
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D. C. 20549
FORM 10-K**

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934**

For the Fiscal Year Ended: December 31, 2017

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934**

Commission File Number: 001-14733

LITHIA MOTORS, INC.
(Exact name of registrant as specified in its charter)

Oregon
(State or other jurisdiction of incorporation or organization)

93-0572810
(I.R.S. Employer Identification No.)

150 N. Bartlett Street, Medford, Oregon
(Address of principal executive offices)

97501
(Zip Code)

541-776-6401
(Registrant's telephone number including area code)
Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Name of each exchange on which registered</u>
Class A common stock, without par value	New York Stock Exchange

Securities registered pursuant to Section 12(g) of the Act: **None**
(Title of Class)

Indicate by check mark if the Registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act: Yes No

Indicate by check mark if the Registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act:

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days: Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K, or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. Large accelerated filer Accelerated filer Non-accelerated filer (Do not check if a smaller reporting company) Smaller reporting company Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

The aggregate market value of the voting and non-voting common equity held by non-affiliates of the Registrant was approximately \$2,236,488,000 computed by reference to the last sales price (\$94.23) as reported by the New York Stock Exchange for the Registrant's Class A common stock, as of the last business day of the Registrant's most recently completed second fiscal quarter (June 30, 2017).

The number of shares outstanding of the Registrant's common stock as of February 23, 2018 was: Class A: 24,020,790 shares and Class B: 1,000,000 shares.

Documents Incorporated by Reference

The Registrant has incorporated into Part III of Form 10-K, by reference, portions of its Proxy Statement for its 2018 Annual Meeting of Shareholders.

LITHIA MOTORS, INC.
2017 FORM 10-K ANNUAL REPORT
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PART I

Item 1. Business

Forward-Looking Statements

Certain statements in this Annual Report, including in the sections entitled “Risk Factors,” “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and “Business” constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Generally, you can identify forward-looking statements by terms such as “project,” “outlook,” “target,” “may,” “will,” “would,” “should,” “seek,” “expect,” “plan,” “intend,” “forecast,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “likely,” “goal,” “strategy,” “future,” “maintain,” and “continue” or the negative of these terms or other comparable terms. Examples of forward-looking statements in this Form 10-K include, among others, statements we make regarding:

- Future market conditions;
- Expected operating results, such as improved store performance; continued improvement of selling, general and administrative expenses (“SG&A”) as a percentage of gross profit and all projections;
- Anticipated integration, success and growth of acquired stores;
- Anticipated ability to capture additional market share;
- Anticipated ability to find accretive acquisitions;
- Expected revenues from acquired stores;
- Anticipated additions of dealership locations to our portfolio in the future;
- Anticipated availability of liquidity from our unfinanced operating real estate;
- Anticipated levels of capital expenditures in the future; and
- Our strategies for customer retention, growth, market position, financial results and risk management.

The forward-looking statements contained in this Annual Report involve known and unknown risks, uncertainties and situations that may cause our actual results to materially differ from the results expressed or implied by these statements. Some of those important factors are discussed in Part I, Item 1A. Risk Factors, and in Part II, Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations, and, from time to time, in our other filings we make with the Securities and Exchange Commission (SEC).

By their nature, forward-looking statements involve risks and uncertainties because they relate to events that depend on circumstances that may or may not occur in the future. You should not place undue reliance on these forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made. We assume no obligation to update or revise any forward-looking statement.

Overview

We were founded in 1946 and incorporated in Oregon in 1968. We completed our initial public offering in 1996. We are one of the largest automotive retailers in the United States and are among the fastest growing companies in the Fortune 500 (#318-2017) with 171 stores representing 30 brands in eighteen states as of February 23, 2018. We offer vehicles online and through our nationwide retail network. Our "Growth Powered by People" strategy drives us to innovate and continuously improve the customer experience.

Our dealerships are located across the United States. We seek domestic, import and luxury franchises in cities ranging from mid-sized regional markets to metropolitan markets. We evaluate all brands for expansion opportunities provided the market is large enough to support adequate new vehicle sales to justify the required capital investment.

The following table sets forth information about stores that were part of our operations as of December 31, 2017:

State	Number of Stores	Percent of 2017 Revenue
California	42	24.6%
Oregon	26	15.1
New Jersey	11	12.3
Texas	16	11.0
New York	11	6.8
Montana	11	5.4
Washington	6	4.5
Alaska	9	3.9
Pennsylvania	8	2.7
Nevada	4	2.6
Idaho	4	2.6
Hawaii	5	2.4
Iowa	7	2.3
North Dakota	3	1.1
Vermont	2	0.8
New Mexico	2	0.7
Massachusetts	1	0.6
Wyoming	1	0.6
Total	169	100.0%

Business Strategy and Operations

We offer customers convenient personalized service combined with the large company advantages of selection, competitive pricing and broad access to financing and warranties. We strive for diversification in our products, services, brands and geographic locations to manage market risk and to maintain profitability. We have developed a centralized support structure to reduce store level administrative functions. This allows store personnel to focus on providing a positive customer experience. With our performance management strategy, standardized information systems and centrally and regionally-performed administrative functions, we seek to gain economies of scale from our dealership network.

We offer a variety of luxury, import and domestic new vehicle brands and models, reducing our dependence on any one manufacturer and our susceptibility to changing consumer preferences. Encompassing economy and luxury cars, sport utility vehicles (SUVs), crossovers, minivans and trucks, we believe our brand mix is well-suited to what customers demand in the markets we serve. Our new vehicle unit mix of 56% import, 32% domestic and 12% luxury compares to the national market mix of 48%, 44% and 8%, respectively, for the year ended December 31, 2017.

Our mission statement is "Growth Powered by People." We seek to expand our business through acquiring stores with strong brands which meet our investment metrics. Additionally, we focus on unlocking the potential of our existing stores by designing agile approaches tailored for the local market and identifying operational opportunities with our performance management reporting.

Operations are structured to promote an entrepreneurial environment at the dealership level. Each store's general manager and department managers, with assistance from regional and corporate management, are responsible for developing successful retail plans in their local markets. They are responsible for driving dealership operations, personnel development, manufacturer relationships, store culture and financial performance.

We have centralized many administrative functions to streamline store-level operations. Accounts payable, accounts receivable, credit and collections, accounting and taxes, payroll and benefits, information technology, legal, human resources, personnel development, treasury, cash management, advertising and marketing are all centralized at our corporate headquarters or regional accounting processing centers. The reduction of administrative functions at our stores allows our local managers to focus on customer-facing opportunities to increase revenues and gross profit. Our operations are supported by our dedicated training and personnel development program, which shares best practices across our dealership network and seeks to develop management talent.

During 2017, we focused on achieving our mission through acquisitions and through organic growth within our existing stores.

We purchased 18 stores and opened one new store during 2017. We invested \$349.4 million, net of floor plan debt, to acquire these stores and we expect these acquisitions to add over \$1.7 billion in annual revenues. Additionally, these acquisitions allow us to maintain an appropriate franchise mix and leverage our cost structure. We focus on successfully integrating acquired stores to achieve targeted returns.

We also organically grew our existing stores in 2017 by:

- increasing revenues in all core business lines;
- capturing a greater percentage of overall new vehicle sales in our local markets;
- capitalizing on a used vehicle market that is approximately three times larger than the new vehicle market by increasing sales of late model, lower-mileage used vehicles and value autos, which are older, higher mileage vehicles; and
- growing our service, body and parts revenues as units in operation increase.

We target SG&A as a percentage of gross profit in the upper 60% range and monitor how efficiently we leverage our cost structure by evaluating throughput. For 2017, our SG&A as a percentage of gross profit was 69.2% compared to 69.1% in 2016. Adjusted for a non-core charge, SG&A as percentage of gross profit was 68.8% and 68.9%, respectively, for 2017 and 2016. As noted above, we acquired eighteen stores and opened one new store in 2017; we acquired fifteen stores and one franchise, and opened one new store in 2016. The increase in SG&A as a percentage of gross profit was due to our recent acquisitions, which tend to have less cost efficient structures until we can fully integrate their operations.

We evaluate how to allocate capital, including returning cash to our investors and investing in our stores. During 2017, we paid \$26.5 million in dividends, spent \$33.8 million to repurchase 361,000 shares, or 2% of total outstanding shares, and purchased a capped call option of 325,000 shares for \$33.4 million. We also invested in our facilities, making \$105.4 million in capital expenditures. We continue to manage our liquidity and available cash to prepare for future acquisition opportunities. As of December 31, 2017, we had \$279.8 million in available funds in cash and availability on our credit facilities, with an estimated additional \$236.1 million available if we financed our unencumbered owned real estate.

New Vehicles

In 2017, we sold 167,146 new vehicles, generating 22.4% of our gross profit for the year. New vehicle sales have the potential to create incremental future profit opportunities through certain manufacturer incentive programs, resale of used vehicles acquired through trade-in, arranging of third-party financing, vehicle service and insurance contracts, and future service and repair work.

In 2017, we represented 30 domestic and import brands ranging from economy to luxury cars, SUVs, crossovers, minivans and light trucks.

Manufacturer	Percent of 2017 New Vehicle Revenue	Percent of 2017 New Vehicle Gross Profit
Chrysler, Jeep, Dodge, Ram, Alfa Romeo	18.5%	14.6%
Honda, Acura	16.4	20.0
Toyota	15.6	15.6
Chevrolet, Cadillac, GMC, Buick	10.9	9.8
BMW, MINI	7.6	8.9
Ford, Lincoln	8.5	7.5
Subaru	5.9	3.4
Volkswagen, Audi	4.8	4.9
Nissan	3.5	4.9
Mercedes, Smart	2.9	4.2
Hyundai	1.9	2.4
Lexus	1.1	1.1
Kia	1.2	0.8
Mazda	0.2	0.2
Porsche	0.8	1.4
Fiat	0.1	0.2
Volvo	0.1	0.1
Mitsubishi	— *	— *
Total	<u>100.0%</u>	<u>100.0%</u>

* Less than 0.1%

We purchase our new car inventory directly from manufacturers, who generally allocate new vehicles to stores based on availability, monthly sales levels and market area demand. Accordingly, we rely on the manufacturers to provide us with vehicles that meet consumer demand at suitable locations, with appropriate quantities and prices. However, if high demand vehicles, or vehicles with certain option configurations are in short supply, we attempt to exchange vehicles with other automotive retailers and between our own stores to accommodate customer demand and to balance inventory.

Used Vehicles

At each new vehicle store, we also sell used vehicles. In 2017, we sold 129,913 retail used vehicles, which generated 18.9% of our gross profit.

Our used vehicle operations give us an opportunity to:

- generate sales to customers unable or unwilling to purchase a new vehicle;
- generate sales of vehicle brands other than the store's new vehicle franchise(s);
- increase vehicle sales by aggressively pursuing customer trade-ins; and
- increase finance and insurance revenues and service and parts sales.

We classify our used vehicles in three categories: manufacturer certified pre-owned used vehicles ("CPO"); late model, lower-mileage vehicles ("Core Product") and higher mileage, older vehicles ("Value Autos"). We offer CPO vehicles at most of our franchised dealerships. These vehicles undergo additional reconditioning and receive an extended OEM-provided warranty. Core Product are reconditioned and offer a Lithia certified warranty. Value Autos undergo a safety check and a lesser degree of reconditioning and are offered to customers who desire a less expensive vehicle or a lower monthly payment.

We acquire our used vehicles through customer trade-ins, purchases from non-Lithia stores, independent vehicle wholesalers and private parties, and at closed auctions.

Our near-term goal for used vehicles is to retail an average of 85 units per store per month. As of December 31, 2017, our stores sold an annualized average of 67 retail used units per month. We believe used vehicle sales represent a significant area for organic growth. As new vehicle sales growth rates return to average historical levels and we continue our focus on growing used retail sales, we believe our target is achievable.

Wholesale transactions result from vehicles we have acquired via trade-in from customers or vehicles we have attempted to sell via retail that we elect to dispose of due to inventory age or other factors. As part of our used vehicle strategy, we have concentrated on directing more lower-priced, older vehicles to retail sale rather than wholesale disposal.

Vehicle Financing, Service Contracts and Other Products

As part of the vehicle sales process, we assist in arranging customer vehicle financing options as well as offering extended warranties, insurance contracts and vehicle and theft protection products. The sale of these items generated 25.5% of our gross profit in 2017.

We believe that arranging vehicle financing is an important part of our ability to sell vehicles and related products and services. Our sales personnel and finance and insurance managers receive training in securing customer financing and possess extensive knowledge of available financing alternatives. We attempt to arrange financing for every vehicle we sell and we offer customers financing on a “same day” basis, giving us an advantage, particularly over smaller competitors who do not generate enough sales to attract our breadth of finance sources.

We earn a commission on each finance, service and insurance contract we write and subsequently sell to a third party. We normally arrange financing for customers by selling the contracts to outside sources on a non-recourse basis to avoid the risk of default.

We arranged vehicle financing on 76.0% of the vehicles we sold during 2017. Our presence in multiple markets and changes in technology surrounding the credit application process have allowed us to utilize a larger network of lenders across a broader geographic area. Additionally, we continue to see the availability of consumer credit expand with lenders increasing the loan-to-value amount available to most customers. These shifts afford us the opportunity to sell additional or more comprehensive products, while remaining within a loan-to-value framework acceptable to our lenders.

We also market third-party extended warranty contracts, insurance contracts and vehicle and theft protection products to our customers. These products and services yield higher profit margins than vehicle sales and contribute significantly to our profitability. Extended warranty and service contracts for vehicles provide coverage for certain repairs beyond the duration or scope of the manufacturer’s warranty. We believe the sale of extended warranties, service contracts and vehicle and theft protection products increases our service and parts business by building a customer base for future repair work at our locations.

When customers finance an automobile purchase, we offer them life, accident and disability insurance coverage, as well as guaranteed auto protection coverage that provides protection from loss incurred by the difference in the amount owed and the amount received under a comprehensive insurance claim. We receive a commission on each policy sold.

We offer a lifetime lube, oil and filter (“LOF”) service, which, in 2017, was purchased by 25.0% of our total new and used vehicle buyers. This service, where customers prepay for their LOF services, helps us retain customers by building customer loyalty and provides opportunities for selling additional routine maintenance items and generating repeat service business. In 2017, we sold an average of \$64 of additional maintenance on each lifetime oil service we performed.

Service, Body and Parts

In 2017, our service, body and parts operations generated 32.5% of our gross profit. These operations are an integral part of establishing customer loyalty and contribute significantly to our overall revenue and profits. We provide parts and service for the new vehicle brands sold by our stores, as well as service and repair most other makes and models.

The service and parts business provides important repeat revenues to our stores, which we seek to grow organically. Customer pay revenues represent sales for vehicle maintenance, service performed on vehicles that have fallen outside the manufacturer warranty period, repairs not covered by a manufacturer warranty, or maintenance and service on other makes and models. We believe increasing our product and service offerings for customers differentiates us from independent repair shops and dealerships with less scale. Our service and parts revenues benefit from the increases we have seen in new vehicle sales over the last few years as there are a greater number of late model vehicles in operation, which tend to visit franchised dealership locations more frequently than older vehicles due to the manufacturer warranty period. Additionally, certain franchises provide routine maintenance, such as oil changes, for two to four years after a vehicle is sold, which provides for future service and parts revenues.

We focus on growing our customer pay business and market our parts and service products by notifying owners when their vehicles are due for periodic service. This encourages preventive maintenance rather than post-breakdown repairs. The number of customers who purchase our lifetime LOF service helps to improve customer loyalty and provides opportunities for repeat parts and service business.

Revenues from the service and parts departments are particularly important during economic downturns, when owners tend to repair their existing vehicles rather than buy new vehicles. This partially mitigates the effects of a drop in new vehicle sales that may occur in a recessionary economic environment.

We believe body shops provide an attractive opportunity to grow our business, and we continue to evaluate potential locations to expand. We currently operate 25 collision repair centers: five in each of Oregon and Texas; three in Pennsylvania; two each in Idaho, New York and Washington; and one each in Alaska, Iowa, Montana, Nevada, Vermont and Wyoming.

Segments

We report three business segments: Domestic, Import and Luxury. For certain financial information by segment, see Notes 1 and 18 of Notes to Consolidated Financial Statements included in Part II, Item 8 of this Annual Report.

Marketing

We believe that stores with strong local identities and customer loyalty are critical to our success. We want our customers' experiences to be so satisfying that we earn their business for life. In conjunction with our manufacturer partners, we utilize an owner marketing strategy consisting of database analysis, email, traditional mail and phone contact to anticipate, listen and respond to customer needs.

To increase awareness and traffic at our stores and websites, we use a combination of traditional, digital and social media to reach potential customers. Total advertising expense, net of manufacturer credits, was \$93.3 million in 2017, \$81.4 million in 2016 and \$69.9 million in 2015. In 2017, 22% of those funds were spent in traditional media and 78% were spent in digital and owner communications and other media outlets. In all of our communications, we seek to convey the promise of a positive customer experience, competitive pricing and wide selection.

Certain advertising and marketing expenditures are offset by manufacturer cooperative programs which require us to submit requests for reimbursement to manufacturers for qualifying advertising expenditures. These advertising credits are not tied to specific vehicles and are earned as qualifying expenses are incurred. These reimbursements are recognized as a reduction of advertising expense. Manufacturer cooperative advertising credits were \$22.8 million in 2017, \$20.3 million in 2016 and \$19.8 million in 2015.

