

# Used-volume leaders – Top 100 retailers based in the U.S., ranked on 2019 used-vehicle sales units (revenue in millions)

2019 rank	Dealership group	Address	2019 used retail unit sales	2018 used retail unit sales	2019 used retail revenue	2018 used retail revenue	2019 wholesale units	2018 wholesale units	2019 wholesale revenue	2018 wholesale revenue	Total number of dealerships	2018 rank
1	<b>CarMax Inc. †‡</b> (804) 747-0422; carmax.com	12800 Tuckahoe Creek Pkwy. Richmond, VA 23238	<b>748,961</b>	721,512	\$15,173	\$14,392	447,491	408,509	\$2,393	\$2,181	210	1
2	<b>Penske Automotive Group Inc. †‡‡</b> (248) 648-2500; penskeautomotive.com	2555 Telegraph Road Bloomfield Hills, MI 48302	<b>284,200</b>	282,500	\$7,242	\$7,252	115,900	121,900	\$941	\$1,029	265	2
3	<b>AutoNation Inc. †</b> (954) 769-7000; autonation.com	200 SW 1st Ave. Fort Lauderdale, FL 33301	<b>246,113</b>	237,722	\$5,160	\$4,808	61,382	62,014	\$306	\$316	236	3
4	<b>Carvana†*</b> (800) 333-4554; carvana.com	1930 W. Rio Salado Pkwy. Tempe, AZ 85281	<b>177,549</b>	94,108	\$3,421	\$1,785	39,895	15,125	\$268	\$74	146	8
5	<b>Lithia Motors Inc. †</b> (541) 776-6401; lithia.com	150 N. Bartlett St. Medford, OR 97501	<b>170,423</b>	151,234	\$3,527	\$3,079	47,767	50,860	\$301	\$331	188	4
6	<b>Sonic Automotive Inc. †</b> (704) 566-2400; sonicautomotive.com	4401 Colwick Road Charlotte, NC 28211	<b>162,149</b>	139,605	\$3,490	\$2,973	34,153	34,167	\$203	\$218	95	6
7	<b>Group 1 Automotive Inc. †‡‡</b> (713) 647-5700; group1auto.com	800 Gessner, Ste. 500 Houston, TX 77024	<b>158,549</b>	147,999	\$3,367	\$3,166	51,205	53,887	\$355	\$370	186	5
8	<b>Hendrick Automotive Group</b> (704) 568-5550; hendrickauto.com	6000 Monroe Road Charlotte, NC 28212	<b>99,427</b>	94,248	\$2,437	\$2,225	53,570	51,723	\$462	\$423	95	7
9	<b>Asbury Automotive Group Inc. †</b> (770) 418-8200; asburyauto.com	2905 Premiere Pkwy., Ste. 300 Duluth, GA 30097	<b>88,602</b>	82,377	\$1,941	\$1,783	–	–	\$190	\$189	88	9
10	<b>Larry H. Miller Dealerships</b> (801) 304-4900; lhmauto.com	9350 S. 150 E., Ste. 500 Sandy, UT 84070	<b>54,521</b>	53,753	\$1,109	\$1,061	55,226	57,356	\$819	\$853	63	10
11	<b>Ken Garff Automotive Group</b> (801) 257-3400; kengarff.com	111 E. Broadway, Ste. 900 Salt Lake City, UT 84111	<b>45,720</b>	42,444	\$976	\$869	23,964	24,106	\$233	\$244	49	11
12	<b>Prime Automotive Group</b> (781) 241-4160; driveprime.com	375 Providence Hwy. Westwood, MA 02090	<b>38,217</b>	33,962	\$866	\$747	25,378	27,043	\$275	\$291	55	12
13	<b>Napleton Automotive Group</b> (630) 530-3955; ednapleton.com	One Oakbrook Terrace, Ste. 600 Oakbrook Terrace, IL 60181	<b>34,947</b>	26,975	\$767	\$577	17,276	15,975	\$135	\$128	51	16
