

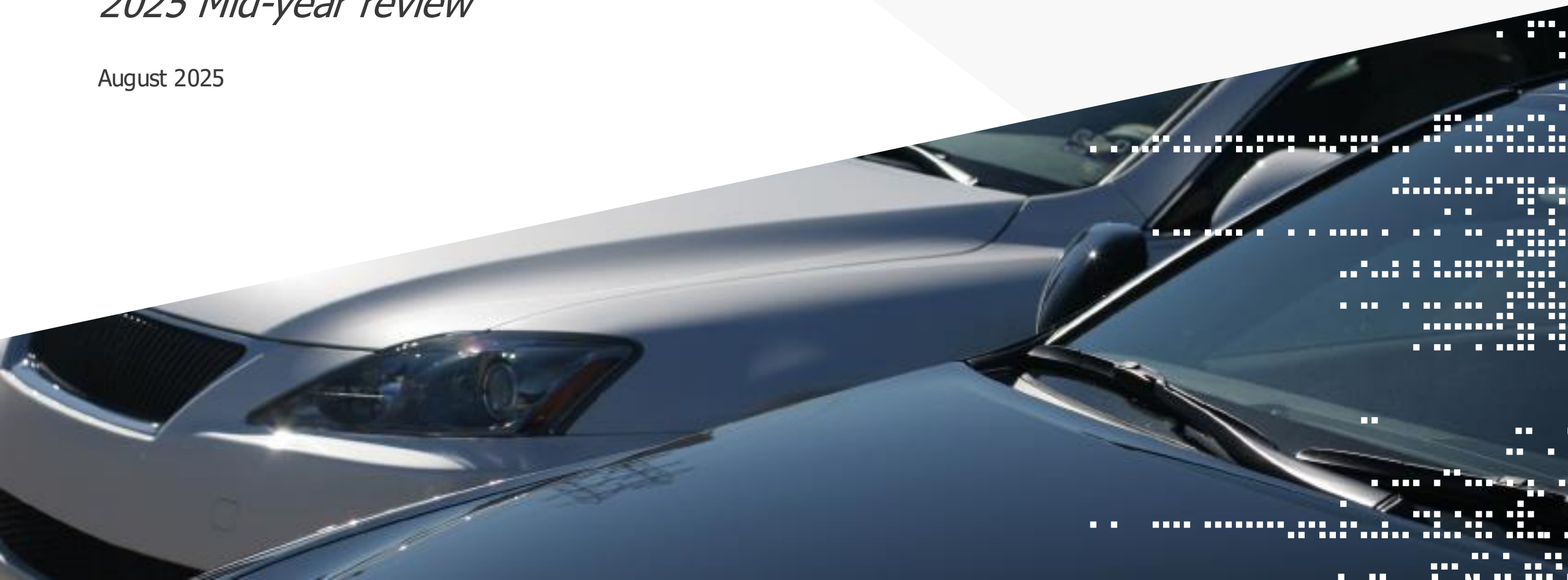


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WHAT'S YOUR RETURN ON CERTAINTY?

