

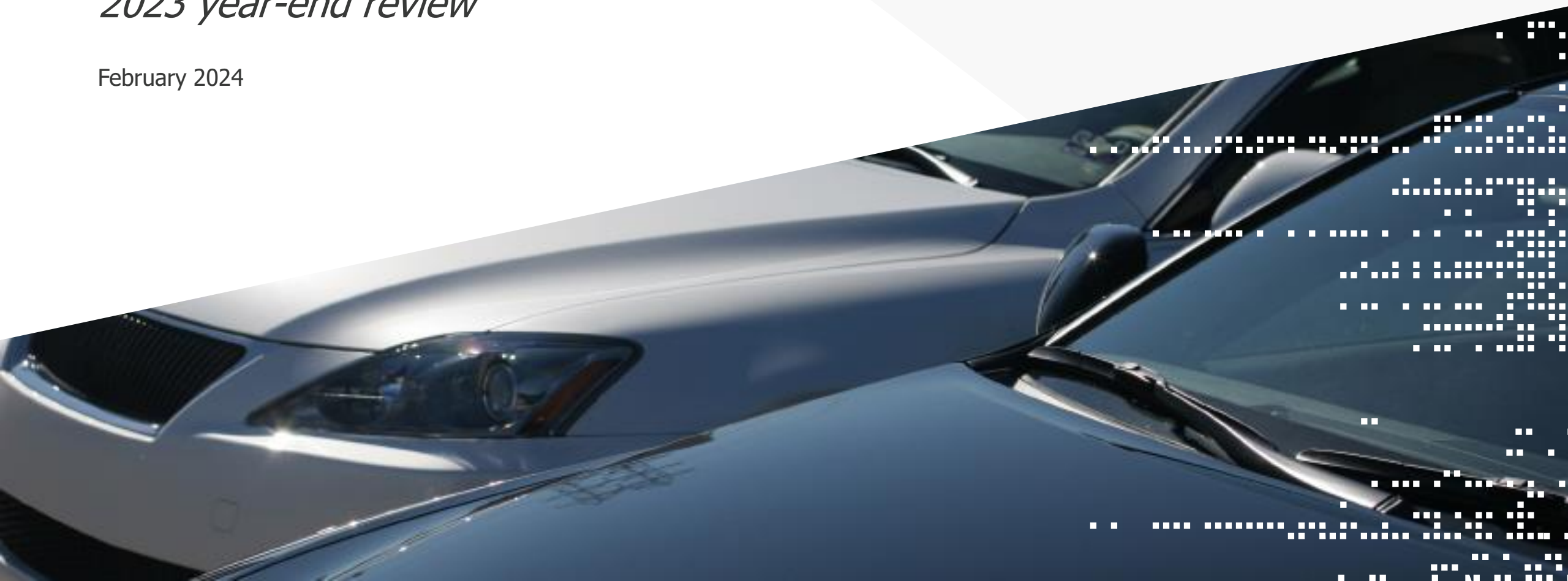


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WHAT'S YOUR RETURN ON CERTAINTY?