14	<b>Morgan Auto Group</b> (813) 434-1982; morganautogroup.com	3031 N. Rocky Point Drive W., Ste. 770 Tampa, FL 33607	<b>33,201</b>	25,066	\$687	\$495	20,329	17,795	\$148	\$141	39	20
15	<b>Greenway Automotive†‡</b> (407) 275-3200; greenway.com	9001 E. Colonial Drive Orlando, FL 32817	<b>32,571</b>	32,421	\$576	\$549	15,842	15,133	\$128	\$104	55	13
16	<b>Vroom**</b> (855) 524-1300; vroom.com	1375 Broadway New York, NY 10016	<b>31,963</b>	23,199	\$953	\$657	20,197	18,427	\$213	\$175	1	–
17	<b>McLarty Automotive†‡</b> (501) 371-3830; mclartyautogroup.com	425 W. Capitol Ave. Little Rock, AR 72201	<b>30,426</b>	28,450	–	–	–	–	–	–	31	14
18	<b>Holman Automotive Group Inc.</b> (856) 663-5200; holmanauto.com	4001 Leadenhall Road Mt. Laurel, NJ 08054	<b>30,320</b>	28,147	\$846	\$807	11,222	13,328	\$129	\$160	32	15
19	<b>Serra Automotive Inc.</b> (810) 936-2730; serrausa.com	102 W. Silver Lake Road Fenton, MI 48430	<b>29,839</b>	26,835	\$518	\$456	6,588	6,335	\$41	\$41	48	17
20	<b>Chapman Automotive Group</b> (480) 970-0740; chapmanchoice.com	P.O. Box 12375 Tempe, AZ 85284	<b>29,166</b>	26,447	\$511	\$449	9,912	8,660	\$103	\$96	24	18
21	<b>Staluppi Auto Group</b> (561) 844-7148; atlanticautogroup.net	133 U.S. Hwy. One North Palm Beach, FL 33408	<b>27,764</b>	23,489	\$547	\$469	13,792	16,123	\$115	\$141	43	24
22	<b>Jim Koons Automotive Cos.</b> (703) 448-7000; koons.com	2000 Chain Bridge Road Vienna, VA 22182	<b>27,261</b>	23,825	\$542	\$442	12,156	12,922	\$91	\$78	17	22
23	<b>Garber Management Group</b> (989) 790-9090; garberauto.com	999 S. Washington Ave. Saginaw, MI 48601	<b>27,050</b>	23,265	\$478	\$375	10,200	10,876	\$54	\$55	57	25
24	<b>Performance Automotive Network</b> (513) 870-5000; performanceautomotive.com	5726 Dixie Hwy. Fairfield, OH 45014	<b>25,704</b>	25,053	\$467	\$442	7,766	7,365	\$60	\$49	15	21
25	<b>Victory Automotive Group</b> (734) 495-3500; victoryautomotivegroup.com	46352 Michigan Ave. Canton, MI 48188	<b>24,885</b>	19,718	\$483	\$389	15,659	15,373	\$98	\$96	45	33
26	<b>Herb Chambers Cos.</b> (617) 666-8333; herbchambers.com	259 McGrath Hwy. Somerville, MA 02143	<b>24,698</b>	23,563	\$681	\$655	18,005	40,108	\$184	\$198	45	23
27	<b>Walser Automotive Group</b> (952) 929-3535; walser.com	7700 France Ave. S. Edina, MN 55435	<b>24,124</b>	19,914	\$533	\$457	8,026	9,012	\$44	\$58	26	32
28	<b>Suburban Collection</b> (248) 519-9700; suburbancollection.com	1795 Maplelawn Troy, MI 48084	<b>23,453</b>	23,228	\$461	\$440	6,823	7,096	\$49	\$57	43	26