Many people now shop online before visiting our stores. We maintain websites for all of our stores and corporate sites (Lithia.com, DCHAuto.com, CarboneCars.com, Baierl.com, and DTLAMotors.com), to generate customer leads for our stores. We also support a corporate site (LithiaMotors.com) which provides our communities, investors, employees and recruits additional information about our company.

Our retail websites enable our customers to:

- locate our stores and identify the new vehicle brands sold at each store;
- search new and pre-owned vehicle inventory;
- view current pricing and specials;
- calculate payments for purchase or lease;
- obtain a value for their vehicle to trade or sell to us;
- submit credit applications;
- shop for and order manufacturers' vehicle parts;
- schedule service appointments; and
- provide feedback about their experience.

Mobile traffic now accounts for over 60% of our web traffic and all of our sites utilize responsive technology to enhance the mobile and tablet experience. We are working with our stores and manufacturer partners to develop additional tools that enable customers to complete as much of the vehicle buying process online before arriving at our stores: saving them time, improving their experience and increasing our productivity.

We post our inventory on major new and used vehicle listing services (cars.com, autotrader.com, cargurus.com, kbb.com, edmunds.com, craigslist, and hundreds of local webpages) to reach online shoppers. We also employ search engine optimization, search engine marketing, online display and re-targeting as well as video pre-roll to reach more online prospects. We also encourage our stores to dedicate a larger share of their advertising spend to promoting service and repair work as we focus on customer acquisition and the value of customer retention.

Social influence marketing represents a cost-effective method to enhance our corporate reputation, our stores' reputations, and increase vehicle sales and service. We deploy tools and training to our employees in ways that will help us listen to our customers and create more advocates for Lithia, DCH, Carbone, Baierl, and Downtown LA.

We also encourage our stores to give back to their local communities through financial and non-financial participation in local charities and events. Through Lithia4Kids and DCH's sponsorship of The National Teen Safe Driving Foundation, our initiatives to increase employee volunteerism and community involvement, we focus the impact of our contributions on projects that support opportunities and the safety and development of young people.

Franchise Agreements

Each of our stores operates under a separate agreement (a "Franchise Agreement") with the manufacturer of the new vehicle brand it sells.

Typical automobile Franchise Agreements specify the locations within a designated market area at which the store may sell vehicles and related products and perform approved services. The designation of such areas and the allocation of new vehicles among stores are at the discretion of the manufacturer. Franchise Agreements do not, however, guarantee exclusivity within a specified territory.

A Franchise Agreement may impose requirements on the store with respect to:

- facilities and equipment;
- inventories of vehicles and parts;
- minimum working capital;
- training of personnel; and
- performance standards for market share and customer satisfaction.

Each manufacturer closely monitors compliance with these requirements and requires each store to submit monthly financial statements. Franchise Agreements also grant a store the right to use and display manufacturers' trademarks, service marks and designs in the manner approved by each manufacturer.

We have determined the useful life of a Franchise Agreement is indefinite, even though certain Franchise Agreements are renewed after one to six years. In our experience, agreements are routinely renewed without substantial cost and there are legal remedies to help prevent termination. Certain Franchise Agreements have no termination date. In addition, state franchise laws protect franchised automotive retailers. Under certain laws, a manufacturer may not terminate or fail to renew a franchise without good cause or prevent any reasonable changes in the capital structure or financing of a store.

The typical Franchise Agreement provides for early termination or non-renewal by the manufacturer upon:

- a change of management or ownership without manufacturer consent;
- insolvency or bankruptcy of the dealer;
- death or incapacity of the dealer/manager;
- conviction of a dealer/manager or owner of certain crimes;
- misrepresentation of certain sales or inventory information by the store, dealer/manager or owner to the manufacturer;
- failure to adequately operate the store;
- failure to maintain any license, permit or authorization required for the conduct of business;
- poor market share; or
- low customer satisfaction index scores.

Franchise Agreements generally provide for prior written notice before a franchise may be terminated under most circumstances. We also sign master framework agreements with most manufacturers that impose additional requirements. See Item 1A, "Risk Factors."

Competition

The retail automotive business is highly competitive. Currently, there are approximately 18,000 dealers in the United States, many of whom are independent stores managed by individuals, families or small retail groups. We compete primarily with other automotive retailers, both publicly- and privately-held.

Vehicle manufacturers have designated specific marketing and sales areas within which only one dealer of a vehicle brand may operate. In addition, our Franchise Agreements typically limit our ability to acquire multiple dealerships of a given brand within a particular market area. Certain state franchise laws also restrict us from relocating our dealerships, or establishing new dealerships of a particular brand, within any area that is served by another dealer with the same brand. To the extent that a market has multiple dealers of a particular brand, as certain markets we operate in do, we are subject to significant intra-brand competition.

We are larger and have more financial resources than most private automotive retailers with which we currently compete in the majority of our regional markets. We compete directly with retailers with similar or greater resources in markets such as metropolitan New York, the greater Los Angeles area, Seattle, Washington; Spokane, Washington; Anchorage, Alaska; Portland, Oregon and the San Francisco Bay Area, California. If we enter other new markets, we may face competitors that are larger or have access to greater financial resources. We do not have any cost advantage in purchasing new vehicles from manufacturers. We rely on advertising and merchandising, pricing, our customer guarantees and sales model, our sales expertise, service reputation and the location of our stores to sell new vehicles.

Regulation

Automotive and Other Laws and Regulations

We operate in a highly regulated industry. A number of state and federal laws and regulations affect our business. In every state in which we operate, we must obtain various licenses to operate our businesses, including dealer, sales and finance and insurance licenses issued by state regulatory authorities. Numerous laws and regulations govern our business, including those relating to our sales, operations, financing, insurance, advertising and employment practices. These laws and regulations include state franchise laws and regulations, consumer protection laws, privacy laws, escheatment laws, anti-money laundering laws and federal and state wage-hour, anti-discrimination and other employment practices laws.

Our financing activities with customers are subject to numerous federal, state and local laws and regulations. In recent years, there has been an increase in activity related to oversight of consumer lending by the Consumer Financial Protection Bureau ("CFPB"), which has broad regulatory powers. The CFPB does not have direct authority over automotive dealers; however, its regulation of larger automotive finance companies and other financial institutions could affect our financing activities. Claims arising out of actual or alleged violations of law may be asserted against us or our stores by individuals, a class of individuals, or governmental entities. These claims may expose us to significant damages or other penalties, including revocation or suspension of our licenses to conduct store operations and fines.

The vehicles we sell are also subject to rules and regulations of various federal and state regulatory agencies.

Environmental, Health, and Safety Laws and Regulations

Our operations involve the use, handling, storage and contracting for recycling and/or disposal of materials such as motor oil and filters, transmission fluids, antifreeze, refrigerants, paints, thinners, batteries, cleaning products, lubricants, degreasing agents, tires and fuel. Consequently, our business is subject to a complex variety of federal, state and local requirements that regulate the environment and public health and safety.

Most of our stores use above ground storage tanks, and, to a lesser extent, underground storage tanks, primarily for petroleum-based products. Storage tanks are subject to periodic testing, containment, upgrading and removal under the Resource Conservation and Recovery Act and its state law counterparts. Clean-up or other remedial action may be necessary in the event of leaks or other discharges from storage tanks or other sources. In addition, water quality protection programs under the federal Water Pollution Control Act (commonly known as the Clean Water Act), the Safe Drinking Water Act and comparable state and local programs govern certain discharges from our operations. Similarly, certain air emissions from operations, such as auto body painting, may be subject to the federal Clean Air Act and related state and local laws. Health and safety standards promulgated by the Occupational Safety and Health Administration of the United States Department of Labor and related state agencies also apply.

Certain stores may become a party to proceedings under the Comprehensive Environmental Response, Compensation, and Liability Act, or CERCLA, typically in connection with materials that were sent to former recycling, treatment and/or disposal facilities owned and operated by independent businesses. The remediation or clean-up of facilities where the release of a regulated hazardous substance occurred is required under CERCLA and other laws.

We incur certain costs to comply with environmental, health and safety laws and regulations in the ordinary course of our business. We do not anticipate, however, that the costs of such compliance will have a material adverse effect on our business, results of operations, cash flows or financial condition, although such outcome is possible given the nature of our operations and the extensive environmental, public health and safety regulatory framework. We may become aware of minor contamination at certain of our facilities, and we conduct investigations and remediation at properties as needed. In certain cases, the current or prior property owner may conduct the investigation and/or remediation or we have been indemnified by either the current or prior property owner for such contamination. We do not currently expect to incur significant costs for remediation. However, no assurances can be given that material environmental commitments or contingencies will not arise in the future, or that they do not already exist but are unknown to us.

Employees

Our mission statement is "Growth Powered by People". We cultivate an entrepreneurial, high-performance culture and strive to develop leaders from within and innovate the customer experience. We continue to develop tools, training and growth opportunities that accelerate the depth of our talent. One example of this is our Accelerated Management Program (AMP), which began in 2016. This program is designed to deepen the knowledge of future leaders in all aspects of our business and develop leadership skills to better position participants for a future as a general manager in one of our stores or as a regional leader. This program continues to produce new leaders from within the Company, with a 84% increase in the number of management positions filled by internally-developed candidates in 2017.

As of December 31, 2017, we employed approximately 12,899 persons on a full-time equivalent basis.

Seasonality and Quarterly Fluctuations

Historically, our sales have been lower during the first quarter of each year due to consumer purchasing patterns during the holiday season and inclement weather in certain of our markets. Our franchise diversification and cost controls have moderated this seasonality. However, if conditions occur that weaken automotive sales, such as severe weather in the geographic areas in which our dealerships operate, war, high fuel costs, depressed economic conditions including unemployment or weakened consumer confidence or similar adverse conditions, our revenues for the year may be disproportionately adversely affected.

Available Information and NYSE Compliance

We file annual, quarterly and current reports, proxy statements and other information with the Securities and Exchange Commission ("SEC") under the Securities Exchange Act of 1934 (the "Exchange Act"). You may inspect and copy our reports, proxy statements, and other information filed with the SEC at the SEC's Public Reference Room at 100 F Street, NE, Washington, D.C. 20549. Please call the SEC at 1-800-SEC-0330 for further information on the Public Reference Room. The SEC maintains an Internet Web site at <http://www.sec.gov> where you may access copies of our SEC filings. We also make available free of charge, on our website at www.lithiainvestorrelations.com, our annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K, and amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Exchange Act, as soon as reasonably practicable after they are filed electronically with the SEC. The information found on our website is not part of this Annual Report on Form 10-K. You may also obtain copies of these reports by contacting Investor Relations at 877-331-3084.

Item 1A. Risk Factors

You should carefully consider the risks described below before making an investment decision. The risks described below are not the only ones facing our company. Additional risks not presently known to us, or that we currently deem immaterial, may also impair our business operations.

Risks related to our business

The automotive retail industry is sensitive to changing economic conditions and various other factors. Our business and results of operations are substantially dependent on new vehicle sales levels in the United States and in our particular geographic markets and the level of gross profit margins that we can achieve on our sales of new vehicles, all of which are very difficult to predict.

Our business is heavily dependent on consumer demand and preferences. A downturn in overall levels of consumer spending may materially and adversely affect our revenues and gross profit margins. Retail vehicle sales are cyclical and historically have experienced periodic downturns characterized by weak demand. These cycles are often dependent on general economic conditions and consumer confidence, as well as the level of discretionary personal income and credit availability. Economic conditions may be anemic for an extended period of time, or deteriorate in the future. This would have a material adverse effect on our retail business, particularly sales of new and used automobiles.

In addition, our performance is subject to local economic, competitive and other conditions prevailing in our various geographic areas. Our dealerships are currently located in limited markets in 18 states, with sales in the top three states accounting for 52% of our revenue in 2017. Our results of operations, therefore, depend substantially on general economic conditions, consumer spending levels and other factors in those markets and could be materially adversely affected to the extent these markets experience sustained economic downturns regardless of improvements in the U.S. economy overall.

Historically, in times of rapid increase in crude oil and fuel prices, sales of vehicles have dropped, particularly in the short term, as the economy slows, consumer confidence wanes and fuel costs become more prominent to the consumer's buying decision. In sustained periods of higher fuel costs, consumers who do purchase vehicles tend to prefer smaller, more fuel-efficient vehicles (which typically have lower margins) or hybrid vehicles (which can be in limited supply during these periods). A significant portion of our new vehicle revenue and gross profit is derived from domestic manufacturers. These manufacturers have historically sold a higher percentage of trucks and SUVs than import or luxury brands. They may, therefore, experience a more significant decline in sales in the event that fuel prices increase.

Approximately 17.1 million, 17.5 million, and 17.4 million new vehicles were sold in the United States in 2017, 2016, and 2015, respectively. Certain industry analysts have predicted that new vehicle sales will decline below 17 million for 2018. If new vehicle production exceeds the rate at which new vehicles are sold, our gross profit per vehicle could be adversely affected by this excess and any resulting changes in manufacturer incentive and marketing programs. See the risk factor "If manufacturers or distributors discontinue or change sales incentives, warranties and other promotional programs, our business, results of operations, financial condition and cash flows may be materially adversely affected" below. Economic conditions and the other factors described above may also materially adversely impact our sales of used vehicles, parts and repair and maintenance services, and automotive finance and insurance products.

Natural disasters and adverse weather conditions can disrupt our business.

Our dealerships are in states and regions in the U.S. in which actual or threatened natural disasters and severe weather events (such as hurricanes, earthquakes, fires, floods, landslides, wind and/or hail storms) or other extraordinary events have in the past, and may in the future, disrupt our dealership operations and impair the value of our dealership property. A disruption in our operations may adversely impact our business, results of operations, financial condition and cash flows. In addition to business interruption, the automotive retailing business is subject to substantial risk of property loss due to the significant concentration of property at dealership locations. The exposure on any single claim under our property and casualty insurance, medical insurance and workers' compensation insurance varies based upon type of coverage. Our maximum exposure on any single claim is \$5.5 million, subject to certain aggregate limit thresholds.

The automotive manufacturing supply chain spans the globe. As such, supply chain disruptions resulting from natural disasters and adverse weather events may affect the flow of inventory or parts to us or our manufacturing partners.

Such disruptions could have a material adverse effect on our business, financial condition, results of operations, or cash flows.

Increasing competition among automotive retailers reduces our profit margins on vehicle sales and related businesses. Further, the use of the Internet in the car purchasing process could materially adversely affect us.

Automobile retailing is a highly competitive business. Our competitors include publicly and privately-owned dealerships, of which certain competitors are larger and have greater financial and marketing resources than we have. Many of our competitors sell the same or similar makes of new and used vehicles that we offer in our markets at competitive prices. We do not have any cost advantage in purchasing new vehicles from manufacturers due to the volume of purchases or otherwise.

Our finance and insurance business and other related businesses, which have higher margins than sales of new and used vehicles, are subject to strong competition from various financial institutions and others.

The Internet has become a significant part of the sales process in our industry. Customers are using the Internet to compare pricing for vehicles and related finance and insurance services, which may further reduce margins for new and used vehicles and profits for related finance and insurance services. If Internet new vehicle sales are allowed to be conducted without the involvement of franchised dealers, our business could be materially adversely affected. In addition, other franchise groups have aligned themselves with services offered on the Internet or are investing heavily in the development of their own Internet capabilities, which could materially adversely affect our business, results of operations, financial condition and cash flows.

Our Franchise Agreements do not grant us the exclusive right to sell a manufacturer's product within a given geographic area. Our revenues or profitability could be materially adversely affected if any of our manufacturers award franchises to others in the same markets where we operate or if existing franchised dealers increase their market share in our markets.

In addition, we may face increasingly significant competition as we strive to gain market share through acquisitions or otherwise. Our operating margins may decline over time as we expand into markets where we do not have a leading position.

Changes to the automotive industry and consumer views on car ownership could materially adversely affect our business, results of operations, financial condition and cash flows.

The automotive industry is predicted to experience rapid change in the years to come, including increases in ride-sharing services, advances in electric vehicle production and driverless technology. Ride-sharing services such as Uber and Lyft provide consumers with mobility options outside of the traditional car ownership and lease alternatives. The overall impact of these options on the automotive industry is uncertain, and may include lower levels of new vehicle sales. Manufacturers continue to invest in increasing production and quality of AEVs (all-electric vehicles), which generally require less maintenance than traditional cars and trucks. The effects of AEVs on the automotive industry are uncertain and may include reduced parts and service revenues, as well as changes in the level of sales of certain F&I products such as extended warranty and lifetime lube, oil and filter contracts. Technological advances are also facilitating the development of driverless vehicles. The eventual timing of availability of driverless vehicles is uncertain due to regulatory requirements, technological hurdles, and uncertain consumer acceptance of these technologies. The effect of driverless vehicles on the automotive industry is uncertain and could include changes in the level of new and used vehicle sales, the price of new vehicles, and the role of franchised dealers, any of which could materially and adversely affect our business.

A decline of available financing in the lending market may adversely affect our vehicle sales volume.

A significant portion of buyers finance their vehicle purchases. One of the primary finance sources used by consumers in connection with the purchase of a new or used vehicle is the manufacturer captive finance company. These captive finance companies rely, to a certain extent, on the public debt markets to provide the capital necessary to support their financing programs. In addition, the captive finance companies will occasionally change their loan underwriting criteria to alter the risk profile of their loan portfolio. In addition, sub-prime lenders have historically provided financing for consumers who, for a variety of reasons, including poor credit histories and lack of down payment, do not have access to more traditional finance sources. If lenders tighten their credit standards or there is a decline in the availability of

credit in the lending market, the ability of consumers to purchase vehicles could be limited, which could have a material adverse effect on our business, results of operations, financial condition and cash flows.