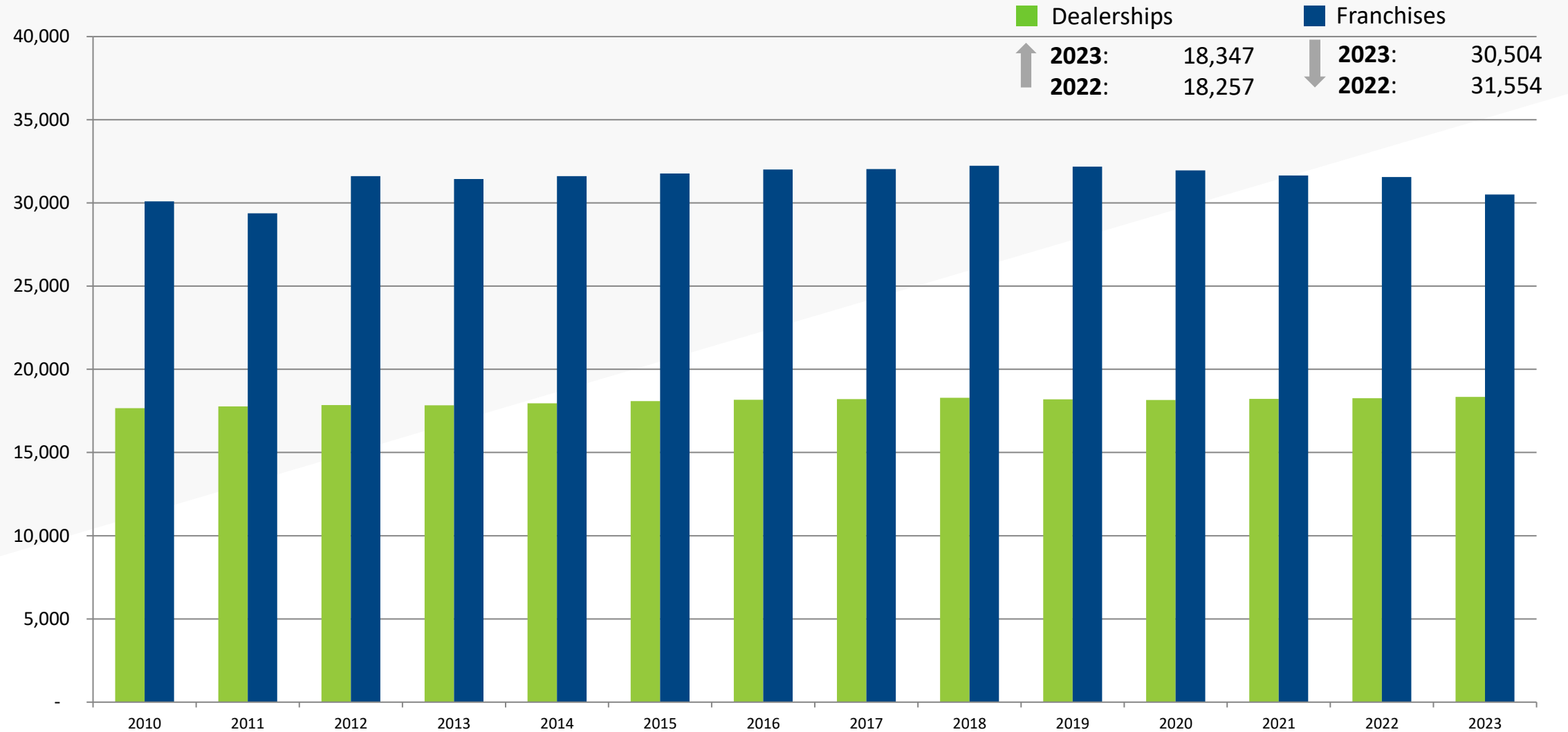
Automotive Franchise Activity Report (FAR)

2023 year-end review

February 2024



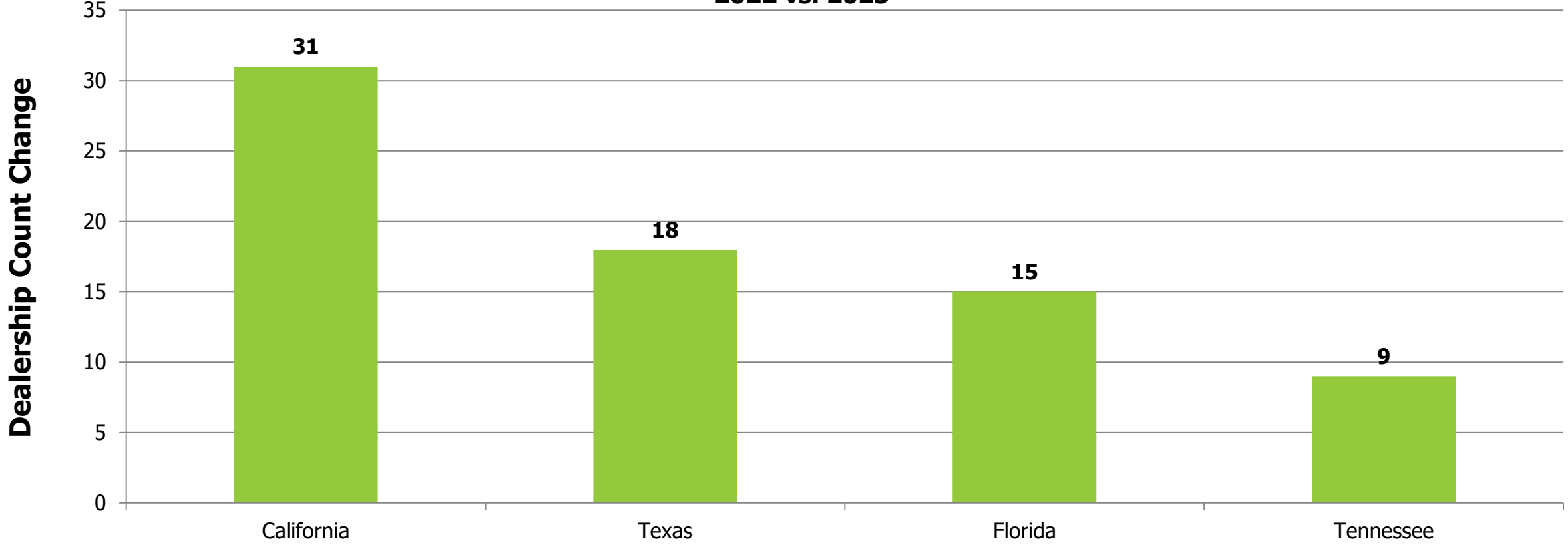
U.S. Automotive Dealership and Franchise Counts