†Publicly held ‡CarMax Inc. fiscal year, March 1, 2019, through Feb. 29, 2020

‡‡Figures include data for dealerships outside the U.S.

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\*Online retailer Carvana offers as-soon-as-next-day delivery in 161 U.S. markets as of Feb. 26, 2020.

\*\* Online retailer Vroom sells in all 50 states, offering about 3,800 used vehicles on its website.

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29	<b>Sheehy Auto Stores</b> (703) 802-3480; sheehy.com	12701 Fair Lakes Circle, Ste. 250 Fairfax, VA 22033	22,482	20,383	\$455	\$403	8,628	7,916	\$44	\$37	24	29
30	<b>West-Herr Automotive Group Inc.</b> (716) 926-7052; westherr.com	3552 Southwestern Blvd. Orchard Park, NY 14127	22,403	22,094	\$491	\$434	23,866	23,518	\$362	\$346	25	27
31	<b>RML Automotive</b> (469) 671-0730; rmlauto.com	1547 S. Stemmons Fwy. Lewisville, TX 75067	21,739	19,531	\$490	\$429	14,178	14,908	\$137	\$147	29	34
32	<b>Ganley Auto Group</b> (440) 584-8200; ganleyauto.com	8748 Brecksville Road, Ste. 210 Brecksville, OH 44141	21,223	20,296	\$411	\$382	12,457	13,367	\$84	\$93	36	30
33	<b>Findlay Automotive Group</b> (702) 558-8888; findlayauto.com	310 N. Gibson Road Henderson, NV 89014	20,504	17,513	\$445	\$368	12,478	11,484	\$120	\$116	32	40
34	<b>Mac Haik Auto Group</b> (713) 932-5000; machaik.com	10333 Katy Fwy. Houston, TX 77024	20,342	18,368	\$439	\$386	8,902	8,150	\$99	\$90	17	36
35	<b>David Wilson Automotive Group†</b> (714) 639-6750; wilsonautomotivegroup.net	1400 N. Tustin Orange, CA 92867	19,583	17,663	\$431	\$376	12,205	10,618	\$104	\$93	15	39
36	<b>RFJ Auto Partners Holdings Inc.</b> (469) 326-9300; rfjauto.com	500 N. Central Expressway, Ste. 320 Plano, TX 75074	19,474	20,870	\$425	\$436	7,796	7,961	\$81	\$86	25	28
37	<b>Baxter Auto Group</b> (402) 493-7800; baxterauto.com	17950 Burt St. Omaha, NE 68118	19,218	17,452	\$399	\$356	11,059	10,594	\$103	\$98	20	41
38	<b>Rick Case Automotive Group</b> (954) 377-7400; rickcase.com	14500 W. Sunrise Blvd. Sunrise, FL 33323	19,211	18,428	\$282	\$253	–	–	–	–	17	35
39	<b>Bob Rohrman Auto Group</b> (847) 991-0444; rohrman.com	1510 W. Dundee Road Arlington Heights, IL 60004	18,619	14,846	\$335	\$339	6,052	5,943	\$24	\$37	24	49
40	<b>Premier Automotive</b> (504) 940-0000; premierautomotive.com	13040 I-10 Service Road New Orleans, LA 70128	18,442	17,793	\$389	\$355	6,210	5,840	\$52	\$47	24	38