Adverse conditions affecting one or more key manufacturers may negatively affect our business, results of operations, financial condition and cash flows.

We depend on our manufacturers to provide a supply of vehicles which supports expected sales levels. Events that adversely affect a manufacturer's ability to timely deliver new vehicles may adversely affect us by reducing our supply of popular new vehicles, leading to lower sales in our stores during those periods than would otherwise occur. We depend on our manufacturers to deliver high-quality, defect-free vehicles. If manufacturers experience quality issues, our financial performance may be adversely impacted. In addition, the discontinuance of a particular brand could negatively impact our revenues and profitability.

Vehicle manufacturers would be adversely affected by economic downturns or recessions, adverse fluctuations in currency exchange rates, significant declines in the sales of their new vehicles, increases in interest rates, declines in their credit ratings, port closures, labor strikes or similar disruptions (including within their major suppliers), supply shortages or rising raw material costs, rising employee benefit costs, adverse publicity that may reduce consumer demand for their products, product defects, vehicle recall campaigns, litigation, poor product mix or unappealing vehicle design, or other adverse events. These and other risks could materially adversely affect any manufacturer and limit its ability to profitably design, market, produce or distribute new vehicles, which, in turn, could materially adversely affect our business, results of operations, financial condition and cash flows.

We are subject to a concentration of risk in the event of financial distress, including potential reorganization or bankruptcy, of a major vehicle manufacturer. We purchase substantially all of our new vehicles from various manufacturers or distributors at the prevailing prices available to all franchised dealers. Our sales volume could be materially adversely impacted by the manufacturers' or distributors' inability to supply our stores with an adequate supply of vehicles.

In the event of a manufacturer or distributor bankruptcy, we could be held liable for damages related to product liability claims, intellectual property suits or other legal actions. These legal actions are typically directed towards the vehicle manufacturer and it is customary for manufacturers to indemnify us from exposure related to any judgments associated with the claims. However, if damages could not be collected from the manufacturer or distributor, we could be named in lawsuits and judgments could be levied against us.

Many new manufacturers are entering the automotive industry. New companies have raised capital to produce fully electric vehicles or to license battery technology to existing manufacturers. Tesla has demonstrated the ability to successfully introduce electric vehicles to the marketplace. Foreign manufacturers from China and India are producing significant volumes of new vehicles and are entering the U.S. and selecting partners to distribute their products. Because the automotive market in the U.S. is mature and the overall level of new vehicle sales may not increase in the coming years, the success of new competitors will likely be at the expense of other, established brands. This could have a material adverse impact on our success in the future.

Federal regulations around fuel economy standards and "greenhouse gas" emissions have continued to increase. New requirements may adversely affect any manufacturer's ability to profitably design, market, produce and distribute vehicles that comply with such regulations. We could be adversely impacted in our ability to market and sell these vehicles at affordable prices and in our ability to finance these inventories. These regulations could have a material adverse effect on our business, results of operations, financial condition and cash flows.

If manufacturers or distributors discontinue or change sales incentives, warranties and other promotional programs, our business, results of operations, financial condition and cash flows may be materially adversely affected.

We depend upon the manufacturers and distributors for sales incentives, warranties and other programs that are intended to promote new vehicle sales or supplement dealer income. Manufacturers and distributors routinely make changes to their incentive programs. Key incentive programs include:

- customer rebates;
- dealer incentives on new vehicles;
- special financing rates on certified, pre-owned cars; and
- below-market financing on new vehicles and special leasing terms.

Our financial condition could be materially adversely impacted by a discontinuation or change in our manufacturers' or distributors' incentive programs. In addition, certain manufacturers use criteria such as a dealership's manufacturer-determined customer satisfaction index ("CSI" score), facility image compliance, employee training, digital marketing and parts purchase programs as factors governing participation in incentive programs. To the extent we do not meet minimum score requirements, we may be precluded from receiving certain incentives, which could materially adversely affect our business, results of operations, financial condition and cash flows.

Franchised automotive retailers perform factory authorized service work and sell original replacement parts on vehicles covered by warranties issued by the automotive manufacturer. For the year ended December 31, 2017, approximately 24% of our service, body and parts revenue was for work covered by manufacturer warranties or manufacturer-sponsored maintenance services. To the extent a manufacturer reduces the labor rates or markup of replacement parts for such warranty work, our service, body and parts sales volume could be adversely affected.

The ability of our stores to make new vehicle sales depends in large part upon the manufacturers and, therefore, any disruption or change in our relationships could impact our business.

We depend on the manufacturers to provide us with a desirable mix of new vehicles. The most popular vehicles usually produce the highest profit margins and are frequently in short supply. If we cannot obtain sufficient quantities of the most popular models, our profitability may be adversely affected. Sales of less desirable models may reduce our profit margins.

Each of our stores operates pursuant to a Franchise Agreement with each of the respective manufacturers for which it serves as franchisee. Each of our stores may obtain new vehicles from manufacturers, service vehicles, sell new vehicles, and display vehicle manufacturers' brand only to the extent permitted under these agreements. As a result of the terms of our Franchise Agreements, manufacturers exert significant control over the day-to-day operations at our stores. Such agreements contain provisions for termination or non-renewal for a variety of causes, including service retention, facility compliance, customer satisfaction and sales and financial performance. From time to time, certain of our stores have failed to comply with certain provisions of their franchise agreements, and we cannot ensure that our stores will be able to comply with these provisions in the future.

Our Franchise Agreements expire at various times, and there can be no assurances that we will be able to renew these agreements on a timely basis or on acceptable terms or at all. Actions taken by a manufacturer to exploit its bargaining position in negotiating the terms of renewals of franchise agreements or otherwise could also have a material adverse effect on our revenues and profitability. If a manufacturer terminates or fails to renew one or more of our significant franchise agreements or a large number of our franchise agreements, such action could have a material adverse effect on our business, results of operations, financial condition and cash flows.

Our Franchise Agreements also specify that, except in certain situations, we cannot operate a franchise by another manufacturer in the same building as the manufacturer's franchised store. This may require us to build new facilities at a significant cost. Moreover, our manufacturers generally require that the store meet defined image standards. These commitments could require us to make significant capital expenditures.

Our Franchise Agreements do not give us the exclusive right to a given geographic area. Manufacturers may be able to establish new franchises or relocate existing franchises, subject to applicable state franchise laws. The establishment of or relocation of franchises in our markets could have a material adverse effect on the business, financial condition and results of operations of our stores in the market in which the action is taken.

Manufacturer stock ownership requirements and restrictions may impair our ability to maintain or renew franchise agreements or issue additional equity.

Certain of our Franchise Agreements prohibit transfers of ownership interests of a store or, in some cases, the ownership interests of the store's indirect parent companies, including the Company. Agreements with various manufacturers, including, among others, Honda/Acura, Hyundai, Mazda, Volkswagen, Mercedes-Benz, Subaru, Toyota, Ford/Lincoln, GM, and Nissan, provide that, under certain circumstances, we may lose a franchise and/or be forced to sell one or more stores or their assets if there occurs a prohibited transfer of ownership interests (in some cases not defined or defined ambiguously) or a person or entity acquires an ownership interest in us above a specified level (ranging from 20% to 50% depending on the particular manufacturer's restrictions and falling as low as 5% if another vehicle

manufacturer or distributor is the entity acquiring the ownership interest) without the approval of the manufacturer. Transactions in our stock by our stockholders or prospective stockholders, including transactions in our Class B common stock, are generally outside of our control and may result in the termination or non-renewal of one or more of our franchises, may result in a forced sale of one or more of our stores or their assets at a price below fair market value or may impair our ability to negotiate new franchise agreements for dealerships we desire to acquire in the future, which may have a material adverse effect on our business, results of operations, financial condition and cash flows. These restrictions may also prevent or deter a prospective acquirer from acquiring control of us or otherwise adversely affect the market price of our Class A common stock or limit our ability to restructure our debt obligations.

If state dealer laws are repealed or weakened, our dealerships will be more susceptible to termination, non-renewal or renegotiation of their franchise agreements. Additionally, federal bankruptcy law can override protections afforded under state dealer laws.

State dealer laws generally provide that a manufacturer may not terminate or refuse to renew a franchise agreement unless it has first provided the dealer with written notice setting forth good cause and stating the grounds for termination or non-renewal. Certain state dealer laws allow dealers to file protests or petitions or attempt to comply with the manufacturer's criteria within the notice period to avoid the termination or non-renewal. If dealer laws are repealed in the states where we operate, manufacturers may be able to terminate our franchises without providing advance notice, an opportunity to cure or a showing of good cause. Without the protection of state dealer laws, it may also be more difficult to renew our franchise agreements upon expiration or on terms acceptable to us.

In addition, these laws restrict the ability of automobile manufacturers to directly enter the retail market in the future. Manufacturer lobbying efforts (including those of Tesla) may lead to the repeal or revision of these laws. If manufacturers obtain the ability to directly retail vehicles and do so in our markets, such competition could have a material adverse effect on our business, results of operations, financial condition and cash flows.

As evidenced by the bankruptcy proceedings of both Chrysler and GM in 2009, state dealer laws do not afford continued protection from manufacturer terminations or non-renewal of franchise agreements. No assurances can be given that a manufacturer will not seek protection under bankruptcy laws, or that, in this event, they will not seek to terminate franchise rights held by us.

Import product restrictions, currency valuations, and foreign trade risks may impair our ability to sell foreign vehicles or parts profitably.

A significant portion of the vehicles we sell are manufactured outside the U.S., and all of the vehicles we sell include parts manufactured outside the U.S. As a result, our operations are subject to customary risks of importing merchandise, including currency fluctuation, import duties, exchange rates, trade restrictions, work stoppages, transportation costs, natural or man-made disasters, and general political and socio-economic conditions in other countries. The U.S. or the countries from which our products are imported, may, from time to time, impose new quotas, duties, tariffs or other restrictions, or adjust presently prevailing quotas, duties or tariffs, which may affect our operations and our ability to purchase imported vehicles and/or parts at reasonable prices. Changes in U.S. trade policies, including the North American Free Trade Agreement or policies intended to penalize foreign manufacturing or imports, and policies of foreign countries in reaction to those changes could increase the prices we pay for some of the new vehicles and parts we sell. Any changes that increase the costs of vehicles and parts generally, to the extent passed on to customers, could negatively affect customer demand and our revenues and profitability. If not passed on to our customers, any cost increases will adversely affect our profitability. Any cost increase that disproportionately applies to manufacturers that sell to us could adversely affect our business compared to other automobile retailers.

Our operations are subject to extensive governmental laws and regulations. If we are found to be in purported violation of or subject to liabilities under any of these laws, or if new laws or regulations are enacted that adversely affect our operations, our business, operating results, and prospects could suffer.

We are subject to federal, state and local laws and regulations in the eighteen states in which we operate, such as those relating to franchising, motor vehicle sales, retail installment sales, leasing, finance and insurance, marketing, licensing, consumer protection, consumer privacy, escheatment, anti-money laundering, environmental, vehicle emissions and fuel economy, and health and safety. In addition, with respect to employment practices, we are subject to various laws and regulations, including complex federal, state and local wage and hour and anti-discrimination laws. New laws and regulations are enacted on an ongoing basis. With the number of stores we operate, the number of personnel we employ

and the large volume of transactions we handle, it is likely that technical mistakes will be made. These regulations affect our profitability and require ongoing training. Current practices in stores may become prohibited. We are responsible for ensuring that continued compliance with laws is maintained. If there are unauthorized activities, the state and federal authorities have the power to impose civil penalties and sanctions, suspend or withdraw dealer licenses or take other actions. These actions could materially impair our activities or our ability to acquire new stores in those states where violations occurred. Further, private causes of action on behalf of individuals or a class of individuals could result in significant damages or injunctive relief.

We may be involved in legal proceedings arising from the conduct of our business, including litigation with customers, employee-related lawsuits, class actions, purported class actions and actions brought by governmental authorities. Claims arising out of actual or alleged violations of law may be asserted against us or any of our dealers by individuals, either individually or through class actions, or by governmental entities in civil or criminal investigations and proceedings. Such actions may expose us to substantial monetary damages and legal defense costs, injunctive relief, criminal and civil fines and penalties and damage our reputation and sales.

Our financing activities are subject to federal truth-in-lending, consumer leasing and equal credit opportunity laws and regulations, as well as state and local motor vehicle finance laws, installment finance laws, insurance laws, usury laws and other installment sales laws and regulations. Some states regulate finance, documentation and administrative fees that may be charged in connection with vehicle sales. In recent years, private plaintiffs and state attorneys general in the U.S. have increased their scrutiny of advertising, sales, and finance and insurance activities in the sale and leasing of motor vehicles. These activities have led many lenders to limit the amounts that may be charged to customers as fee income for these activities. If these or similar activities were to significantly restrict our ability to generate revenue from arranging financing for our customers, we could be adversely affected.

The Dodd-Frank Wall Street Reform and Consumer Protection Act (the "Dodd-Frank Act"), which was signed into law on July 21, 2010, established the Consumer Financial Protection Bureau (the "CFPB"), a new independent federal agency funded by the U.S. Federal Reserve with broad regulatory powers and limited oversight from the U.S. Congress. Although automotive dealers are generally excluded, the Dodd-Frank Act has led to additional, indirect regulation of automotive dealers, in particular, their sale and marketing of finance and insurance products, through its regulation of automotive finance companies and other financial institutions. In March 2013, the CFPB issued supervisory guidance highlighting its concern that the practice of automotive dealers being compensated for arranging customer financing through discretionary markup of wholesale rates offered by financial institutions ("dealer markup") results in a significant risk of pricing disparity in violation of The Equal Credit Opportunity Act (the "ECOA"). The CFPB recommended that financial institutions under its jurisdiction take steps to ensure compliance with the ECOA, which may include imposing controls on dealer markup, monitoring and addressing the effects of dealer markup policies, and eliminating dealer discretion to markup buy rates and fairly compensating dealers using a different mechanism that does not result in disparate impact to certain groups of consumers.

Our marketing and disclosure regarding the sale and servicing of vehicles is regulated by federal, state and local agencies including the Federal Trade Commission ("FTC") and state attorneys general. For example, in January 2016, we settled FTC allegations that we did not adequately disclose information about used vehicles with open safety recalls. Under the settlement, we did not make any payments or admit wrong-doing, but we did agree to make specified disclosures on our website and to provide that disclosure to certain customers who had previously purchased a used vehicle from us.

If we or any of our employees at any individual dealership violate or are alleged to violate laws and regulations applicable to them or protecting consumers generally, we could be subject to individual claims or consumer class actions, administrative, civil or criminal investigations or actions and adverse publicity. Such actions could expose us to substantial monetary damages and legal defense costs, injunctive relief and criminal and civil fines and penalties, including suspension or revocation of our licenses and franchises to conduct dealership operations.

Environmental laws and regulations govern, among other things, discharges into the air and water, storage of petroleum substances and chemicals, the handling and disposal of wastes and remediation of contamination arising from spills and releases. In addition, we may also have liability in connection with materials that were sent to third-party recycling, treatment and/or disposal facilities under federal and state statutes. These federal and state statutes impose liability for investigation and remediation of contamination without regard to fault or the legality of the conduct that contributed to the contamination. Similar to many of our competitors, we have incurred and expect to continue to incur capital and operating expenditures and other costs in complying with such federal and state statutes. In addition, we may be subject

to broad liabilities arising out of contamination at our currently and formerly owned or operated facilities, at locations to which hazardous substances were transported from such facilities, and at such locations related to entities formerly affiliated with us. Although for some such potential liabilities we believe we are entitled to indemnification from other entities, we cannot assure you that such entities will view their obligations as we do or will be able or willing to satisfy them. Failure to comply with applicable laws and regulations, or significant additional expenditures required to maintain compliance therewith, may have a material adverse effect on our business, results of operations, financial condition, cash flows and prospects.

Breaches in our data security systems or in systems used by our vendor partners, including cyber-attacks or unauthorized data distribution by employees or affiliated vendors, or disruptions to access and connectivity of our information systems could impact our operations or result in the loss or misuse of customers' proprietary information.

Our information technology systems are important to operating our business efficiently. We employ information technology systems, including websites, that allow for the secure handling and processing of customers' proprietary information. The failure of our information technology systems, and those of our partner software and technology vendors, to perform as we anticipate could disrupt our business and could expose us to a risk of loss or misuse of this information, litigation and potential liability.

We collect, process, and retain personally identifiable information regarding customers, associates and vendors in the normal course of our business. Our internal and third-party systems are under a moderate level of risk from hackers or other individuals with malicious intent to gain unauthorized access to our systems. Cyber-attacks are growing in number and sophistication thus presenting an ongoing threat to systems, whether internal or external, used to operate the business on a day-to-day basis. We invest in reasonable commercial security technology to protect our data and business processes against many of these risks. We also purchase insurance to mitigate the potential financial impact of many of these risks. Despite the security measures we have in place, our facilities and systems, and those of our third-party service providers, could be vulnerable to security breaches, computer viruses, lost or misplaced data, programming errors, human errors, acts of vandalism, or other events. Any security breach or event resulting in the misappropriation, loss, or other unauthorized disclosure of confidential information, or degradation of services provided by critical business systems, whether by us directly or our third-party service providers, could adversely affect our business operations, sales, reputation with current and potential customers, associates or vendors, as well as other operational and financial impacts derived from investigations, litigation, imposition of penalties or other means.