Data by: Urban Science® DataHub™ | Sites

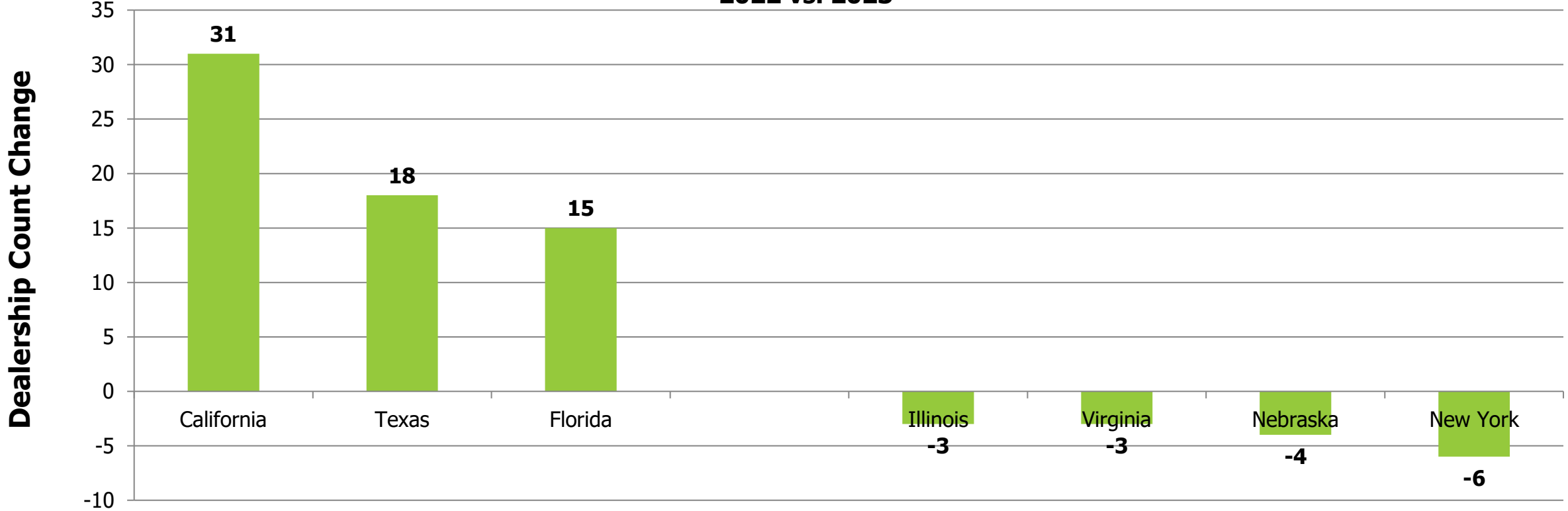
States with the largest dealership count change