41	<b>Jeff Wyler Automotive Family Inc.</b> (513) 752-7450; wyler.com	401 Milford Pkwy., Ste. A Milford, OH 45150	18,054	16,296	\$401	\$364	8,310	8,678	\$58	\$61	16	44
42	<b>Zeigler Auto Group</b> (269) 488-2271; zeigler.com	4201 Stadium Drive Kalamazoo, MI 49008	17,872	16,619	\$372	\$319	6,313	6,059	\$59	\$63	28	43
43	<b>Balise Motor Sales Co.</b> (413) 733-8604; baliseauto.com	122 Doty Circle West Springfield, MA 01089	17,856	17,230	\$329	\$311	7,153	7,934	\$22	\$24	25	42
44	<b>Kahlig Auto Group</b> (210) 426-3350; kahligauto.com	9207 San Pedro San Antonio, TX 78216	17,097	15,878	\$423	\$404	10,161	9,513	\$134	\$126	19	45
45	<b>Servco Pacific Inc. ‡</b> (808) 564-1300; servco.com	P.O. Box 2788 Honolulu, HI 96803	16,734	13,993	\$281	\$233	7,929	7,578	\$41	\$46	26	54
46	<b>Ourisman Automotive Group</b> (301) 423-4000; ourisman.com	4400 Branch Ave. Marlow Heights, MD 20748	16,604	11,557	\$359	\$283	9,805	8,594	\$56	\$120	29	31
47	<b>Island Auto Group</b> (718) 979-0934; islandautogroup.com	1580 Hylan Blvd. Staten Island, NY 10305	16,371	14,974	\$294	\$262	7,159	8,434	\$23	\$24	31	48
48	<b>Keyes Automotive Group</b> (818) 907-4456; keyescars.com	5855 Van Nuys Blvd. Van Nuys, CA 91401	16,312	15,597	\$391	\$362	6,015	6,957	\$76	\$78	14	46
49	<b>Ray Skillman Auto Group</b> (317) 888-9500; rayskillman.com	8424 U.S. 31 S. Indianapolis, IN 46227	15,875	15,194	\$267	\$272	7,938	7,844	\$63	\$67	16	–
50	<b>Wilde Automotive Group</b> (262) 513-2770; wildeauto.com	1710 A Hwy. 164 Waukesha, WI 53186	15,599	14,754	\$313	\$281	6,903	6,503	\$43	\$39	7	50
51	<b>Earnhardt Auto Centers</b> (480) 893-0000; earnhardt.com	7300 W. Orchid Lane Chandler, AZ 85226	15,544	17,933	\$323	\$315	12,027	13,031	\$86	\$94	21	37
52	<b>Morrie's Automotive Group</b> (952) 544-0376; morries.com	12520 Wayzata Blvd. Minnetonka, MN 55305	15,206	14,829	\$319	\$333	–	–	–	–	16	47
53	<b>Mullinax Automotive</b> (407) 889-7600; mullinaxford.com	1551 E. Semoran Apopka, FL 32703	14,978	14,629	\$310	\$291	4,292	4,204	\$40	\$37	8	52
54	<b>Fletcher Jones Automotive Group</b> (702) 739-9800; fletcherjones.com	7300 W. Sahara Ave. Las Vegas, NV 89117	14,950	14,109	\$556	\$517	7,272	8,285	\$117	\$139	17	53
55	<b>Kenwood Dealer Group Inc.</b> (513) 683-5484; cincyaautos.com	4780 Socialville Foster Road Mason, OH 45040	14,861	13,606	\$296	\$249	–	–	–	–	14	57
56	<b>Germain Motor Co.</b> (614) 383-4967; germaincars.com	4250 Morse Crossing Columbus, OH 43219	14,789	13,687	\$316	\$282	11,965	5,968	\$62	\$51	15	–