Our ability to increase revenues and profitability through acquisitions depends on our ability to acquire and successfully integrate additional stores.

General

The U.S. automobile industry is considered a mature industry in which minimal growth is expected in unit sales of new vehicles. Accordingly, a principal component of our growth in sales is to make acquisitions in our existing markets and in new geographic markets. To complete the acquisition of additional stores, we need to successfully address each of the following challenges.

Manufacturers

We are required to obtain consent from the applicable manufacturer prior to the acquisition of a franchised store. In determining whether to approve an acquisition, a manufacturer considers many factors, including our financial condition, ownership structure, the number of stores currently owned and our performance with those stores. Obtaining manufacturer approval of acquisitions also takes a significant amount of time, typically 60 to 90 days. In the past, manufacturers have not consented to our purchase of franchised stores due to the performance of existing stores. We cannot assure you that manufacturers will approve future acquisitions timely, if at all, which could significantly impair the execution of our acquisition strategy.

Most major manufacturers have now established limitations or guidelines on the:

- number of such manufacturers' stores that may be acquired by a single owner;
- number of stores that may be acquired in any market or region;
- percentage of market share that may be controlled by one automotive retailer group;
- ownership of stores in contiguous markets;
- performance requirements for existing stores; and
- frequency of acquisitions.

In addition, such manufacturers generally require that no other manufacturers' brands be sold from the same store location, and many manufacturers have site control agreements in place that limit our ability to change the use of the facility without their approval.

A manufacturer also considers our past performance as measured by the Minimum Sales Responsibility ("MSR") scores, CSI scores and Sales Satisfaction Index ("SSI") scores at our existing stores. At any point in time, certain stores may have scores below the manufacturers' sales zone averages or have achieved sales below the targets manufacturers have set. Our failure to maintain satisfactory scores and to achieve market share performance goals could restrict our ability to complete future store acquisitions.

Acquisition Risks

We will face risks commonly encountered with growth through acquisitions. These risks include, without limitation:

- failing to assimilate the operations and personnel of acquired dealerships;
- straining our existing systems, procedures, structures and personnel;
- failing to achieve predicted sales levels;
- incurring significantly higher capital expenditures and operating expenses, which could substantially limit our operating or financial flexibility;
- entering new, unfamiliar markets;
- encountering undiscovered liabilities and operational difficulties at acquired dealerships;
- disrupting our ongoing business;
- diverting our management resources;
- failing to maintain uniform standards, controls and policies;
- impairing relationships with employees, manufacturers and customers as a result of changes in management;
- incurring increased expenses for accounting and computer systems, as well as integration difficulties;
- failing to obtain a manufacturer's consent to the acquisition of one or more of its dealership franchises or renew the franchise agreement on terms acceptable to us;
- incorrectly valuing entities to be acquired; and
- incurring additional facility renovation costs or other expenses required by the manufacturer.

In addition, we may not adequately anticipate all of the demands that growth will impose on our systems, procedures and structures.

Consummation and Competition

We may not be able to complete future acquisitions at acceptable prices and terms or identify suitable candidates. In addition, increased competition in the future for acquisition candidates could result in fewer acquisition opportunities for us and higher acquisition prices. The magnitude, timing, pricing and nature of future acquisitions will depend upon various factors, including:

- the availability of suitable acquisition candidates;
- competition with other dealer groups for suitable acquisitions;
- the negotiation of acceptable terms with sellers and with manufacturers;
- our financial capabilities and ability to obtain financing on acceptable terms;
- our stock price;
- our ability to maintain required financial covenant levels after the acquisition; and
- the availability of skilled employees to manage the acquired businesses.

Operating and Financial Condition

Although we conduct what we believe to be a prudent level of investigation, an unavoidable level of risk remains regarding the actual operating condition of acquired stores and we may not have an accurate understanding of each acquired store's financial condition and performance. Similarly, most of the dealerships we acquire do not have financial statements audited or prepared in accordance with U.S. generally accepted accounting principles. We may not have an accurate understanding of the historical financial condition and performance of our acquired businesses. Until we assume control of the business, we may not be able to ascertain the actual value or understand the potential liabilities of the acquired businesses and their earnings potential. These risks may not be adequately mitigated by the indemnification obligations we negotiated with sellers.

Limitations on Our Capital Resources

We make a substantial capital investment when we acquire dealerships. Limitations on our capital resources would restrict our ability to complete new acquisitions or could limit our operating or financial flexibility.

We finance acquisitions activity with cash flows from our operations, borrowings under our credit arrangements, proceeds from our offering of senior notes, proceeds from mortgage financing and the issuance of shares of Class A common stock. The size of our acquisition activity in recent years magnifies risks associated with debt service obligations. These risks include potential lower earnings per share, our inability to pay dividends and potential negative impacts to the debt covenants we negotiated under our credit agreement.

If we fail to meet the covenants in our credit facility or our senior notes indenture, or if some other event occurs that results in a default or an acceleration of our repayment obligations under our debt instruments, we may not be able to refinance our debt on terms acceptable to us or at all. We may not be able to obtain financing in the future due to the market price of our Class A common stock and overall market conditions. Additionally, a substantial amount of assets of our dealerships are pledged to secure the indebtedness under our credit facility and our other floor plan financing indebtedness. These pledges may limit our ability to borrow from other sources in order to fund our acquisitions.

Goodwill and other intangible assets comprise a significant portion of our total assets. We must test our goodwill and other intangible assets for impairment at least annually, which could result in a material, non-cash write-down of goodwill or franchise rights and could materially adversely affect our business, results of operations, and financial condition.

Goodwill and indefinite-lived intangible assets are subject to impairment assessments at least annually (or more frequently when events or changes in circumstances indicate that an impairment may have occurred) by applying a fair-value based test. Our principal intangible assets are goodwill and our rights under our franchise agreements with vehicle manufacturers. A decrease in our market capitalization or profitability increases the risk of goodwill impairment. Negative or declining cash flows or a decline in actual or planned revenues for our stores increases the risk of franchise rights impairment. An impairment loss could have a material adverse effect on our business, results of operations, financial condition and cash flows. As of December 31, 2017, our balance sheet reflected carrying amounts of \$256.3 million in goodwill, and \$187.0 million million in franchise value.

We are subject to substantial risk of loss under our various self-insurance programs including property and casualty, open lot vehicle coverage, workers' compensation and employee medical coverage. Our insurance does not fully cover all of our operational risks, and changes in the cost of insurance or the availability of insurance could materially increase our insurance costs or result in a decrease in our insurance coverage.

We have a significant concentration of our property values at each dealership location, including vehicle and parts inventories and our facilities. Natural disasters and severe weather events (such as hurricanes, earthquakes, fires, floods, landslides and wind or hail storms) or other extraordinary events subject us to property loss and business interruption. Illegal or unethical conduct by employees, customers, vendors and unaffiliated third parties can also impact our business. Other potential liabilities arising out of our operations may involve claims by employees, customers or third parties for personal injury or property damage and potential fines and penalties in connection with alleged violations of regulatory requirements.

Under our self-insurance programs, we retain various levels of aggregate loss limits, per claim deductibles and claims-handling expenses. Costs in excess of these retained risks may be insured under various contracts with third-party insurance carriers. As of December 31, 2017, we had total reserve amounts associated with these programs of \$31.2 million.

The level of risk we retain may change in the future as insurance market conditions or other factors affecting the economics of our insurance purchasing change. The operation of automobile dealerships is subject to a broad variety of risks. In certain instances, our insurance may not fully cover an insured loss depending on the magnitude and nature of the claim. Accordingly, we cannot assure that we will not be exposed to uninsured or underinsured losses that could have a material adverse effect on our business, financial condition, results of operations or cash flows. Additionally, changes in the cost of insurance or the availability of insurance in the future could substantially increase our costs to maintain our current level of coverage or could cause us to reduce our insurance coverage and increase the portion of our risks that we self-insure.

Our indebtedness and lease obligations could materially adversely affect our financial health, limit our ability to finance future acquisitions and capital expenditures and prevent us from fulfilling our financial obligations. Much of our debt is secured by a substantial portion of our assets. Much of our debt has a variable interest rate component that may significantly increase our interest costs in a rising rate environment.

Our indebtedness and lease obligations could have important consequences to us, including the following:

- limitations on our ability to make acquisitions;
- impaired ability to obtain additional financing for acquisitions, capital expenditures, working capital or general corporate purposes;
- reduced funds available for our operations and other purposes, as a larger portion of our cash flow from operations would be dedicated to the payment of principal and interest on our indebtedness; and
- exposure to the risk of increasing interest rates as certain borrowings are, and will continue to be, at variable rates of interest.

In addition, our loan agreements and our senior note indenture contain covenants that limit our discretion with respect to business matters, including incurring additional debt, granting additional security interests in our assets, acquisition activity, disposing of assets and other business matters. Other covenants are financial in nature, including current ratio, fixed charge coverage and leverage ratio calculations. A breach of any of these covenants could result in a default under the applicable agreement. In addition, a default under one agreement could result in a default and acceleration of our repayment obligations under the other agreements under the cross-default provisions in such other agreements.

We have granted in favor of certain of our lenders and other secured parties, including those under our \$2.4 billion revolving syndicated credit facility, a security interest in a substantial portion of our assets. If we default on our obligations under those agreements, the secured parties may be able to foreclose upon their security interests and otherwise be entitled to obtain or control those assets.

Certain debt agreements contain subjective acceleration clauses based on a lender deeming itself insecure or if a “material adverse change” in our business has occurred. If these clauses are implicated, and the lender declares that an event of default has occurred, the outstanding indebtedness would likely be immediately due and owing.

If these events were to occur, we may not be able to pay our debts or borrow sufficient funds to refinance them. Even if new financing were available, it may not be on terms acceptable to us. As a result of this risk, we could be forced to take actions that we otherwise would not take, or not take actions that we otherwise might take, in order to comply with these agreements.

In addition, the lenders' obligations to make loans or other credit accommodations under certain credit agreements is subject to the satisfaction of certain conditions precedent including, for example, that our representations and warranties in the agreement are true and correct in all material respects as of the date of the proposed credit extension. If any of our representations and warranties in those agreements are not true and correct in all material respects as of the date of a proposed credit extension, or if other conditions precedent are not satisfied, we may not be able to request new loans or other credit accommodations under those credit facilities, which could have a material adverse impact on our business, results of operations, financial condition and cash flows.

Additionally, our real estate debt generally has a five to ten-year term, after which the debt needs to be renewed or replaced. A decline in the appraised value of real estate or a reduction in the loan-to-value lending ratios for new or renewed real estate loans could result in our inability to renew maturing real estate loans at the debt level existing at maturity, or on terms acceptable to us, requiring us to find replacement lenders or to refinance at lower loan amounts.

As of December 31, 2017, 76% of our total debt was variable rate. The majority of our variable rate debt is indexed to the one-month LIBOR rate. The current interest rate environment is at historically low levels, and interest rates will likely increase in the future. In the event interest rates increase, our borrowing costs may increase substantially. Additionally, fixed rate debt that matures may be renewed at interest rates significantly higher than current levels. As a result, this could have a material adverse impact on our business, results of operations, financial condition and cash flows.

We may not be able to satisfy our debt obligations upon the occurrence of a change in control under our debt instruments.

Upon the occurrence of a change in control as defined in our credit agreement, the agent under the credit agreement will have the right to declare all outstanding obligations immediately due and payable and to terminate the availability of future advances to us. Upon the occurrence of a change in control, as defined in our senior notes indenture, the holders of our senior notes will have the right to require us to purchase all or any part of such holders' notes at a price equal to 101% of the principal amount thereof, plus accrued and unpaid interest, if any. There can be no assurance that we would have sufficient resources available to satisfy all of our obligations under the credit agreement in the event of a change in control or fundamental change. In the event we were unable to satisfy these obligations, it could have a material adverse impact on our business and our common stock holders. A "change in control" as defined in our credit agreement includes, among other events, the acquisition by any person, or two or more persons acting in concert, in either case other than Lithia Holdings Company, L.L.C., Sid DeBoer or Bryan DeBoer, of beneficial ownership (within the meaning of Rule 13d-3 of the SEC under the Securities Exchange Act of 1934) of 20% or more of the outstanding shares of our voting stock on a fully diluted basis.

We have a significant relationship with a third-party warranty insurer and administrator. This third-party is the obligor of service warranty policies sold to our customers. Additionally, we have agreements in place that allow for future income based on the claims experience on policies sold to our customers.

We sell service warranty policies to our customers issued by a third-party obligor. We receive additional fee income if actual claims are less than the amounts reserved for anticipated claims and the costs of administration and administrator profit.

A decline in the financial health of the third-party insurer could jeopardize the claims reserves held by the administrator, and prevent us from collecting the experience payments anticipated to be earned in future years. While the amount we receive varies annually, the loss of this income could negatively impact our business, results of operations, financial condition and cash flows. Further, the inability of the insurer to honor service warranty claims would likely result in reputational risk to us and might result in claims to cover any default by the insurer.

The loss of key personnel or the failure to attract additional qualified management personnel could adversely affect our operations and growth.

Our success depends to a significant degree on the efforts and abilities of our senior management. Further, we have identified Bryan B. DeBoer in most of our store franchise agreements as the individual who controls the franchises and upon whose financial resources and management expertise the manufacturers may rely when awarding or approving the transfer of any franchise. If we lose these key personnel, our business may suffer.

In addition, as we expand, we will need to hire additional managers and other employees. The market for qualified employees in the industry and in the regions in which we operate, particularly for general managers and sales and service personnel, is highly competitive and may subject us to increased labor costs during periods of low unemployment. The loss of the services of key employees or the inability to attract additional qualified managers could have a material adverse effect on our business, results of operations, financial condition and cash flows. In addition, the lack of qualified managers or other employees employed by potential acquisition candidates may limit our ability to consummate future acquisitions.

Significant voting control is currently held by Sidney B. DeBoer, who may have interests different from our other shareholders. Further, all of the 1.0 million shares of our Class B common stock held by Lithia Holding Company, LLC ("Lithia Holding") are pledged to secure indebtedness of Lithia Holding. The failure to repay the indebtedness could result in the sale of such shares and the loss of this significant voting control.

Sidney B. DeBoer, our Founder and Chairman of the Board, is the sole managing member of Lithia Holdings, which holds all of the outstanding shares of our Class B common stock. A holder of Class B common stock is entitled to ten votes for each share held, while a holder of Class A common stock is entitled to one vote per share held. On most matters, the Class A and Class B common stock vote together as a single class. As of February 23, 2018, Lithia Holding controlled, and Mr. DeBoer had the authority to vote, 29% of the aggregate number of votes eligible to be cast by shareholders for the election of directors and most other shareholder actions. This amount of voting control may make

certain changes in control or transactions more difficult. The interests of Mr. DeBoer may not always coincide with our interests as a company or the interests of other shareholders.

Lithia Holding has pledged 1.0 million shares of our Class B common stock to secure a loan from U.S. Bank National Association. If Lithia Holding is unable to repay the loan, the bank could foreclose on the Class B common stock, which would result in the automatic conversion of such shares to Class A common stock. The market price of our Class A common stock could decline if the bank foreclosed on the pledged stock and subsequently sold such stock in the open market.

Risks related to investing in our Class A common stock

Oregon law and our Restated Articles of Incorporation may impede or discourage a takeover, which could impair the market price of our Class A common stock.

We are an Oregon corporation, and certain provisions of Oregon law and our Restated Articles of Incorporation may have anti-takeover effects. These provisions could delay, defer or prevent a tender offer or takeover attempt that a shareholder might consider to be in his or her best interest. These provisions may also affect attempts that might result in a premium over the market price for the shares held by shareholders, and may make removal of the incumbent management and directors more difficult, which, under certain circumstances, could reduce the market price of our Class A common stock.

Our issuance of preferred stock could adversely affect holders of Class A common stock.

Our Board of Directors is authorized to issue a series of preferred stock without any action on the part of our holders of Class A common stock. Our Board of Directors also has the power, without shareholder approval, to set the terms of any such series of preferred stock that may be issued, including voting powers, preferences over our Class A common stock with respect to dividends or if we voluntarily or involuntarily dissolve or distribute our assets, and other terms. If we issue preferred stock in the future that has preference over our Class A common stock with respect to the payment of dividends or upon our liquidation, dissolution or winding up, or if we issue preferred stock with voting rights that dilute the voting power of our Class A common stock, the rights of holders of our Class A common stock or the price of our Class A common stock could be adversely affected.

Item 1B. Unresolved Staff Comments

None.

Item 2. Properties

Our stores and other facilities consist primarily of automobile showrooms, display lots, service facilities, collision repair and paint shops, supply facilities, automobile storage lots, parking lots and offices located in the states listed under the caption *Overview* in Item 1. We believe our facilities are currently adequate for our needs and are in good repair. Some of our facilities do not currently meet manufacturer image or size requirements and we are actively working to find a mutually acceptable outcome in terms of timing and overall cost. We own our corporate headquarters in Medford, Oregon, and numerous other properties used in our operations. Certain of our owned properties are mortgaged. As of December 31, 2017, we had outstanding mortgage debt of \$470.0 million. We also lease certain properties, providing future flexibility to relocate our retail stores as demographics, economics, traffic patterns or sales methods change. Most leases provide us the option to renew the lease for one or more lease extension periods. We also hold certain vacant facilities and undeveloped land for future expansion.

