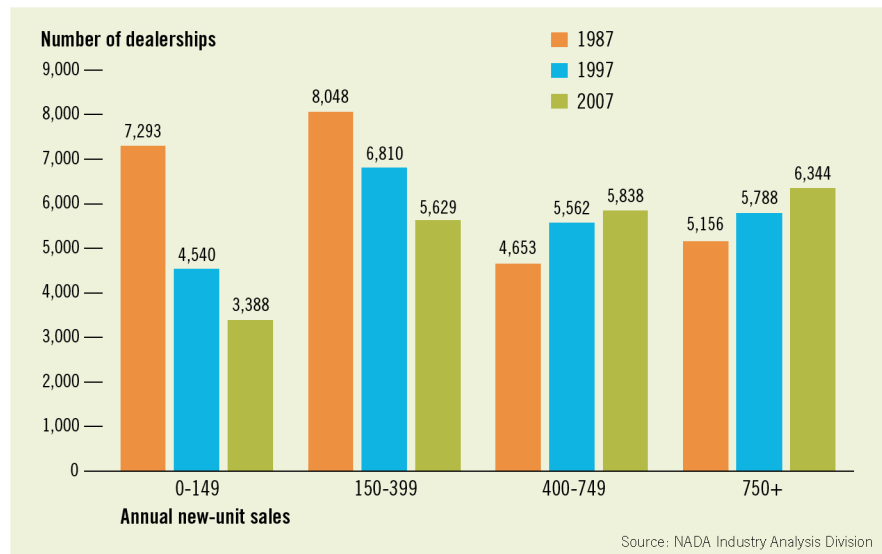


NADA DATA New-Car Dealerships

MODERATE CONSOLIDATION in the number of franchised dealerships is expected to continue. Acquisitions by large dealer groups saw some activity in 2006, as did manufacturers' efforts to reduce or freeze the number of dealership points. Last year saw a decline in the number of new-car stores. The net dealership count fell by almost 300 in 2006—double that of 2005, which had seen a fall of 145 dealerships from 2004.

The bar graph at right shows that the loss of dealerships over the past 20 years has been largely concentrated in the smaller-volume categories. In 1987 there were nearly 7,300 dealerships with sales levels of less than 150 new vehicles per year. Today, there are only about 3,400 such stores. In contrast, 6,344 dealerships now sell more than 750 new units per year; in 1987 only 5,156 stores of that size existed.

Number of dealerships, by volume of new-unit sales



New-car dealerships

As of January 1	
1986	24,825
1987	25,150
1988	25,025
1989	25,000
1990	24,825
1991	24,200
1992	23,500
1993	22,950
1994	22,850
1995	22,800
1996	22,750
1997	22,700
1998	22,600
1999	22,400
2000	22,250
2001	22,150
2002	21,800
2003	21,725
2004	21,650
2005	21,640
2006	21,495
2007	21,200

Source: NADA Industry Analysis Division

New-car dealerships, by state

As of January 1	
Alabama	352
Alaska	40
Arizona	255
Arkansas	276
California	1,621
Colorado	279
Connecticut	325
Delaware	65
D.C.	2
Florida	954
Georgia	616
Hawaii	66
Idaho	123
Illinois	964
Indiana	532
Iowa	387
Kansas	267
Kentucky	307
Louisiana	338
Maine	148
Maryland	370
Massachusetts	520
Michigan	769
Minnesota	456
Mississippi	244
Missouri	503
Montana	133
Nebraska	214
Nevada	114
New Hampshire	174
New Jersey	587
New Mexico	139
New York	1,151
North Carolina	696
North Dakota	102
Ohio	981
Oklahoma	297
Oregon	277
Pennsylvania	1,208
Rhode Island	68
South Carolina	330
South Dakota	119
Tennessee	428
Texas	1,353
Utah	155
Vermont	97
Virginia	553
Washington	392
West Virginia	172
Wisconsin	611
Wyoming	70
Total U.S.	21,200

Source: NADA Industry Analysis Division