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57	<b>Gee Automotive Cos.</b> (866) 640-8859; geeautomotive.com	21502 E. George Gee Ave. Liberty Lake, WA 99019	14,779	14,686	\$288	\$340	8,949	9,008	\$123	\$60	24	51
58	<b>Priority Auto Group</b> (757) 366-5000; priorityauto.com	1800 Greenbrier Pkwy. Chesapeake, VA 23320	14,624	13,687	\$279	\$261	7,496	6,452	\$48	\$45	23	56
59	<b>Fox Motors</b> (616) 774-4044; foxmotors.com	200 Ottawa Ave., Ste. 800 Grand Rapids, MI 49503	14,274	12,425	\$269	\$220	4,401	3,780	\$29	\$25	31	60
60	<b>Summit Automotive Partners</b> (303) 209-3965; summit-ap.com	10301 E. Arapahoe Road, Ste. 200 Centennial, CO 80112	14,171	13,982	\$302	\$286	7,885	7,253	\$60	\$52	17	55
61	<b>Bergstrom Automotive</b> (920) 725-4444; bergstromauto.com	One Neenah Center Neenah, WI 54956	14,127	12,049	\$358	\$294	9,957	7,583	\$72	\$54	27	62
62	<b>Open Road Auto Group</b> (732) 650-1550; openroad.com	400 U.S. Hwy. 22 Bridgewater, NJ 08807	12,807	11,530	\$477	\$425	6,019	3,028	\$78	\$28	22	66
63	<b>Russ Darrow Group Inc.</b> (262) 250-9600; russdarrow.com	W133 N8569 Executive Pkwy. Menomonee Falls, WI 53051	12,037	12,301	\$229	\$220	4,360	4,126	\$37	\$31	24	61
64	<b>Lia Auto Group</b> (518) 489-2111; liacars.com	1258 Central Ave. Albany, NY 12205	11,812	10,682	\$227	\$200	10,309	10,104	\$63	\$65	21	72
65	<b>DARCARS Automotive Group</b> (301) 625-5700; darcars.com	7550 Wisconsin Ave., 6th Floor Bethesda, MD 20814	11,657	12,658	\$326	\$316	8,042	9,127	\$53	\$52	25	59
66	<b>#1 Cochran Automotive</b> (877) 262-4726; cochran.com	4520 William Penn Hwy. Monroeville, PA 15146	11,579	10,106	\$216	\$181	6,589	6,221	\$37	\$34	26	74
67	<b>Anderson Automotive Group</b> (919) 787-0099; andersonautomotivegroup.com	9101 Glenwood Ave. Raleigh, NC 27617	11,538	11,877	\$227	\$223	6,254	6,371	\$28	\$28	8	64
68	<b>McCombs Automotive</b> (210) 821-6523; redmccombs.com	755 E. Mulberry Ave., Ste. 600 San Antonio, TX 78212	11,535	11,494	\$227	\$226	5,497	5,617	\$57	\$63	9	67
69	<b>Bommarito Automotive Group</b> (636) 391-7200; bommarito.com	15736 Manchester Road Ellisville, MO 63011	11,476	11,494	\$254	\$224	7,541	4,934	\$42	\$21	17	67
70	<b>Gettel Automotive</b> (941) 921-2655; gettel.com	5959 E. SR 64 Bradenton, FL 34208	11,467	10,891	\$231	\$204	9,046	8,664	\$98	\$90	19	70
71	<b>Ferman Automotive Group</b> (813) 251-2765; ferman.com	1306 W. Kennedy Blvd. Tampa, FL 33606	11,444	11,534	\$240	\$229	5,726	5,762	\$38	\$35	21	65
72	<b>Bob Moore Auto Group</b> (405) 605-2363; bobmoore.com	P.O. Box 3206 Oklahoma City, OK 73102	11,362	10,856	\$276	\$267	4,078	3,491	\$45	\$39	15	71
73	<b>Fitzgerald Auto Malls</b> (301) 881-4000; fitzmall.com	11411 Rockville Pike Rockville, MD 20852	11,296	9,604	\$199	\$157	4,043	3,493	\$12	\$10	18	77
74	<b>Ciocca Dealerships</b> (215) 529-7534; cioccadealerships.com	750 S. West End Blvd. Quakertown, PA 18951	11,289	7,794	\$234	\$159	4,914	3,916	\$34	\$24	20	93
75	<b>LaFontaine Automotive Group</b> (248) 887-4747; thefamilydeal.com	4000 W. Highland Road Highland, MI 48357	11,227	9,143	\$208	\$174	5,061	5,052	\$48	\$55	20	82
76	<b>Blaise Alexander Family Dealerships</b> (570) 546-4925; blaisealexander.com	10 Alexander Drive Muncy, PA 17756	11,117	9,736	\$184	\$161	6,420	6,924	\$99	\$87	17	76
77	<b>Kunes Country Auto Group</b> (262) 728-5544; kunesauto.com	1234 E. Geneva St. Delavan, WI 53115	10,877	8,807	\$206	\$164	7,404	6,705	\$75	\$73	19	86
78	<b>Feldman Automotive Group</b> (248) 573-0321; feldmanautomotive.com	30400 Lyon Center Drive E. New Hudson, MI 48165	10,870	9,523	\$260	\$235	3,912	4,018	\$30	\$30	10	79
79	<b>Del Grande Dealer Group</b> (408) 979-3706; dgdg.com	911 Capitol Expressway Auto Mall San Jose, CA 95136	10,737	11,169	\$226	\$230	3,756	4,307	\$12	\$17	13	-
80	<b>Piazza Auto Group</b> (610) 630-7911; piazzaautogroup.com	401 S. Schuylkill Ave. Norristown, PA 19403	10,720	10,521	\$261	\$224	7,407	7,456	\$61	\$58	24	73
81	<b>Keating Auto Group</b> (361) 485-0569; keatingauto.com	5802 N. Navarro Victoria, TX 77904	10,618	8,915	\$251	\$205	8,825	7,334	\$96	\$80	18	85
82	<b>Rosenthal Automotive Organization</b> (703) 553-4300; rosenthalauto.com	1902 Association Drive Reston, VA 20191	10,553	9,865	\$244	\$221	-	-	-	-	11	75
83	<b>Boucher Group Inc.</b> (414) 427-4141; boucher.com	4141 S. 108th St. Greenfield, WI 53228	10,229	11,366	\$217	\$217	5,217	6,394	\$41	\$47	17	69
84	<b>Betten Baker Auto Group</b> (231) 759-5875; bettenbaker.com	2501 Henry St. Muskegon, MI 49441	10,140	9,438	\$178	\$161	3,588	2,632	\$34	\$22	20	80