Item 3. Legal Proceedings

We are party to numerous legal proceedings arising in the normal course of our business. Although we do not anticipate that the resolution of legal proceedings arising in the normal course of business or the proceedings described below will have a material adverse effect on our business, results of operations, financial condition, or cash flows, we cannot predict this with certainty.

California Wage and Hour Litigations

In August 2014, Ms. Holzer filed a complaint in the Central District of California (Holzer v. DCH Auto Group (USA) Inc., Case No. BC558869) alleging that her employer, an affiliate of DCH Auto Group (USA) Inc., failed to provide vehicle finance and sales persons, service advisors, and other clerical and hourly workers accurate and complete wage statements; and statutory meal and rest periods. The complaint also alleges that the employer failed to pay these employees for off-the-clock time worked; and wages due at termination. The plaintiffs also seek attorney fees and costs. The plaintiffs (and several other employees in separate actions) are seeking relief under California's PAGA provisions.

During the pendency of Holzer, related cases were filed that made substantially similar non-technician claims. In January 2017, DCH and all non-technician plaintiffs agreed in principle to settle the representative claims, and this settlement was approved by the California courts in December 2017. DCH Auto Group (USA) Limited must indemnify Lithia Motors, Inc. for losses related to this claim pursuant to the stock purchase agreement between Lithia Motors, Inc. and DCH Auto Group (USA) Limited dated June 14, 2014. We believe the exposure related to this lawsuit, when considered in relation to the terms of the stock purchase agreement, is immaterial to our financial statements.

Item 4. Mine Safety Disclosure

Not applicable.

PART II

Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

Stock Prices and Dividends

Our Class A common stock trades on the New York Stock Exchange under the symbol LAD. The following table presents the high and low sale prices for our Class A common stock, as reported on the New York Stock Exchange Composite Tape for each of the quarters in 2016 and 2017:

2016	High	Low
First quarter	\$ 105.38	\$ 72.30
Second quarter	93.16	68.70
Third quarter	95.67	69.36
Fourth quarter	101.89	75.85
2017		
First quarter	\$ 105.32	\$ 83.38
Second quarter	98.05	80.88
Third quarter	120.48	87.90
Fourth quarter	123.50	105.00

The number of shareholders of record and approximate number of beneficial holders of Class A common stock as of February 23, 2018 was 520 and 32,147, respectively. All shares of Lithia's Class B common stock are held by Lithia Holding Company, LLC. Sidney B. DeBoer Trust U.T.A.D. January 30, 1997 (the "Trust") is the manager of Lithia Holding Company, L.L.C., and Sidney DeBoer, as the trustee of the Trust, has the authority to vote all of the issued and outstanding shares of our Class B common stock.

Dividends declared on our Class A and Class B common stock during 2015, 2016 and 2017 were as follows:

Quarter declared:	Dividend amount per share	Total amount of dividends paid (in thousands)
2015		
First quarter	\$ 0.16	\$ 4,216
Second quarter	0.20	5,266
Third quarter	0.20	5,257
Fourth quarter	0.20	5,246
2016		
First quarter	\$ 0.20	\$ 5,151
Second quarter	0.25	6,373
Third quarter	0.25	6,299
Fourth quarter	0.25	6,308
2017		
First quarter	\$ 0.25	\$ 6,292
Second quarter	0.27	6,760
Third quarter	0.27	6,751
Fourth quarter	0.27	6,741

Equity Compensation Plan Information

Information regarding securities authorized for issuance under equity compensation plans is included in Item 12.

Recent Sale of Unregistered Securities

On May 1, 2017, we agreed to issue 22,446 shares of Class A common stock to Lee W. Baierl as partial consideration for the purchase of Northland Ford, Inc., an entity we acquired in connection with our acquisition of the Baierl Auto Group. Under the agreement, we issued 4,489 shares to Mr. Baierl on May 1, 2017 and will issue 4,489 additional shares to him on each of January 1, 2018, 2019, and 2020; on January 1, 2021, we will issue to him the final 4,490 shares. The shares were issued to Mr. Baierl, an accredited investor, in a transaction exempt from Section 4(a)(2) of the Securities Act of 1933.

Repurchases of Equity Securities

We made the following repurchases of our common stock during the fourth quarter of 2017:

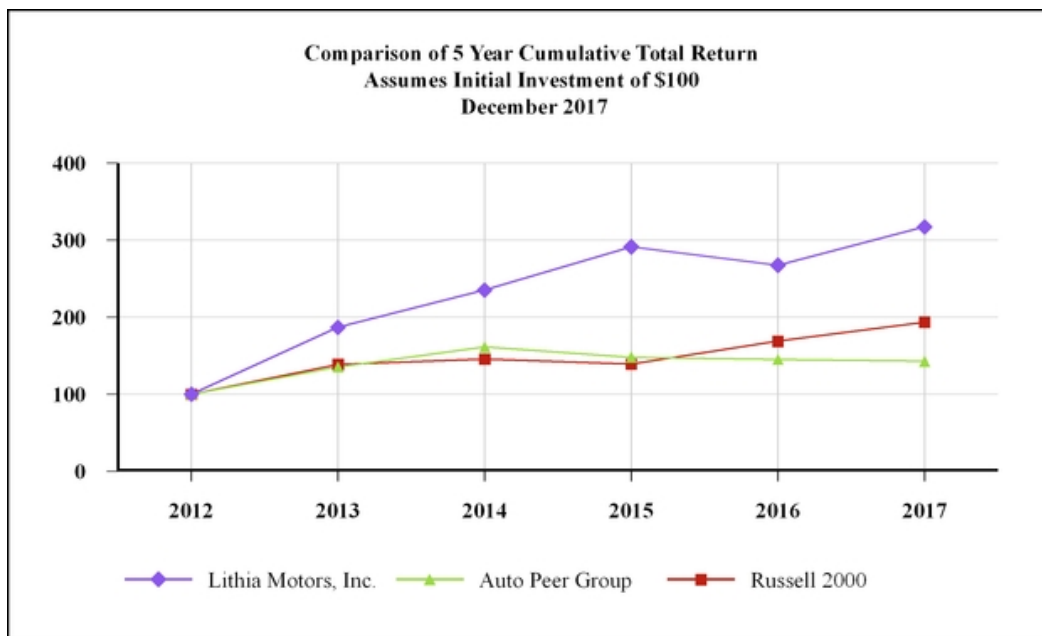
	Total number of shares purchased	Average price paid per share	Total number of shares purchased as part of publicly announced plan⁽¹⁾	Maximum dollar value of shares that may yet be purchased under publicly announced plan (in thousands)⁽¹⁾
October	19,000	\$ 116.58	19,000	\$ 162,559
November	157	113.95	—	162,559
December	—	—	—	162,559
Total ⁽²⁾	<u>19,157</u>	116.56	<u>19,000</u>	162,559

(1) In February 2016, our Board of Directors authorized the repurchase of up to \$250 million of our Class A common stock. Through December 31, 2017, we have repurchased 1,042,725 shares at an average price of \$92.79 per share. This authority to repurchase shares does not have an expiration date.

(2) Includes 157 shares repurchased in association with tax withholdings on the vesting of RSUs.

Stock Performance Graph

The following line-graph shows the annual percentage change in the cumulative total returns for the past five years on an assumed \$100 initial investment and reinvestment of dividends, on (a) Lithia Motors, Inc.'s Class A common stock; (b) the Russell 2000; and (c) an auto peer group index composed of Penske Automotive Group, AutoNation, Sonic Automotive, Group 1 Automotive, and Asbury Automotive Group, the only other comparable publicly traded automobile dealerships in the United States as of December 31, 2017. The peer group index utilizes the same methods of presentation and assumptions for the total return calculation as does Lithia Motors and the Russell 2000. All companies in the peer group index are weighted in accordance with their market capitalizations.



Company/Index	Base Period	Indexed Returns for the Year Ended				
	12/31/2012	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017
Lithia Motors, Inc.	\$100.00	\$ 186.73	\$ 235.10	\$ 291.34	\$ 267.51	\$ 317.13
Auto Peer Group	100.00	135.40	161.18	147.93	145.09	142.69
Russell 2000	100.00	138.83	145.62	139.19	168.85	193.59

Item 6. Selected Financial Data

You should read the Selected Financial Data in conjunction with "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations," our Consolidated Financial Statements and Notes thereto and other financial information contained elsewhere in this Annual Report on Form 10-K.

(In thousands, except per share amounts)	Year Ended December 31,				
Consolidated Statements of Operations Data:	2017	2016	2015	2014	2013
Revenues:					
New vehicle	\$ 5,763,587	\$ 4,938,436	\$ 4,552,301	\$ 3,077,670	\$ 2,256,598
Used vehicle retail	2,544,379	2,226,951	1,927,016	1,362,481	1,032,224
Used vehicle wholesale	277,844	276,616	261,530	195,699	158,235
Finance and insurance	385,863	330,922	283,018	190,381	139,007
Service, body and parts	1,015,773	844,505	738,990	512,124	383,483
Fleet and other	99,064	60,727	101,397	51,971	36,202
Total revenues	\$ 10,086,510	\$ 8,678,157	\$ 7,864,252	\$ 5,390,326	\$ 4,005,749
Gross Profit:					
New vehicle	\$ 339,843	\$ 289,412	\$ 280,370	\$ 198,184	\$ 151,118
Used vehicle retail	286,835	263,684	241,249	179,253	150,858
Used vehicle wholesale	4,786	4,313	4,457	3,646	2,711
Finance and insurance	385,863	330,922	283,018	190,381	139,007
Service, body and parts	493,124	410,283	363,921	249,736	185,570
Fleet and other	5,635	2,701	2,619	2,122	1,689
Total gross profit	\$ 1,516,086	\$ 1,301,315	\$ 1,175,634	\$ 823,322	\$ 630,953
Operating income ⁽¹⁾⁽²⁾	\$ 408,986	\$ 338,364	\$ 302,735	\$ 231,899	\$ 183,518
Income from continuing operations before income taxes ⁽¹⁾	\$ 347,069	\$ 283,523	\$ 262,704	\$ 210,495	\$ 165,788
Income from continuing operations ⁽¹⁾	\$ 245,217	\$ 197,058	\$ 182,999	\$ 135,540	\$ 105,214
Basic income per share from continuing operations	\$ 9.78	\$ 7.76	\$ 6.96	\$ 5.19	\$ 4.08
Basic income per share from discontinued operations	—	—	—	0.12	0.03
Basic net income per share	\$ 9.78	\$ 7.76	\$ 6.96	\$ 5.31	\$ 4.11
Shares used in basic per share	25,065	25,409	26,290	26,121	25,805
Diluted income per share from continuing operations	\$ 9.75	\$ 7.72	\$ 6.91	\$ 5.14	\$ 4.02
Diluted income per share from discontinued operations	—	—	—	0.12	0.03
Diluted net income per share	\$ 9.75	\$ 7.72	\$ 6.91	\$ 5.26	\$ 4.05
Shares used in diluted per share	25,145	25,521	26,490	26,382	26,191
Cash dividends paid per common share	\$ 1.06	\$ 0.95	\$ 0.76	\$ 0.61	\$ 0.39

(In thousands)

As of December 31,

Consolidated Balance Sheets Data:	2017	2016	2015	2014	2013
Working capital	\$ 481,801	\$ 365,200	\$ 288,040	\$ 172,909	\$ 209,038
Inventories	2,132,744	1,772,587	1,470,987	1,249,659	859,019
Total assets	4,683,066	3,844,150	3,225,130	2,879,093	1,723,930
Floor plan notes payable	1,919,026	1,601,497	1,313,955	1,178,679	713,855
Long-term debt, including current maturities	1,047,352	790,881	643,186	639,138	251,363
Total stockholders' equity ⁽²⁾	1,083,218	910,776	828,164	673,105	534,722

⁽¹⁾ Includes \$14.0 million, \$20.1 million, and \$1.9 million in non-cash charges related to asset impairments for the years ended 2016, 2015 and 2014, respectively. We did not record any non-cash charges related to asset impairments in 2017 and 2013. See Notes 1, 4 and 17 of Notes to Consolidated Financial Statements for additional information.

⁽²⁾ Reclassifications of amounts previously reported have been made to the selected financial data to maintain consistency and comparability between periods presented.

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

You should read the following discussion in conjunction with Item 1. Business, Item 1A. Risk Factors, and our Consolidated Financial Statements and Notes thereto.

Overview

We are one of the largest automotive franchises in the United States and are among the fastest growing companies in the Fortune 500 (#318-2017). As of February 23, 2018, we offered 30 brands of new vehicles and all brands of used vehicles in 171 stores in the United States and online at over 200 websites. We sell new and used cars and replacement parts; provide vehicle maintenance, warranty, paint and repair services; arrange related financing; and sell vehicle service contracts, vehicle protection products and credit insurance.

We believe that the fragmented nature of the automotive dealership sector provides us with the opportunity to achieve growth through consolidation. In 2017, the top ten automotive retailers, as reported by Automotive News, represented approximately 7% of the stores in the United States. Our dealerships are located across the United States. We seek domestic, import and luxury franchises in cities ranging from mid-sized regional markets to metropolitan markets. We evaluate all brands for expansion opportunities provided the market is large enough to support adequate new vehicle sales to justify the required capital investment. Our acquisition strategy has been to acquire dealerships at prices that meet our internal investment targets and, through the application of our centralized operating structure, leverage costs and improve store profitability. We believe our disciplined approach and the current economic environment provides us with attractive acquisition opportunities.

We also believe that we can continue to improve operations at our existing stores. By promoting entrepreneurial leadership within our general and department managers, we strive for continuous improvement to drive sales and capture market share in our local markets. Our goal is to retail an average of 85 used vehicles per store per month and we believe we can make additional improvements in our used vehicle sales performance by offering lower-priced value vehicles and selling brands other than the new vehicle franchise at each location. Our service, body and parts operations provide important repeat business for our stores. We continue to grow this business through increased marketing efforts, competitive pricing on routine maintenance items and diverse commodity product offerings. In 2017, we continued to experience organic growth and profitability through increasing market share and maintaining a lean cost structure, while adding significant revenue to our base through acquisitions.

As sales volume increases and we gain leverage in our cost structure, we anticipate targeting SG&A as a percentage of gross profit in the upper 60% range. This metric may be impacted by recently acquired stores, as they may not be fully integrated into our cost structure. We focus on accelerating the integration of acquired stores to increase incremental profitability.

Critical Accounting Policies and Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires us to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities and reported amounts of revenues and expenses at the date of the financial statements. Certain accounting policies require us to make difficult and subjective judgments on matters that are inherently uncertain. The following accounting policies involve critical accounting estimates because they are particularly dependent on assumptions made by management. While we have made our best estimates based on facts and circumstances available to us at the time, different estimates could have been used in the current period. Changes in the accounting estimates we used are reasonably likely to occur from period to period, which may have a material impact on the presentation of our financial condition and results of operations.

Our most critical accounting estimates include those related to goodwill and franchise value, long-lived assets, charge-backs for various contracts, lifetime lube, oil and filter contracts, self-insurance programs, revenue, income taxes, equity investments and acquisitions. We also have other key accounting policies for valuation of accounts receivable and expense accruals. However, these policies either do not meet the definition of critical accounting estimates described above or are not currently material items in our financial statements. We review our estimates, judgments and assumptions periodically and reflect the effects of revisions in the period that they are deemed to be necessary. We believe that these estimates are reasonable. However, actual results could differ materially from these estimates.

Goodwill and Franchise Value

We are required to test our goodwill and franchise value for impairment at least annually, or more frequently if conditions indicate that an impairment may have occurred. Goodwill is tested for impairment at the reporting unit level. Our reporting units are individual retail automotive stores as this is the level at which discrete financial information is available and for which operating results are regularly reviewed by our chief operating decision maker to allocate resources and assess performance.

We have the option to qualitatively or quantitatively assess goodwill for impairment and, in 2017, we evaluated our goodwill using a qualitative assessment process. If the qualitative factors determine that it is more likely than not that the fair value of the reporting unit exceeds the carrying amount, goodwill is not impaired. If the qualitative assessment determines it is more likely than not the fair value is less than the carrying amount, the first step of the two-step goodwill impairment test is performed.

As of December 31, 2017, we had \$256.3 million of goodwill on our balance sheet associated with 151 reporting units. No reporting unit accounted for more than 2.4% of our total goodwill as of December 31, 2017. The annual goodwill impairment analysis, which we perform as of October 1 of each year, did not result in an indication of impairment in 2017, 2016 or 2015.

We have determined the appropriate unit of accounting for testing franchise rights for impairment is on an individual store basis. We have the option to qualitatively or quantitatively assess indefinite-lived intangible assets for impairment. In 2017, we evaluated our indefinite-lived intangible assets using a qualitative assessment process. If the qualitative factors determine that it is more likely than not that the fair value of the individual store's franchise value exceeds the carrying amount, the franchise value is not impaired and the second step is not necessary. If the qualitative assessment determines it is more likely than not that the fair value is less than the carrying amount, then a quantitative valuation of our franchise value is performed and an impairment would be recorded.