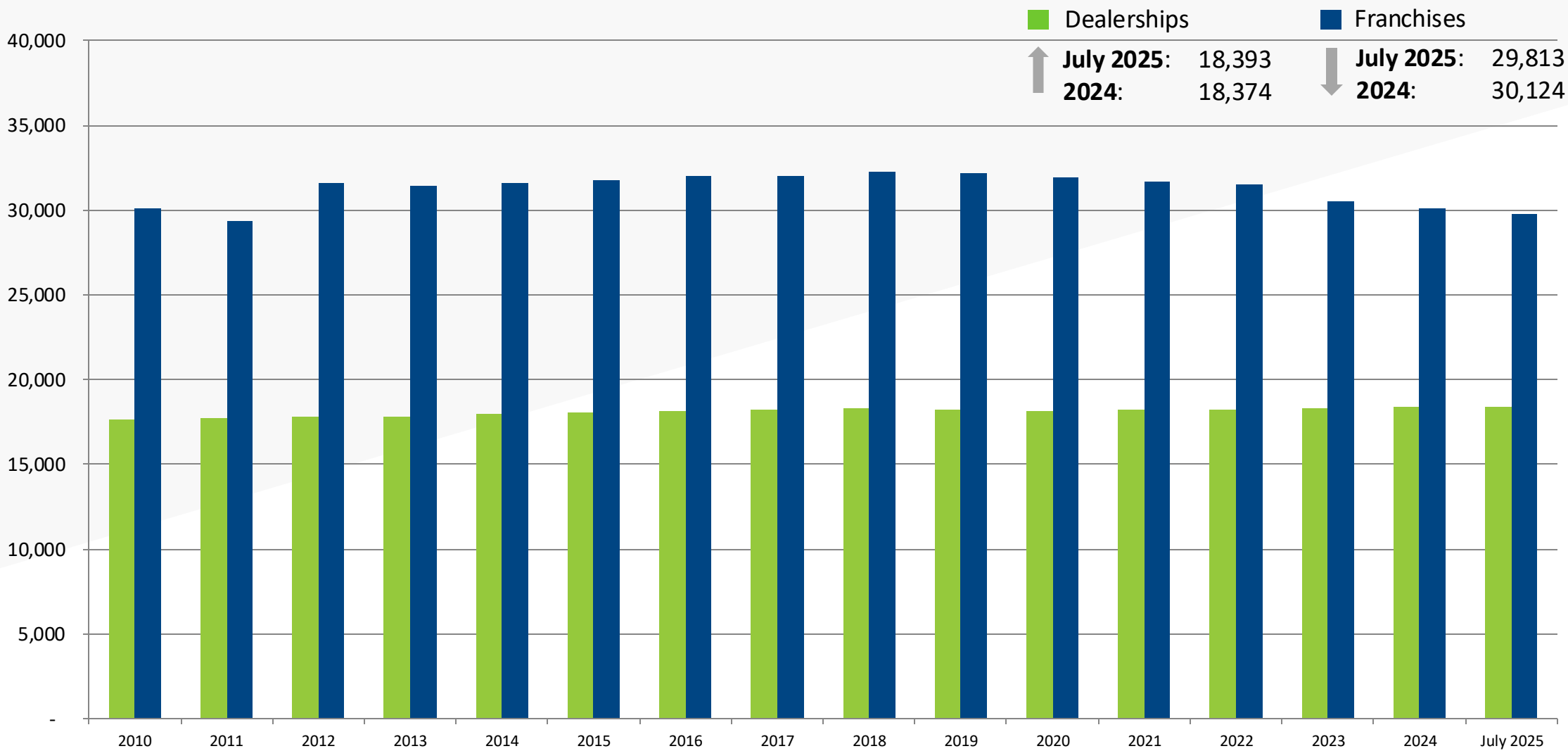
# Automotive Franchise Activity Report (FAR)

*2025 Mid-year review*

August 2025



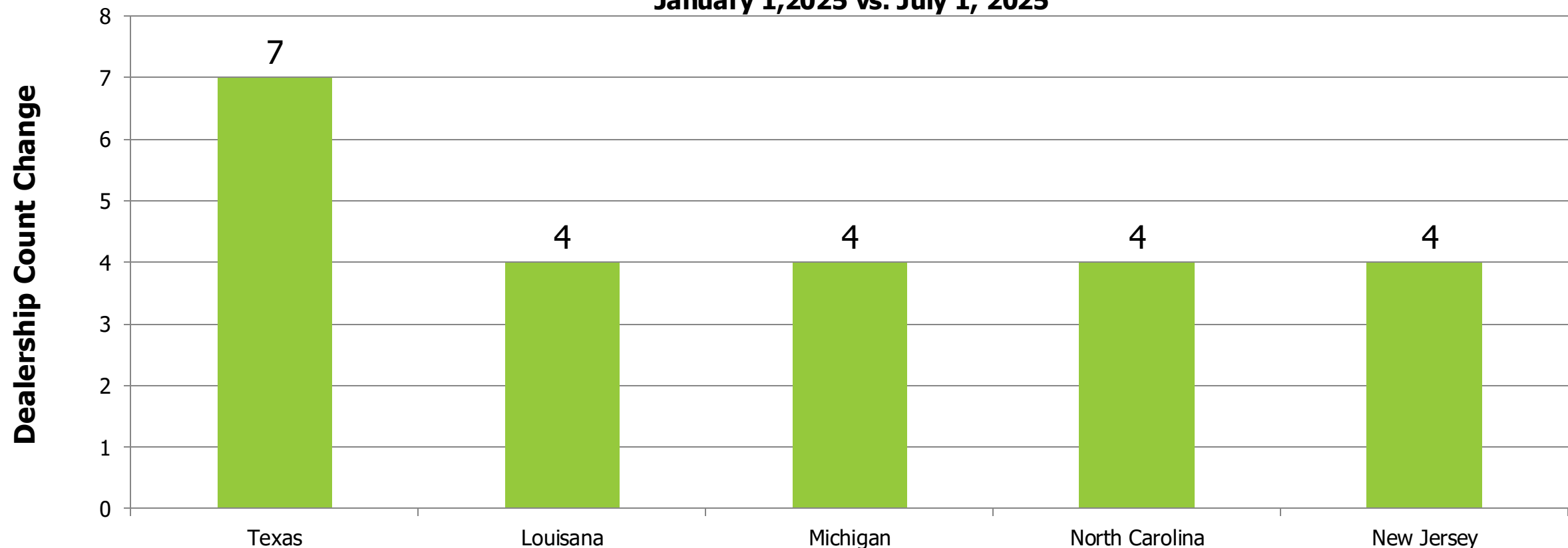
# U.S. Automotive Dealership and Franchise Counts