**Automotive Dealerships
2022 vs. 2023**



States with the largest dealership count change

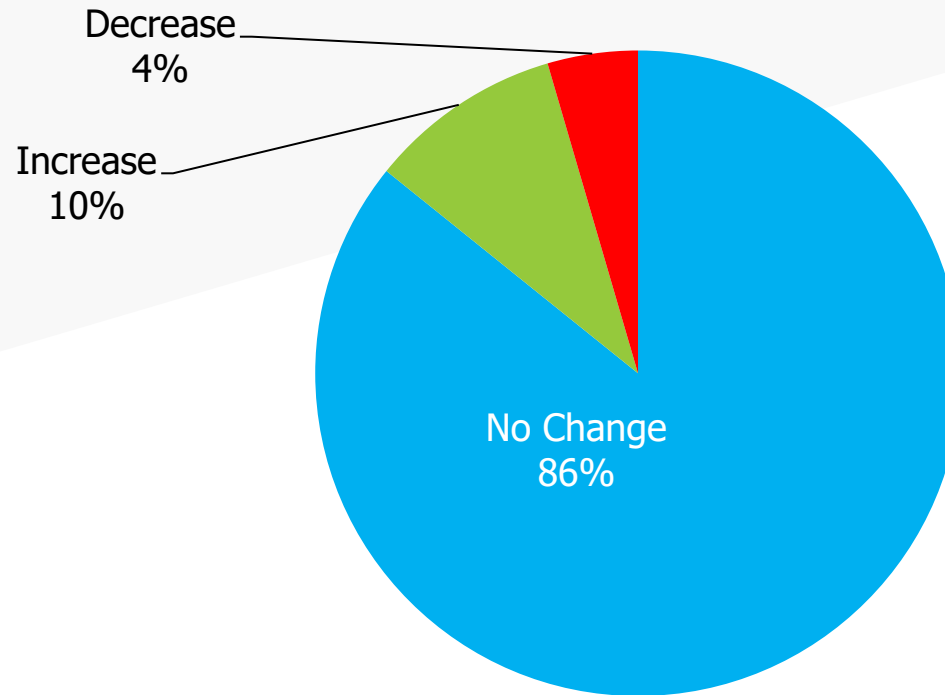
Automotive Dealerships
2022 vs. 2023



Data by: Urban Science® DataHub™ | Sites

Markets were stable regarding net dealership change.