As of December 31, 2017, we had \$187.0 million of franchise value on our balance sheet associated with 151 stores. No individual store accounted for more than 5% of our total franchise value as of December 31, 2017. Our impairment testing of franchise value did not indicate any impairment in 2017, 2016 or 2015.

We are subject to financial statement risk to the extent that our goodwill or franchise rights become impaired due to decreases in the fair value. A future decline in performance, decreases in projected growth rates or margin assumptions or changes in discount rates could result in a potential impairment, which could have a material adverse impact on our financial position and results of operations. Furthermore, if a manufacturer becomes insolvent, we may be required to record a partial or total impairment on the franchise value and/or goodwill related to that manufacturer. No individual manufacturer accounted for more than 18% of our total franchise value and goodwill as of December 31, 2017.

See Notes 1 and 5 of Notes to Consolidated Financial Statements for additional information.

Long-Lived Assets

We estimate the depreciable lives of our property and equipment, including leasehold improvements, and review each asset group for impairment when events or circumstances indicate that their carrying amounts may not be recoverable. We determined an asset group is comprised of the long-lived assets used in the operations of an individual store.

We determine a triggering event has occurred by reviewing store forecasted and historical financial performance. An asset group is evaluated for recoverability if it has an operating loss in the current year and two of the prior three years. Additionally, we may judgmentally evaluate an asset group if its financial performance indicates it may not support the carrying amount of the long-lived assets. If a store meets these criteria, we estimate the projected undiscounted cash flows for each asset group based on internally developed forecasts. If the undiscounted cash flows are lower than the carrying value of the asset group, we determine the fair value of the asset group based on additional market data, including recent experience in selling similar assets.

We hold certain property for future development or investment purposes. If a triggering event is deemed to have occurred, we evaluate the property for impairment by comparing its estimated fair value based on listing price less costs to sell and other market data, including similar property that is for sale or has been recently sold, to the current carrying value. If the carrying value is more than the estimated fair value, an impairment is recorded.

Although we believe our property and equipment and assets held and used are appropriately valued, the assumptions and estimates used may change and we may be required to record impairment charges to reduce the value of these assets. A future decline in store performance, decrease in projected growth rates or changes in other operating assumptions could result in an impairment of long-lived asset groups, which could have a material adverse impact on our financial position and results of operations.

In 2017 and 2016, we did not record any impairments to long-lived assets; however, in 2015, we recorded \$3.6 million of impairment charges associated with certain properties and equipment. As the expected future use of these facilities changed, the long-lived assets were tested for recoverability and were determined to have a carrying value exceeding their fair value.

See Notes 1 and 4 of Notes to Consolidated Financial Statements for additional information.

Charge-backs for Various Contracts

We receive commissions from the sale of vehicle service contracts and certain other insurance contracts. The contracts are sold through unrelated third parties, but we may be charged back for a portion of the commissions in the event of early termination of the contracts by customers. We record commissions at the time of sale of the vehicles, net of an estimated liability for future charge-backs. We have established a reserve for estimated future charge-backs based on an analysis of historical charge-backs in conjunction with estimated lives of the applicable contracts. If future cancellations are different than expected, we could have additional expense related to the cancellations in future periods, which could have a material adverse impact on our financial position and results of operations.

As of December 31, 2017, the reserve for future cancellations totaled \$52.7 million and is included in accrued liabilities and other long-term liabilities on our Consolidated Balance Sheets. A 10% increase in expected cancellations would result in an additional reserve of \$5.3 million.

See Note 7 of Notes to Consolidated Financial Statements for additional information.

Lifetime Lube, Oil and Filter Contracts

We retain the obligation for lifetime lube, oil and filter service contracts sold to our customers. Payments we receive upon sale of the lifetime oil contracts are deferred and recognized in revenue over the expected life of the service agreement to best match the expected timing of the costs to be incurred to perform the service. We estimate the timing and amount of future costs for claims and cancellations related to our lifetime lube, oil and filter contracts using historical experience rates and estimated future costs. If, in the future, usage and cancellations were different than expected or claims cost increased, we could have additional expenses related these contracts, reducing profitability.

As of December 31, 2017, the deferred revenue related to these self-insured contracts was \$127.3 million.

See Note 7 of Notes to Consolidated Financial Statements for additional information.

Self-Insurance Programs

We self-insure a portion of our property and casualty insurance, vehicle open lot coverage, medical insurance and workers' compensation insurance. We engage third-parties to assist in estimating the loss exposure related to the self-retained portion of the risk associated with these insurances. Additionally, we analyze our historical loss and claims trends associated with these programs. The exposure on any single claim under our property and casualty insurance, medical insurance and workers' compensation insurance varies based upon type of coverage. Our maximum exposure on any single claim is \$5.5 million, subject to certain aggregate limit thresholds. Although we believe we have sufficient insurance, exposure to uninsured or underinsured losses may result in the recognition of additional charges, which could have a material adverse impact on our financial position and results of operations.

As of December 31, 2017, we had liabilities associated with these programs of \$31.2 million recorded as a component of accrued liabilities and other long-term liabilities on our Consolidated Balance Sheets.

See Note 7 of Notes to Consolidated Financial Statements for additional information.

Revenue

Revenue is earned from the sale of new and used vehicles, parts and service or from commissions earned on the arrangement of financing or sales of third party contracts and insurance products. We recognize revenue from the sale

of new and used vehicles and the the commissions earned associated with finance and insurance when a contract is signed by the customer, financing has been arranged or collectibility is reasonably assured and the delivery of the vehicle to the customer is made. Parts and service revenues are recognized upon completion and delivery of the parts or service to the customer. In May 2014, the Financial Accounting Standards Board ("FASB") issued accounting standards update ("ASU") 2014-09, "Revenue from Contracts with Customers," which amends the accounting guidance related to revenues. We have evaluated the effect of this amendment to revenue recognition and expect the timing of our revenue recognition to generally remain the same.

See Notes 1 and 19 of Notes to Consolidated Financial Statements for additional information.

Income Taxes

As of December 31, 2017, we had deferred tax assets of \$76.3 million, net of valuation allowance of \$0.6 million, and deferred tax liabilities of \$132.5 million. The principal components of our deferred tax assets are related to allowances and accruals, deferred revenue and cancellation reserves. The principal components of our deferred tax liabilities are related to depreciation on property and equipment, inventories and goodwill. As a result of the tax reform passed in December 2017, we recorded a reduction in the value of our net deferred tax liability of \$32.9 million.

We consider whether it is more likely than not that some portion or all of the deferred tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon future taxable income during the periods in which those temporary differences become deductible. We consider the scheduled reversal of deferred tax liabilities (including the impact of available carryback and carryforward periods), projected future taxable income, and tax-planning strategies in making this assessment.

Based upon the scheduled reversal of deferred tax liabilities, and our projections of future taxable income over the periods in which the deferred tax assets are deductible, we believe it is more likely than not that we will realize the benefits of the unreserved deductible differences.

As of December 31, 2017, we had a \$0.6 million valuation allowance against our deferred tax assets associated with state net operating losses. Since these amounts are dependent on generating future taxable income, we evaluated the income expectations in the underlying states and determined that it is unlikely these amounts will be fully utilized. If we are unable to meet the projected taxable income levels utilized in our analysis, and depending on the availability of feasible tax planning strategies, we might record an additional valuation allowance on a portion or all of our deferred tax assets in the future.

See Note 13 of Notes to Consolidated Financial Statements for additional information.

Equity-Method Investment Associated with New Markets Tax Credits

In 2016 and 2015, we held an equity investment in a limited liability company managed by U.S. Bancorp Community Development Corporation. This investment generated new market tax credits under the New Markets Tax Credit Program ("NMTC Program"). The NMTC Program was established by Congress in 2000 to spur new or increased investments into operating businesses and real estate projects located in low-income communities. While U.S. Bancorp Community Development Corporation exercised management control over the limited liability company, due to the economic interest we held in the entity, we determined the appropriate accounting for our ownership portion of the entity was under the equity method of accounting. The equity-method investment generated operating losses on a quarterly basis and, accordingly, we were required to assess the investment for other than temporary impairment on a quarterly basis. We exited this equity-method investment in December 2016.

See Notes 1, 12 and 17 of Notes to Consolidated Financial Statements for additional information.

Acquisitions

We account for acquisitions using the purchase method of accounting which requires recognition of assets acquired and liabilities assumed at fair value as of the date of the acquisition. Determination of the estimated fair value assigned to each assets acquired or liability assumed can materially impact the net income in subsequent periods through depreciation and amortization and potential impairment charges.

The most significant items we generally acquire in a transaction are inventory, long-lived assets, intangible franchise rights and goodwill. The fair value of acquired inventory is based on manufacturer invoice cost and market data. We estimate the fair value of property and equipment based on a market valuation approach. Additionally, we may use a

cost valuation approach to value long-lived assets when a market valuation approach is unavailable. We apply an income approach for the fair value of intangible franchise rights which discounts the projected future net cash flow using an appropriate discount rate that reflects the risks associated with such projected future cash flow.

See Notes 1 and 14 of Notes to Consolidated Financial Statements for additional information.

Results of Operations

For the year ended December 31, 2017, we reported net income of \$245.2 million, or \$9.75 per diluted share. For the years ended December 31, 2016 and 2015, we reported net income of \$197.1 million, or \$7.72 per diluted share, and \$183.0 million, or \$6.91 per diluted share, respectively.

Key Performance Metrics

Certain key performance metrics for revenue and gross profit were as follows (dollars in thousands):

2017	Revenues	Percent of Total Revenues	Gross Profit	Gross Profit Margin	Percent of Total Gross Profit
New vehicle	\$ 5,763,587	57.1%	\$ 339,843	5.9%	22.4%
Used vehicle retail	2,544,379	25.2	286,835	11.3	18.9
Used vehicle wholesale	277,844	2.8	4,786	1.7	0.3
Finance and insurance ⁽¹⁾	385,863	3.8	385,863	100.0	25.5
Service, body and parts	1,015,773	10.1	493,124	48.5	32.5
Fleet and other	99,064	1.0	5,635	5.7	0.4
	<u>\$ 10,086,510</u>	<u>100.0%</u>	<u>\$ 1,516,086</u>	<u>15.0%</u>	<u>100.0%</u>

2016	Revenues	Percent of Total Revenues	Gross Profit	Gross Profit Margin	Percent of Total Gross Profit
New vehicle	\$ 4,938,436	56.9%	\$ 289,412	5.9%	22.2%
Used vehicle retail	2,226,951	25.7	263,684	11.8	20.3
Used vehicle wholesale	276,616	3.2	4,313	1.6	0.3
Finance and insurance ⁽¹⁾	330,922	3.8	330,922	100.0	25.4
Service, body and parts	844,505	9.7	410,283	48.6	31.5
Fleet and other	60,727	0.7	2,701	4.4	0.3
	<u>\$ 8,678,157</u>	<u>100.0%</u>	<u>\$ 1,301,315</u>	<u>15.0%</u>	<u>100.0%</u>

2015	Revenues	Percent of Total Revenues	Gross Profit	Gross Profit Margin	Percent of Total Gross Profit
New vehicle	\$ 4,552,301	57.9%	\$ 280,370	6.2%	23.8%
Used vehicle retail	1,927,016	24.5	241,249	12.5	20.5
Used vehicle wholesale	261,530	3.3	4,457	1.7	0.4
Finance and insurance ⁽¹⁾	283,018	3.6	283,018	100.0	24.1
Service, body and parts	738,990	9.4	363,921	49.2	31.0
Fleet and other	101,397	1.3	2,619	2.6	0.2
	<u>\$ 7,864,252</u>	<u>100.0%</u>	<u>\$ 1,175,634</u>	<u>14.9%</u>	<u>100.0%</u>

(1) Commissions reported net of anticipated cancellations.

Same Store Operating Data

We believe that same store comparisons are an important indicator of our financial performance. Same store measures demonstrate our ability to grow revenues in our existing locations. Therefore, we have integrated same store measures into the discussion below.

Same store measures reflect results for stores that were operating in each comparison period, and only include the months when operations occurred in both periods. For example, a store acquired in November 2016 would be included in same store operating data beginning in December 2017, after its first complete comparable month of operations. The fourth quarter operating results for the same store comparisons would include results for that store in only the period of December for both comparable periods.

New Vehicle Revenue and Gross Profit

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Reported				
Revenue	\$ 5,763,587	\$ 4,938,436	\$ 825,151	16.7 %
Gross profit	\$ 339,843	\$ 289,412	\$ 50,431	17.4
Gross margin	5.9%	5.9%	—	
Retail units sold	167,146	145,772	21,374	14.7
Average selling price per retail unit	\$ 34,482	\$ 33,878	\$ 604	1.8
Average gross profit per retail unit	\$ 2,033	\$ 1,985	\$ 48	2.4
Same store				
Revenue	\$ 4,959,751	\$ 4,898,292	\$ 61,459	1.3 %
Gross profit	\$ 290,309	\$ 286,519	\$ 3,790	1.3
Gross margin	5.9%	5.8%	10 bps	
Retail units sold	144,308	144,728	(420)	(0.3)
Average selling price per retail unit	\$ 34,369	\$ 33,845	\$ 524	1.5
Average gross profit per retail unit	\$ 2,012	\$ 1,980	\$ 32	1.6

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Reported				
Revenue	\$ 4,938,436	\$ 4,552,301	\$ 386,135	8.5 %
Gross profit	\$ 289,412	\$ 280,370	\$ 9,042	3.2
Gross margin	5.9%	6.2%	(30bps)	
Retail units sold	145,772	137,486	8,286	6.0
Average selling price per retail unit	\$ 33,878	\$ 33,111	\$ 767	2.3
Average gross profit per retail unit	\$ 1,985	\$ 2,039	\$ (54)	(2.6)
Same store				
Revenue	\$ 4,670,738	\$ 4,520,429	\$ 150,309	3.3 %
Gross profit	\$ 273,207	\$ 277,724	\$ (4,517)	(1.6)
Gross margin	5.8%	6.1%	(30bps)	
Retail units sold	137,998	136,707	1,291	0.9
Average selling price per retail unit	\$ 33,846	\$ 33,067	\$ 779	2.4
Average gross profit per retail unit	\$ 1,980	\$ 2,032	\$ (52)	(2.6)

(1) A basis point is equal to 1/100th of one percent.

New vehicle sales increased in 2017 compared to 2016 and in 2016 compared to 2015 primarily driven by acquisitions. In 2017, we acquired 18 stores and opened one store. In 2016, we acquired 15 stores and one franchise and opened one store.

Excluding the impact of acquisitions, on a same store basis, new vehicle sales increased 1.3% and included a 0.3% decrease in unit volume, offset by a 1.5% increase in the average selling price per retail unit in 2017 compared to 2016. New vehicle sales increased 3.3% in 2016 compared to 2015, primarily due to a 0.9% increase in unit volume and a 2.4% increase in average selling price per retail unit. The increases in average selling price are primarily a function of annual increases in manufacturer suggested retail price over the manufacturers' invoice cost of vehicles.

Same store unit sales growth compared to national performance was as follows:

	2017 compared to 2016	National growth in 2017 compared to 2016	2016 compared to 2015	National growth in 2016 compared to 2015
Domestic brand same store unit sales growth	(1.6)%	(3.3)%	(0.7)%	(0.7)%
Import brand same store unit sales growth	2.1	(1.1)	3.1	1.2
Luxury brand same store unit sales growth	(7.8)	1.2	(3.7)	1.7
Overall	(0.3)	(1.9)	1.0	0.4

National new vehicle sales market growth continues to moderate for all brands. Our domestic brand unit volume outperformed the national average despite an overall decline in 2017, primarily driven by Ford, which had a same store unit sales increase of 2.3% compared to a national decrease of 1.2%, and Chrysler, which had a same store unit sales decrease of 2.2% compared to a national decrease of 8.4%. The outperformance of these brands was offset by General Motors, which had a same store sales unit decrease of 2.7% compared to a national decrease of 1.4%.

Our import brand unit sales growth outperformed the national average during 2017 primarily driven by Toyota, which comprised 18.6% of new vehicle unit sales in 2017 and had a same store unit sales increase of 3.1% compared to a national decrease of 0.6%, Honda, which had a same store unit sales increase of 1.9% compared to a national increase of 0.2%, and Subaru, which had a same store unit sales increase of 7.1% compared to a national increase of 5.3%.

Our luxury brand unit volume decreased 7.8% during 2017 compared to a national average increase of 1.2%, primarily driven by BMW, which had a same store unit decrease of 15.3% compared to a national average decrease of 3.4% and Mercedes, which had a same store decrease of 3.3% compared to a national average decrease of 1.4%.

We seek to grow our new vehicle sales organically by gaining share in the markets we serve. To increase awareness and customer traffic, we use a combination of traditional, digital and social media advertisements to reach customers. We have established a company-wide target of achieving 25% higher sales than the national OEM average. In 2017, our sales were 9% higher than the national OEM average.

New vehicle gross profit increased 17.4% in 2017 compared to 2016, primarily driven by the increase in unit sales gained through dealership acquisitions. On a same store basis, new vehicle gross profit decreased 1.3% in 2017 compared to 2016. The decrease in unit sales on a same store basis, combined with a lower average gross profit per unit, resulted in a same store decline in gross profit.

