793	North American headquarters, sales, marketing, consumer affairs, finance, human resources, legal, product planning, corporate communications	Hyundai Motor Company Seoul, South Korea	SeungKyu 'Sean' Yoon CEO/president (949) 468-4800/(949) 468-4515	
4	Mazda North American Operations (4) 200 Spectrum Center Drive, Ste. 100 Irvine 92618-5004 Website: mazdausa.com Email: media@mazdausa.com		337 -9%	382,057 14%	5 543	North American headquarters, research and development, design, Western region operations	Mazda Motor Corp. Hiroshima, Japan	Tom Donnelly CEO/president (949) 727-1990/(949) 727-6813	
5	Karma Automotive LLC⁽¹⁾ (5) 9950 Jeronimo Road Irvine 92618-2014 Website: karmaautomotive.com Email: info@karmaautomotive.com		225 ⁽²⁾ NA	100 ⁽²⁾ NA	1 ⁽²⁾ 21 ⁽²⁾	Global headquarters, engineering, design, customization, retail	Wanxiang Group Corp. Hangzhou, China	Marques McCammon president (714) 723-3474	
6	Isuzu Commercial Truck of America Inc. (6) 1400 S. Douglass Road, Ste. 100 Anaheim 92806-6904 Website: isuzucv.com Email: brian.tabel@icta-us.com		220 22%	28,500 19%	1 300	North American headquarters	Isuzu Motors Ltd. Yokohama, Japan	Shaun Skinner president, America, Canada, executive officer of Isuzu Motors Limited (714) 935-9418	
7	Toyota Motor North America Inc. (7) 2 Banting Irvine 92618-3602 Website: toyota.com; lexus.com		166 3%	2,103,713 14%	15 1,519	Toyota Los Angeles regional office (Irvine), Lexus Western regional office and training facilities (Irvine), Calt Design Research studio (Newport Beach)	Toyota Motor Corp. ⁽³⁾ Toyota, Aichi, Japan	Diana Davis general manager, LA region (949) 727-2700/(949) 727-2810	
8	Mullen Automotive Inc.⁽¹⁾ (8) 1405 Pioneer St. Brea 92821-3721 Website: mullenusa.com		75 ⁽²⁾ NA	156,570 ⁽²⁾ NA	wnd	Global headquarters	Mullen Automotive Inc. ⁽¹⁾ Brea	David Michery founder/CEO (714) 613-1900	
9	Genesis Motor America LLC⁽¹⁾ (9) 10550 Talbert Ave. Fountain Valley 92708-6031 Website: genesis.com		71 ⁽²⁾ NA	61,976 ⁽²⁾ NA	2 ⁽²⁾ 258 ⁽²⁾	North American headquarters, North American design center	Hyundai Motor America Inc. Fountain Valley	Claudia Marquez COO (714) 965-3000	

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⁽²⁾ Business Journal estimate

⁽³⁾ Toyota Motor Corp. owns Toyota and Lexus

⁽¹⁾ Current data was not provided via survey prior to Business Journal publication

Researched by Raymond Dinh