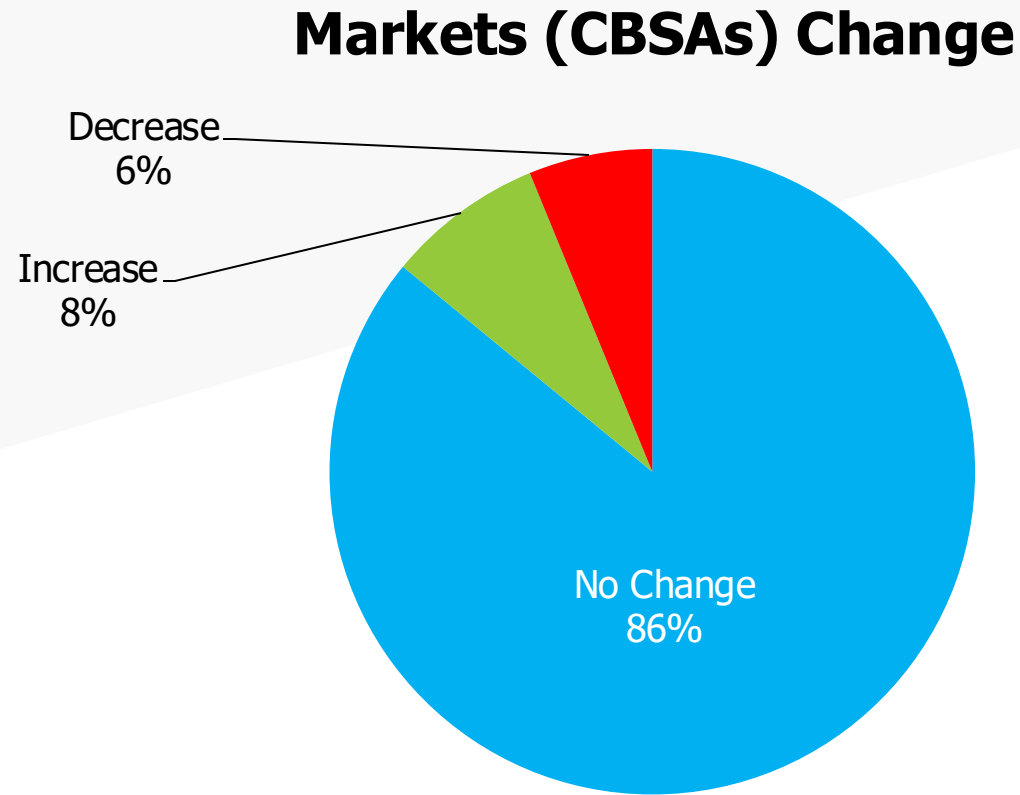
Data by: Urban Science® DataHub™ | Sites