On a same store basis, the average gross profit per new retail unit decreased \$32, or 1.6%, in 2017 compared to 2016. Consumers are increasingly aware of our wholesale cost of vehicles and average transaction prices for new vehicle sales due to the proliferation of third-party providers distributing this information over the Internet. As a result, the average gross profit realized on new vehicle sales has been under pressure for the last several years across the automobile industry. In addition, we have pursued a volume-based strategy because this creates additional used vehicle trade-in opportunities, finance and insurance sales and future service work, which we believe will generate incremental business in future periods that will offset the lower new vehicle gross profit per unit that has occurred as a result of this strategy.

New vehicle gross profit increased 3.2% in 2016 compared to 2015, driven by dealership acquisitions. On a same store basis, gross profit decreased 1.6% in 2016 compared to 2015, primarily due to a greater number of vehicles sold, offset by a decline in the average gross profit per retail vehicle sold.

Used Vehicle Retail Revenue and Gross Profit

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Reported				
Retail revenue	\$ 2,544,379	\$ 2,226,951	\$ 317,428	14.3 %
Retail gross profit	\$ 286,835	\$ 263,684	\$ 23,151	8.8
Retail gross margin	11.3%	11.8%) (50bps)	
Retail units sold	129,913	113,498	16,415	14.5
Average selling price per retail unit	\$ 19,585	\$ 19,621	\$ (36)	(0.2)
Average gross profit per retail unit	\$ 2,208	\$ 2,323	\$ (115)	(5.0)
Same store				
Retail revenue	\$ 2,288,290	\$ 2,204,795	\$ 83,495	3.8 %
Retail gross profit	\$ 263,119	\$ 261,589	\$ 1,530	0.6
Retail gross margin	11.5%	11.9%) (40bps)	
Retail units sold	116,359	112,387	3,972	3.5
Average selling price per retail unit	\$ 19,666	\$ 19,618	\$ 48	0.2
Average gross profit per retail unit	\$ 2,261	\$ 2,328	\$ (67)	(2.9)

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Reported				
Retail revenue	\$ 2,226,951	\$ 1,927,016	\$ 299,935	15.6 %
Retail gross profit	\$ 263,684	\$ 241,249	\$ 22,435	9.3
Retail gross margin	11.8%	12.5%) (70bps)	
Retail units sold	113,498	99,109	14,389	14.5
Average selling price per retail unit	\$ 19,621	\$ 19,443	\$ 178	0.9
Average gross profit per retail unit	\$ 2,323	\$ 2,434	\$ (111)	(4.6)
Same store				
Retail revenue	\$ 2,119,831	\$ 1,909,209	\$ 210,622	11.0 %
Retail gross profit	\$ 251,484	\$ 239,444	\$ 12,040	5.0
Retail gross margin	11.9%	12.5%) (60bps)	
Retail units sold	107,519	98,235	9,284	9.5
Average selling price per retail unit	\$ 19,716	\$ 19,435	\$ 281	1.4
Average gross profit per retail unit	\$ 2,339	\$ 2,437	\$ (98)	(4.0)

Used vehicle retail sales are a strategic focus for organic growth. We offer three categories of used vehicles: manufacturer CPO vehicles; Core Vehicles, or late-model vehicles with lower mileage; and Value Autos, or older vehicles with over 80,000 miles. Additionally, our volume-based strategy for new vehicle sales increases the organic opportunity to convert vehicles acquired via trade to retail used vehicle sales.

Same store sales of used vehicles increased (decreased) as follows:

	2017 compared to 2016	2016 compared to 2015
Manufacturer CPO vehicles	(2.7)%	11.1%
Core vehicles	6.2	12.2

Value autos	9.9	6.5
Overall	3.8	11.0

The same store sales increases in 2017 compared to 2016 were primarily driven by increased unit sales in our core and value auto categories of 6.2% and 9.9%, respectively. For core autos, same store increases in units sold were offset by decreases in average selling price and gross profit per unit of 0.1% and 1.0%, respectively. Value autos had an increase in average selling price of 5.4%, offset by a decrease of 2.9% in gross profit per unit. These increases were offset by a decrease in our CPO vehicles in 2017 compared to 2016, mainly related to our import and luxury stores. The same store increases in 2016 compared to 2015 were a result of increases in unit sales and average selling price as our mix shifted toward higher-priced CPO and core vehicles and away from value autos.

On average, in 2017 and 2016, each of our stores sold 67 and 66 retail used vehicle units per month, respectively. We continue to target increasing sales to 85 units per store per month.

Used retail vehicle gross profit increased 8.8% in 2017 compared to 2016, primarily driven by acquisitions. On a same store basis, gross profit increased 0.6% in 2017 compared to 2016, due to increased unit volume and increased average selling price, offset by margin declines. During the year, we began to see a flattening of certified pre-owned vehicle unit sales and a decrease in margins in all three categories due in part to an increase in the number of off-lease vehicles entering the used vehicle market as a result of increased new vehicle leasing since 2010.

Used retail vehicle gross profit dollars increased 9.3% in 2016 compared to 2015 due to acquisitions. On a same store basis, gross profit increased 5.0% in 2016 compared to 2015 due to increased unit volume and increased selling prices, offset by a decline in gross profit per unit.

Used Vehicle Wholesale Revenue and Gross Profit

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Reported				
Wholesale revenue	\$ 277,844	\$ 276,616	\$ 1,228	0.4 %
Wholesale gross profit	\$ 4,786	\$ 4,313	\$ 473	11.0
Wholesale gross margin	1.7%	1.6%	10 bps	
Wholesale units sold	43,912	40,615	3,297	8.1
Average selling price per wholesale unit	\$ 6,327	\$ 6,811	\$ (484)	(7.1)
Average gross profit per retail unit	\$ 109	\$ 106	\$ 3	2.8
Same store				
Wholesale revenue	\$ 238,474	\$ 273,679	\$ (35,205)	(12.9)%
Wholesale gross profit	\$ 4,019	\$ 4,394	\$ (375)	(8.5)
Wholesale gross margin	1.7%	1.6%	10 bps	
Wholesale units sold	37,150	40,349	(3,199)	(7.9)
Average selling price per wholesale unit	\$ 6,419	\$ 6,783	\$ (364)	(5.4)
Average gross profit per retail unit	\$ 108	\$ 109	\$ (1)	(0.9)

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Reported				
Wholesale revenue	\$ 276,616	\$ 261,530	\$ 15,086	5.8 %
Wholesale gross profit	\$ 4,313	\$ 4,457	\$ (144)	(3.2)
Wholesale gross margin	1.6%	1.7%	(10bps)	
Wholesale units sold	40,615	38,167	2,448	6.4
Average selling price per wholesale unit	\$ 6,811	\$ 6,852	\$ (41)	(0.6)
Average gross profit per retail unit	\$ 106	\$ 117	\$ (11)	(9.4)
Same store				
Wholesale revenue	\$ 260,809	\$ 259,772	\$ 1,037	0.4 %
Wholesale gross profit	\$ 4,171	\$ 4,606	\$ (435)	(9.4)
Wholesale gross margin	1.6%	1.8%	(20bps)	
Wholesale units sold	38,158	37,909	249	0.7
Average selling price per wholesale unit	\$ 6,835	\$ 6,853	\$ (18)	(0.3)
Average gross profit per retail unit	\$ 109	\$ 122	\$ (13)	(10.7)

Wholesale transactions are vehicles we have purchased from customers or vehicles we have attempted to sell via retail that we elect to dispose of due to inventory age or other factors. Wholesale vehicles are typically sold at or near inventory cost and do not comprise a meaningful component of our gross profit.

Finance and Insurance

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase	% Increase
	2017	2016		
Reported				
Revenue	\$ 385,863	\$ 330,922	\$ 54,941	16.6%
Average finance and insurance per retail unit	1,299	1,276	23	1.8
Same store				
Revenue	\$ 347,583	\$ 329,031	\$ 18,552	5.6%
Average finance and insurance per retail unit	1,333	1,280	53	4.1

(Dollars in thousands, except per unit amounts)	Year Ended December 31,		Increase	% Increase
	2016	2015		
Reported				
Revenue	\$ 330,922	\$ 283,018	\$ 47,904	16.9%
Average finance and insurance per retail unit	1,276	1,196	80	6.7
Same store				
Revenue	\$ 317,015	\$ 281,351	\$ 35,664	12.7%
Average finance and insurance per retail unit	1,291	1,198	93	7.8

The increase in finance and insurance revenue in 2017 compared to 2016 was primarily due to acquisitions combined with expanded product offerings. Third-party extended warranty and insurance contracts yield higher profit margins than vehicle sales and contribute significantly to our profitability. During 2017, we focused on expanding the products available through our primary underwriter to drive additional profitability despite relatively flat penetration rates. Finance and insurance sales in 2016 compared to 2015 increased primarily due to increased volume, complemented by increased finance and insurance penetration rates.

Trends in same store penetration rates for total new and used retail vehicles sold are detailed below:

	2017	2016	2015
Vehicle financing	76%	76%	77%
Service contracts	44%	44%	42%
Lifetime lube, oil and filter contracts	25%	26%	25%

In 2017, penetration rates remained relatively consistent with 2016. In 2016, the improved penetration rates associated with service contracts was a main contributor to the increase in finance and insurance revenues. We seek to increase our penetration rates in all categories on the number of vehicles that we sell and to offer a comprehensive suite of products. We target an average F&I per unit retailed of \$1,450. We believe improved performance from sales training and revised pay plans will be critical factors in achieving this target.

Service, Body and Parts Revenue and Gross Profit

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase
	2017	2016		
Reported				
Customer pay	\$ 547,102	\$ 462,492	\$ 84,610	18.3%
Warranty	239,834	199,049	40,785	20.5
Wholesale parts	153,059	123,440	29,619	24.0
Body shop	75,778	59,524	16,254	27.3
Total service, body and parts	<u>\$ 1,015,773</u>	<u>\$ 844,505</u>	<u>\$ 171,268</u>	20.3
Service, body and parts gross profit	\$ 493,124	\$ 410,283	\$ 82,841	20.2%
Service, body and parts gross margin	48.5%	48.6%)	(10bps
Same store				
Customer pay	\$ 481,796	\$ 457,782	\$ 24,014	5.2%
Warranty	207,074	197,428	9,646	4.9
Wholesale parts	126,375	122,001	4,374	3.6
Body shop	61,977	57,791	4,186	7.2
Total service, body and parts	<u>\$ 877,222</u>	<u>\$ 835,002</u>	<u>\$ 42,220</u>	5.1
Service, body and parts gross profit	\$ 428,169	\$ 405,661	\$ 22,508	5.5%
Service, body and parts gross margin	48.8%	48.6%	20 bps	

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase
	2016	2015		
Reported				
Customer pay	\$ 462,492	\$ 414,197	\$ 48,295	11.7%
Warranty	199,049	165,902	33,147	20.0
Wholesale parts	123,440	111,557	11,883	10.7
Body shop	59,524	47,334	12,190	25.8
Total service, body and parts	\$ 844,505	\$ 738,990	\$ 105,515	14.3
Service, body and parts gross profit	\$ 410,283	\$ 363,921	\$ 46,362	12.7%
Service, body and parts gross margin	48.6%	49.2%) (60bps)	
Same store				
Customer pay	\$ 437,650	\$ 408,740	\$ 28,910	7.1%
Warranty	187,410	164,213	23,197	14.1
Wholesale parts	112,393	110,754	1,639	1.5
Body shop	55,099	47,334	7,765	16.4
Total service, body and parts	\$ 792,552	\$ 731,041	\$ 61,511	8.4
Service, body and parts gross profit	\$ 387,091	\$ 359,834	\$ 27,257	7.6%
Service, body and parts gross margin	48.8%	49.2%) (40bps)	

We provide service, body and parts for the new vehicle brands sold by our stores as well as service and repairs for most other makes and models. Our parts and service operations are an integral part of our customer retention and the largest contributor of our overall profitability. Earnings from service, body and parts have historically been more resilient during economic downturns, when owners have tended to repair their existing vehicles rather than buy new vehicles.

Our service, body and parts sales grew in all areas in 2017 compared to 2016 and in 2016 compared to 2015. The growth in 2017 was primarily due to acquisitions, combined with more late-model units in operation, offset by one less service day during the year. The growth in 2016 was mainly due to more late-model units in operation as new vehicle sales volumes increased annually from 2010 to 2016. We believe this increase in units in operation will continue to benefit our service, body and parts sales in the coming years as more late-model vehicles age, necessitating repairs and maintenance.

We focus on retaining customers by offering competitively priced routine maintenance and through our marketing efforts. We increased our same store customer pay business 5.2% in 2017 compared to 2016 and by 7.1% in 2016 compared to 2015.

Same store warranty sales increased 4.9% in 2017 compared to 2016, primarily due to increases related to Chrysler and Ford of 11.4% and 11.7%, respectively, offset by decreases related to Honda and Toyota of 16.6% and 11.5%, respectively, as warranty work related to recalls was more significant in 2016. Same store warranty sales increased 14.1% in 2016 compared to 2015, primarily due to significant vehicle recalls across multiple manufacturers. Additionally, we saw increases in warranty sales due to the growing number of units in operation. Routine maintenance, such as oil changes, offered by certain brands, including BMW, Toyota and General Motors, for two to four years after a vehicle is sold, provides for future work as consumers return to the franchised dealer for this maintenance item.

Increases (decreases) in same-store warranty work by segment were as follows:

	2017 compared to 2016	2016 compared to 2015
Domestic	9.1 %	10.5 %
Import	(1.5)	28.1
Luxury	11.0	(1.1)

Same store wholesale parts revenue grew 3.6% and 1.5%, respectively, in 2017 compared to 2016 and in 2016 compared to 2015, primarily due to increased parts sales to independent repair shops, competing new vehicle dealers and wholesale accounts.

Same store body shop grew 7.2% and 16.4%, respectively, in 2017 compared to 2016 and in 2016 compared to 2015. These increases were due to increased productivity as we increased capacity and improved work flow. We focus on obtaining direct repair relationships with insurance companies as a strategy to increase business.

Same store service, body and parts gross profit increased 5.5% and 7.6%, respectively, in 2017 compared to 2016 and in 2016 compared to 2015. The growth in gross profit in 2017 compared to 2016 was relatively consistent with revenue growth. Our gross profit growth in 2016 compared to 2015 was relatively consistent with revenue growth, as well with the continued growth in warranty work in 2016 compared to 2015.

Segments

Certain financial information by segment is as follows:

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Revenues:				
Domestic	\$ 3,845,830	\$ 3,381,715	\$ 464,115	13.7 %
Import	4,432,760	3,764,255	668,505	17.8
Luxury	1,810,085	1,528,760	281,325	18.4
	10,088,675	8,674,730	1,413,945	16.3
Corporate and other	(2,165)	3,427	(5,592)	(163.2)
	<u>\$ 10,086,510</u>	<u>\$ 8,678,157</u>	<u>\$ 1,408,353</u>	16.2

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Revenues:				
Domestic	\$ 3,381,715	\$ 3,038,883	\$ 342,832	11.3 %
Import	3,764,255	3,330,949	433,306	13.0
Luxury	1,528,760	1,490,632	38,128	2.6
	8,674,730	7,860,464	814,266	10.4
Corporate and other	3,427	3,788	(361)	(9.5)
	<u>\$ 8,678,157</u>	<u>\$ 7,864,252</u>	<u>\$ 813,905</u>	10.3

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Segment income*:				
Domestic	\$ 105,208	\$ 106,210	\$ (1,002)	(0.9)%
Import	117,776	110,204	7,572	6.9
Luxury	37,022	31,467	5,555	17.7
	260,006	247,881	12,125	4.9
Corporate and other	167,366	114,321	53,045	46.4
Depreciation and amortization	(57,722)	(49,369)	8,353	16.9
Other interest expense	(34,776)	(23,207)	11,569	49.9
Other (expense) income, net	12,195	(6,103)	18,298	NM
Income before income taxes	<u>\$ 347,069</u>	<u>\$ 283,523</u>	<u>\$ 63,546</u>	22.4

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Segment income**:				
Domestic	\$ 106,210	\$ 115,145	\$ (8,935)	(7.8)%
Import	110,204	98,751	11,453	11.6
Luxury	31,467	36,391	(4,924)	(13.5)
	247,881	250,287	(2,406)	(1.0)
Corporate and other	114,321	74,514	39,807	53.4
Depreciation and amortization	(49,369)	(41,600)	7,769	18.7
Other interest expense	(23,207)	(19,491)	3,716	19.1
Other (expense) income, net	(6,103)	(1,006)	5,097	NM
Income before income taxes	\$ 283,523	\$ 262,704	\$ 20,819	7.9

*Segment income for each reportable segment is defined as Income before income taxes, depreciation and amortization, other interest expense and other (expense) income, net.