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85	<b>Gillman Cos.</b> (713) 776-7000; gillmanauto.com	10595 W. Sam Houston Pkwy. S. Houston, TX 77099	9,992	9,537	\$164	\$158	1,937	2,700	\$13	\$22	10	78
86	<b>Phil Smith Automotive Group</b> (954) 867-1234; philsmithauto.com	4250 N. Federal Hwy. Lighthouse Point, FL 33064	9,917	5,776	\$203	\$106	5,309	3,886	\$49	\$43	19	–
87	<b>Cavender Auto Family</b> (210) 681-6601; cavenderauto.com	5730 NW Loop 410 San Antonio, TX 78238	9,794	8,252	\$228	\$181	4,841	3,943	\$40	\$31	6	88
88	<b>Crain Automotive Team</b> (501) 542-5000; crainteam.com	5980 Wadley Road Sherwood, AR 72120	9,605	9,073	\$247	\$258	5,985	6,613	\$49	\$66	17	83
89	<b>Phil Long Dealerships</b> (719) 575-7000; phillong.com	1212 A Motor City Drive Colorado Springs, CO 80905	9,340	9,069	\$212	\$201	6,275	6,237	\$89	\$83	20	84
90	<b>AutoFair Automotive Group</b> (603) 634-1000; autofair.com	1477 S. Willow St. Manchester, NH 03103	9,193	7,725	\$174	\$145	4,842	4,933	\$21	\$24	8	94
91	<b>Potamkin Automotive Group Inc.</b> (305) 779-4061; potamkin.com	5800 NW 171st Miami Lakes, FL 33015	9,073	9,161	\$177	\$195	6,337	6,839	\$53	\$65	14	81
92	<b>Ron Marhofer Auto Family</b> (330) 688-6644; marhofer.com	3423 Darrow Road Stow, OH 44224	8,604	6,786	\$131	\$120	3,574	3,279	\$12	\$12	6	–
93	<b>Shift Technologies Inc. *</b> (855) 744-3801; shift.com	584B Castro St. San Francisco, CA 94114-2512	8,307	7,097	\$132	\$129	2,836	1,395	\$39	\$0	5	–
94	<b>Sam Pack Automotive Group</b> (888) 478-0654; sampack.com	2070 Diplomat Drive Dallas, TX 75234	8,282	7,866	\$164	\$145	3,229	3,619	\$34	\$34	6	91
95	<b>Niello Company</b> (916) 643-7300; niello.com	1481 River Park Drive Sacramento, CA 95815	8,267	6,633	\$232	\$203	2,775	2,057	\$33	\$26	10	–
96	<b>Lou Fusz Automotive Network Inc.</b> (314) 994-1500; fusz.com	925 N. Lindbergh Blvd. St. Louis, MO 63141	8,139	7,855	\$142	\$130	4,485	4,570	\$30	\$26	14	92
97	<b>Sullivan Automotive Group</b> (310) 829-1888; lacarguy.com	2440 Santa Monica Blvd. Santa Monica, CA 90404	8,128	7,952	\$180	\$173	2,489	2,318	\$19	\$17	12	90
98	<b>Hertrich Family of Auto Dealerships</b> (302) 629-5100; hertrichs.com	26905 Sussex Hwy. Seaford, DE 19973	8,094	8,090	\$160	\$158	6,179	6,771	\$64	\$75	25	89
99	<b>Byers Automotive Group</b> (614) 228-5111; byersauto.com	427 S. Hamilton Road Columbus, OH 43213	8,031	7,296	\$156	\$145	5,863	5,604	\$68	\$59	18	97
100	<b>Ed Morse Automotive Group</b> (800) 336-6773; edmorse.com	2850 S. Federal Hwy. Delray Beach, FL 33483	8,017	5,781	\$177	\$123	5,357	4,198	\$48	\$42	18	–

\*Online retailer Shift operates primarily in California and Oregon but sells and ships cars to customers across the U.S.

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