# States with the largest dealership count increase

Automotive Dealerships  
January 1, 2025 vs. July 1, 2025



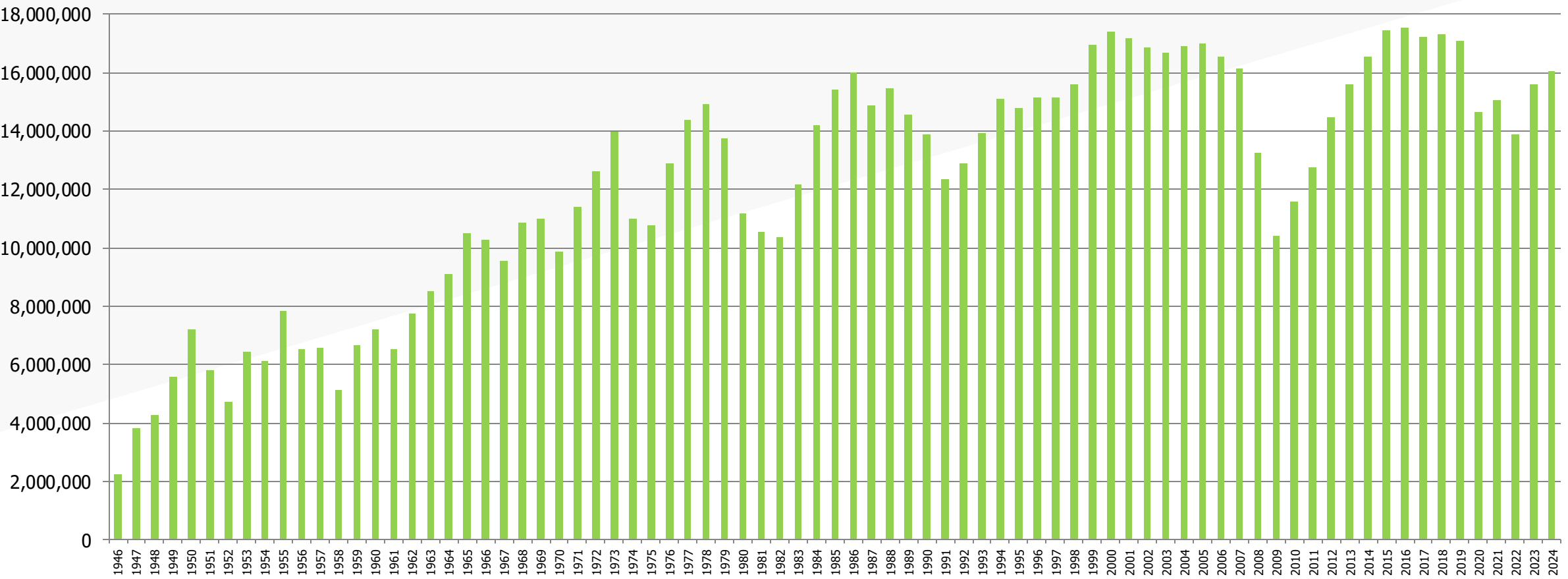
# Markets were stable regarding net dealership change.



Note: 97% of core based statistical areas (CBSA) had virtually no net change in dealerships (+ /- 1).

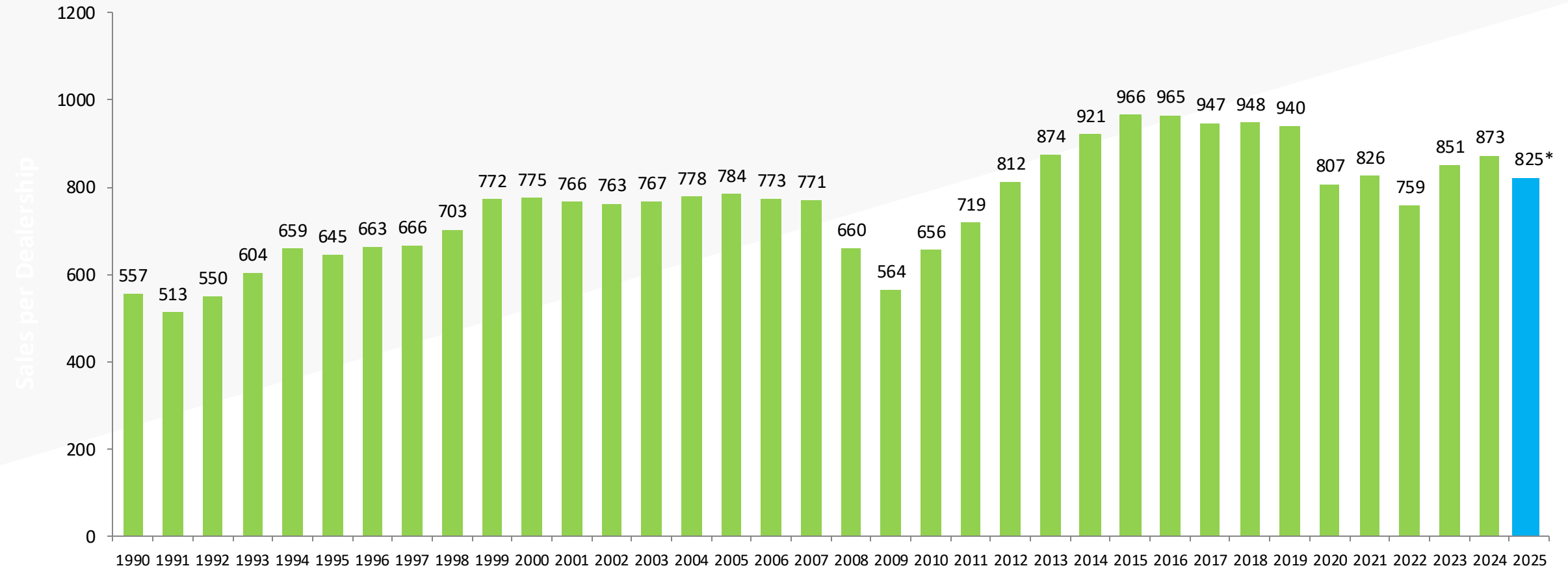
Data by: Urban Science® DataHub™ | Sites