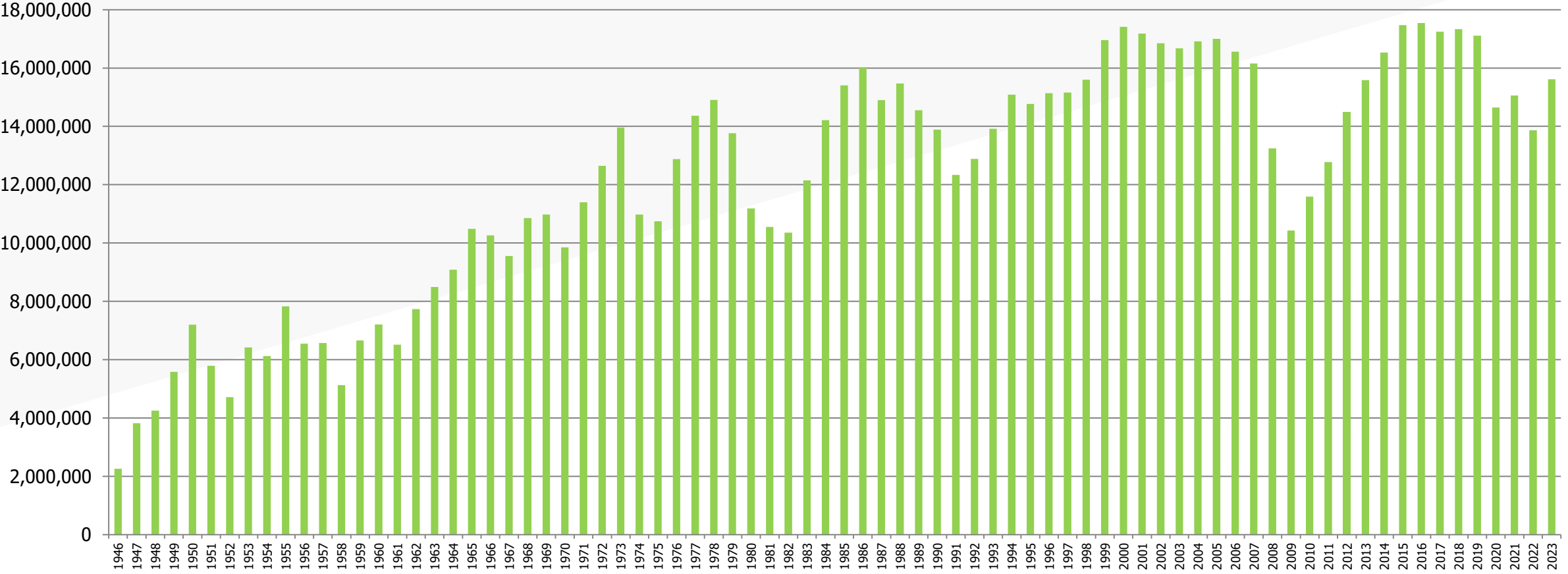
Markets (CBSAs) Change



Note: 96% of core based statistical areas (CBSA) had virtually no net change in dealerships (+/- 1).

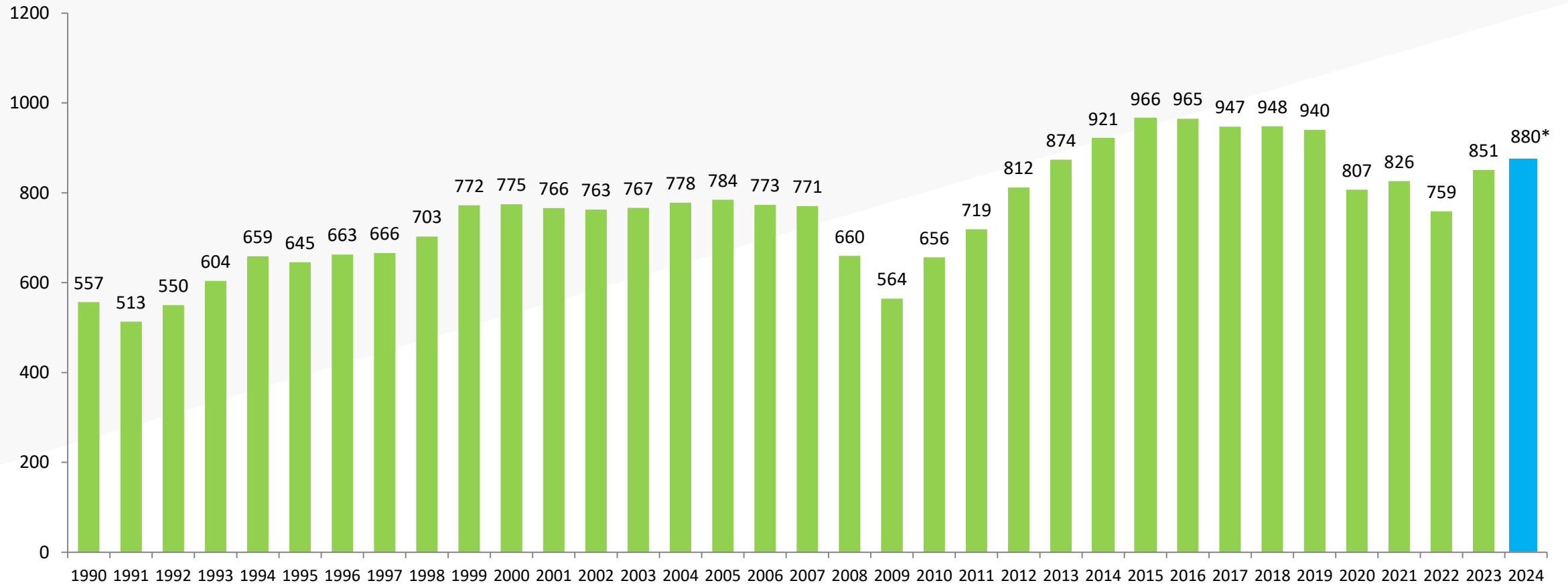
Data by: Urban Science® DataHub™ | Sites

Unit sales since 1946



Data by: Automotive News Data Center

Dealership throughput



Data by: Urban Science and Automotive News
*Data by: Urban Science and Global Data Automotive forecast