# Unit sales since 1946



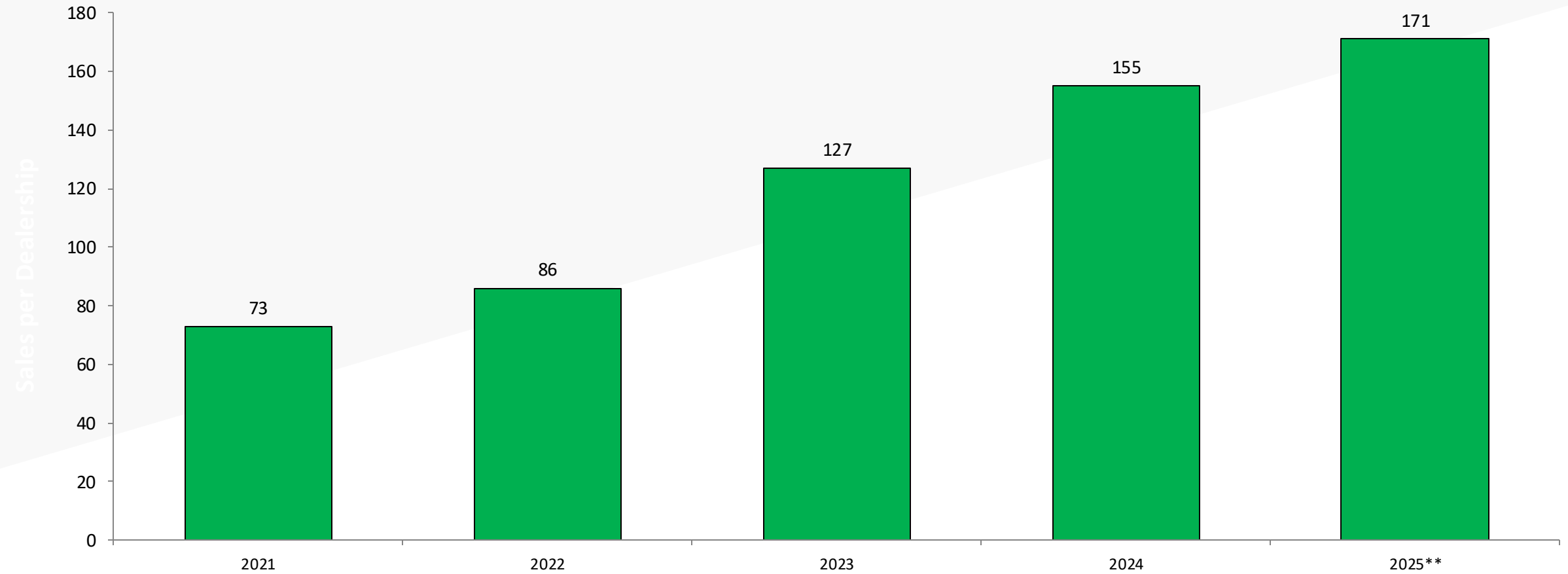
Data by: Automotive News Data Center

# Dealership throughput



Data by: Urban Science and Automotive News  
\*Data by: Urban Science and GlobalData

# Dealership Retail EV\* throughput



Data by: Urban Science and Automotive News  
EV\* include Battery Electric, Plug-In Hybrid and Gas/Electric Hybrid  
\*\* June 2025 Annualized sales