NM - Not meaningful

	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Retail new vehicle unit sales:				
Domestic	53,288	47,707	5,581	11.7 %
Import	94,634	80,769	13,865	17.2
Luxury	19,597	17,591	2,006	11.4
	167,519	146,067	21,452	14.7
Allocated to management	(373)	(295)	(78)	(26.4)
	167,146	145,772	21,374	14.7

	Year Ended December 31,		Increase	% Increase
	2016	2015		
Retail new vehicle unit sales:				
Domestic	47,707	45,080	2,627	5.8%
Import	80,769	75,091	5,678	7.6
Luxury	17,591	17,556	35	0.2
	146,067	137,727	8,340	6.1
Allocated to management	(295)	(241)	54	22.4
	145,772	137,486	8,286	6.0

Domestic

A summary of financial information for our Domestic segment follows:

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Revenue	\$ 3,845,830	\$ 3,381,715	\$ 464,115	13.7 %
Segment income	\$ 105,208	\$ 106,210	\$ (1,002)	(0.9)
Retail new vehicle unit sales	53,288	47,707	5,581	11.7

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Revenue	\$ 3,381,715	\$ 3,038,883	\$ 342,832	11.3 %
Segment income	\$ 106,210	\$ 115,145	\$ (8,935)	(7.8)
Retail new vehicle unit sales	47,707	45,080	2,627	5.8

Revenues in our Domestic segment increased in all major business lines in 2017 compared to 2016, primarily related to opening one and acquiring five stores during 2017. New vehicle unit sales increased 11.7% overall, but declined 1.6% on a same store basis. Additionally, our Domestic stores increased their used vehicle unit sales, improved finance and insurance income per retail unit and experienced strong growth in service, body and parts revenues. The acquisition of eight stores in 2016 contributed 3.7% of the 11.3% increase.

Our Domestic segment income decreased 0.9% in 2017 compared to 2016. The decrease in segment income was due to gross profit growth of 14.1% offset by a 16.5% increase in SG&A and a 39.5% increase in floor plan interest expense. Our domestic segment experienced increases in all areas of SG&A during 2017. Increases in floor plan interest were primarily driven by increasing rates, compounded by increased volume related to acquisitions, as well as higher inventory levels at existing stores.

The decrease in our Domestic operating results in 2016 compared to 2015 was primarily a result of increased SG&A expenses, which offset an increase in gross profits. The increase in SG&A during 2016 was primarily driven by increased variable costs associated with increased sales volume and the acquisition of eight stores.

Import

A summary of financial information for our Import segment follows:

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2017	2016		
Revenue	\$ 4,432,760	\$ 3,764,255	\$ 668,505	17.8%
Segment income	\$ 117,776	\$ 110,204	\$ 7,572	6.9
Retail new vehicle unit sales	94,634	80,769	13,865	17.2

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2016	2015		
Revenue	\$ 3,764,255	\$ 3,330,949	\$ 433,306	13.0%
Segment income	\$ 110,204	\$ 98,751	\$ 11,453	11.6
Retail new vehicle unit sales	80,769	75,091	5,678	7.6

The increase in our Import segment revenue in 2017 compared to 2016 resulted from increases in all business lines. On a same store basis, new vehicle unit sales for our Import stores outpaced national performance. Additionally, Import revenues benefited from improved used vehicle sales due to increased volume, increased finance and insurance revenues as a result of increased volume and finance and insurance income per retail unit sold and improved service, body and parts revenues. The acquisition of nine stores contributed 8.3% of the 17.8% increase.

Our segment income increased 6.9% in 2017 compared to 2016 mainly due to the improvements in all revenue categories discussed above and an increase in gross profit, offset by increases in SG&A and floor plan interest expenses. Gross profit for our import segment increased 17.0% in 2017 compared to 2016, in line with our revenues. Our Import segment experienced a 17.8% increase in SG&A, primarily driven by increases in all areas excluding personnel and rent, which remained steady. Floor plan interest expense increased 55.3% during 2017 and was a significant contributor to lower segment income growth compared to 2016. This increase was driven by a combination of increased volume due to the acquisition of nine stores during 2017, increased inventory levels at existing stores and increasing interest rates.

Improvements in our Import operating results in 2016 compared to 2015 were primarily a result of increased revenues in all major business lines and a slight increase in gross margins, while maintaining a consistent SG&A as a percent of gross profit.

Luxury

A summary of financial information for our Luxury segment follows:

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2017	2016		
Revenue	\$ 1,810,085	\$ 1,528,760	\$ 281,325	18.4%
Segment income	\$ 37,022	\$ 31,467	\$ 5,555	17.7
Retail new vehicle unit sales	19,597	17,591	2,006	11.4

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Revenue	\$ 1,528,760	\$ 1,490,632	\$ 38,128	2.6 %
Segment income	\$ 31,467	\$ 36,391	\$ (4,924)	(13.5)
Retail new vehicle unit sales	17,591	17,556	35	0.2

Our Luxury segment revenue increased in 2017 compared to 2016 primarily due to our acquisition of four stores and improvements in finance and insurance and service body and parts revenues. New vehicle unit sales declined 7.8% on a same store basis mainly related to our BMW and Mercedes franchises.

Our Luxury segment income increased 17.7% in 2017 compared to 2016. This increase was due to gross profit growth of 17.6%, offset by an increase in SG&A of 16.0%, primarily related to an increase in advertising expense, and an increase in floor plan interest expense of 43.3%. As a percentage of gross profit, SG&A decreased 109 basis points in 2017 compared to 2016. The 43.3% increase in floor plan interest expense during 2017 was due to a combination of increased volume from acquisitions, increased volume at existing stores and rising interest rates.

Our Luxury segment revenue increased in 2016 compared to 2015 primarily due to our acquisition of one store and improvements in finance and insurance and service body and parts revenues. New vehicle unit sales declined 3.7% on a same store basis mainly related to our BMW, Audi and Mercedes franchises. Our Luxury segment income decreased in 2016 compared to 2015 primarily related to increases in our SG&A and floor plan interest expense that outpaced growth in revenues and gross profits.

See Note 18 of Notes to Consolidated Financial Statements included in Part II, Item 8 of this Form 10-K for additional information.

Corporate and Other

Revenue attributable to Corporate and other includes the results of operations of our stand-alone collision center, offset by certain unallocated reserve and elimination adjustments related to vehicle sales.

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Revenue	\$ (2,165)	\$ 3,427	\$ (5,592)	NM
Segment income	\$ 167,366	\$ 114,321	\$ 53,045	46.4%

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Revenue	\$ 3,427	\$ 3,788	\$ (361)	(9.5)%
Segment income	\$ 114,321	\$ 74,514	\$ 39,807	53.4

NM - not meaningful

The decreases in Corporate and other revenues in 2017 compared to 2016 and in 2016 compared to 2015 were primarily related to changes in certain reserves that are not specifically identified with our domestic, import or luxury segment revenue, such as our reserve for revenue reversals associated with unwound vehicle sales and elimination of revenues associated with internal corporate vehicle purchases and leases with our stores. Corporate and other revenues were

affected in 2017 by an increase in internal corporate vehicle purchases and leases with our stores resulting in negative revenues.

These internal corporate expense allocations are also used to increase comparability of our dealerships and reflect the capital burden a stand-alone dealership would experience. Examples of these internal allocations include internal rent expense, internal floor plan financing charges, and internal fees charged to offset employees within our corporate headquarters who perform certain dealership functions.

The increases in Corporate and other segment income in 2017 compared to 2016 and 2016 compared to 2015 were related to increased internal corporate expense allocations and increased store count. Additionally, 2015 included an \$18.3 million charge associated with a transition agreement. See Note 15 of Notes to Consolidated Financial Statements for additional information regarding the transition agreement.

Asset Impairment Charges

Asset impairments recorded as a component of operations consist of the following (in thousands):

	Year Ended December 31,		
	2017	2016	2015
Equity-method investment	\$ —	\$ 13,992	\$ 16,521
Long-lived assets	—	—	3,603

We recorded asset impairments in 2016 and 2015 associated with our equity-method investment in a limited liability company that participated in the NMTC Program. We evaluated this equity-method investment at the end of each reporting period and identified indications of loss resulting from other than temporary declines in value. We exited this equity-method investment in December 2016.

Additionally, in 2015, we recorded asset impairments of \$3.6 million associated with certain properties and equipment. As the expected future use of these facilities and equipment changed, the long-lived assets were tested for recoverability and were determined to have a carrying value exceeding their fair value.

See Notes 1, 4, 12 and 17 of Notes to Consolidated Financial Statements for additional information.

Selling, General and Administrative Expense (“SG&A”)

SG&A includes salaries and related personnel expenses, advertising (net of manufacturer cooperative advertising credits), rent, facility costs, and other general corporate expenses.

(Dollars in thousands)	Year Ended December 31,			
	2017	2016	Increase	% Increase
Personnel	\$ 695,527	\$ 597,185	\$ 98,342	16.5%
Advertising	93,312	81,363	11,949	14.7
Rent	33,399	26,785	6,614	24.7
Facility costs	55,813	43,883	11,930	27.2
Other	171,327	150,374	20,953	13.9
Total SG&A	\$ 1,049,378	\$ 899,590	\$ 149,788	16.7

As a % of gross profit	Year Ended December 31,		Increase
	2017	2016	(Decrease)
Personnel	45.9%	45.9%	—
Advertising	6.2	6.3	(10)
Rent	2.2	2.1	10
Facility costs	3.7	3.4	30
Other	11.2	11.4	(20)
Total SG&A	69.2%	69.1%	10 bps

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2016	2015		
Personnel	\$ 597,185	\$ 556,719	\$ 40,466	7.3%
Advertising	81,363	69,935	11,428	16.3
Rent	26,785	23,817	2,968	12.5
Facility costs	43,883	39,738	4,145	10.4
Other	150,374	120,966	29,408	24.3
Total SG&A	\$ 899,590	\$ 811,175	\$ 88,415	10.9

As a % of gross profit	Year Ended December 31,		Increase (Decrease)
	2016	2015	
Personnel	45.9%	47.4%	(150) bps
Advertising	6.3	5.9	40
Rent	2.1	2.0	10
Facility costs	3.4	3.4	—
Other	11.4	10.3	110
Total SG&A	69.1%	69.0%	10 bps

SG&A increased \$149.8 million in 2017 compared to 2016, primarily due to acquisitions. Additionally, SG&A in 2017 included \$5.6 million of storm related insurance charges and \$5.7 million in acquisition expenses, offset by a \$5.1 million gain on the sale of one of our stores.

SG&A increased \$88.4 million in 2016 compared to 2015, primarily driven by increased variable cost associated with increased sales volume and store count. Additionally, SG&A in 2016 included a \$3.9 million legal reserve adjustment, offset by a \$1.1 million gain associated with the sale of one of our stores.

SG&A adjusted for non-core charges was as follows (in thousands):

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2017	2016		
Personnel	\$ 695,527	\$ 597,185	\$ 98,342	16.5%
Advertising	93,312	81,363	11,949	14.7
Rent	33,399	26,785	6,614	24.7
Facility costs	60,918	44,971	15,947	35.5
Other	160,091	146,437	13,654	9.3
Total SG&A	\$ 1,043,247	\$ 896,741	\$ 146,506	16.3

As a % of gross profit	Year Ended December 31,		Increase (Decrease)
	2017	2016	
Personnel	45.9%	45.9%	—
Advertising	6.2	6.3	(10)
Rent	2.2	2.1	10
Facility costs	4.0	3.5	50
Other	10.5	11.1	(60)
Total SG&A	68.8%	68.9%	(10) bps

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Personnel	\$ 597,185	\$ 538,423	\$ 58,762	10.9 %
Advertising	81,363	69,935	11,428	16.3
Rent	26,785	23,817	2,968	12.5
Facility costs	44,971	45,656	(685)	(1.5)
Other	146,437	120,967	25,470	21.1
Total SG&A	\$ 896,741	\$ 798,798	\$ 97,943	12.3

As a % of gross profit	Year Ended December 31,		Increase (Decrease)
	2016	2015	
Personnel	45.9%	45.8%	10 bps
Advertising	6.3	5.9	40
Rent	2.1	2.0	10
Facility costs	3.5	3.9	(40)
Other	11.1	10.3	80
Total SG&A	68.9%	67.9%	100 bps

See “Non-GAAP Reconciliations” for more details.

Depreciation and Amortization

Depreciation and amortization is comprised of depreciation expense related to buildings, significant remodels or improvements, furniture, tools, equipment and signage and amortization related to tradenames.

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2017	2016		
Depreciation and amortization	\$ 57,722	\$ 49,369	\$ 8,353	16.9%

(Dollars in thousands)	Year Ended December 31,		Increase	% Increase
	2016	2015		
Depreciation and amortization	\$ 49,369	\$ 41,600	\$ 7,769	18.7%

Acquisition activity contributed to the increases in depreciation and amortization in 2017 compared to 2016 and in 2016 compared to 2015. During 2017, we purchased approximately \$105 million in depreciable buildings and improvements as a part of our acquisitions of Baierl Auto Group and Downtown LA Auto Group. During 2016, we purchased approximately \$27 million in depreciable buildings and improvements as a part of the acquisition of Carbone Auto Group. Capital expenditures totaled \$105.4 million and \$100.8 million, respectively, in 2017 and 2016. These investments increase the amount of depreciable assets. See the discussion under Liquidity and Capital Resources for additional information.

Operating Income

Operating income as a percentage of revenue, or operating margin, was as follows:

	Year Ended December 31,		
	2017	2016	2015
Operating margin	4.1%	3.9%	3.8%
Operating margin adjusted for non-core charges ⁽¹⁾	4.1%	4.1%	4.3%

⁽¹⁾ See “Non-GAAP Reconciliations” for additional information.

In 2017, our operating margin improved 20 basis points compared to 2016. Adjusting for non-core charges, including storm related insurance charges and acquisition expenses, our operating margin remained flat compared to 2016 at 4.1%. In 2016, our operating margin was affected by acquisition activity, as well as a legal reserve adjustment. Adjusting for those non-core charges, our operating margin was 4.1% in 2016. Acquired stores generally have a lower operating efficiency than our other stores and negatively impact our operating margin as we integrate them into our cost structure.

In 2015, our operating margin was affected by asset impairments and a charge of \$18.3 million associated with a transition agreement. Adjusting for those non-core charges, our operating margin was 4.3% in 2015.

Floor Plan Interest Expense and Floor Plan Assistance

Floor plan interest expense increased \$13.8 million in 2017 compared to 2016, due to an increase in inventory levels related to acquisitions, an increase in existing store levels, and increasing interest rates. Changes in the average outstanding balances on our floor plan facilities increased the expense \$5.1 million and changes in the interest rates on our floor plan facilities increased the expense \$8.7 million during 2017 compared to 2016.

Floor plan interest expense increased \$6.0 million in 2016 compared to 2015, primarily as a result of increases in the average outstanding balances on our floor plan facilities due to an increase in new vehicle inventory levels. Changes in the average outstanding balances on our floor plan facilities increased the expense \$4.3 million and changes in the interest rates on our floor plan facilities increased the expense \$1.7 million during 2016 compared to 2015.

Floor plan assistance is provided by manufacturers to support store financing of new vehicle inventory. Under accounting standards, floor plan assistance is recorded as a component of new vehicle gross profit when the specific vehicle is sold. However, because manufacturers provide this assistance to offset inventory carrying costs, we believe a comparison of floor plan interest expense to floor plan assistance is a useful measure of the efficiency of our new vehicle sales relative to stocking levels.

The following tables detail the carrying costs for new vehicles and include new vehicle floor plan interest net of floor plan assistance earned:

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Floor plan interest expense (new vehicles)	\$ 39,336	\$ 25,531	\$ 13,805	54.1 %
Floor plan assistance (included as an offset to cost of sales)	(55,962)	(46,328)	9,634	20.8
Net new vehicle carrying costs (benefit)	\$ (16,626)	\$ (20,797)	\$ (4,171)	(20.1)

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2016	2015		
Floor plan interest expense (new vehicles)	\$ 25,531	\$ 19,534	\$ 5,997	30.7 %
Floor plan assistance (included as an offset to cost of sales)	(46,328)	(41,438)	4,890	11.8
Net new vehicle carrying costs (benefit)	\$ (20,797)	\$ (21,904)	\$ (1,107)	(5.1)

Other Interest Expense

Other interest expense includes interest on debt incurred related to acquisitions, real estate mortgages, our used vehicle inventory financing facility and our revolving line of credit.

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase (Decrease)
	2017	2016		
Mortgage interest	\$ 19,054	\$ 15,102	\$ 3,952	26.2%
Other interest	16,246	8,519	7,727	90.7
Capitalized interest	(524)	(414)	110	26.6
Total other interest expense	\$ 34,776	\$ 23,207	\$ 11,569	49.9

(Dollars in thousands)	Year Ended December 31,		Increase (Decrease)	% Increase
	2016	2015		
Mortgage interest	\$ 15,102	\$ 13,295	\$ 1,807	13.6 %
Other interest	8,519	6,646	1,873	28.2
Capitalized interest	(414)	(450)	(36)	(8.0)
Total other interest expense	\$ 23,207	\$ 19,491	\$ 3,716	19.1

The increase in other interest expense in 2017 compared to 2016 was primarily due to the issuance of \$300 million in aggregate principal amount of 5.25% Senior Notes due 2025 in July 2017 and increases in mortgage borrowings related to acquisitions. See also Note 6 of Notes to Consolidated Financial Statements for additional information.

The increase in other interest expense in 2016 compared to 2015 was primarily due to an increase in other interest related to higher volumes of borrowing on our credit facility and higher mortgage borrowings.

Other (Expense) Income, net

Other (expense) income, net primarily includes other income associated with legal settlements with the OEMs, interest income and the gains and losses related to equity-method investments.

(Dollars in thousands)	Year Ended December 31,		Increase	%
	2017	2016		
Other (expense) income, net	\$ 12,195	\$ (6,103)	\$ 18,298	NM

(Dollars in thousands)	Year Ended December 31,		Increase	%
	2016	2015		
Other (expense) income, net	\$ (6,103)	\$ (1,006)	\$ 5,097	NM

NM - Not meaningful.

The increase in other (expense) income, net in 2017 compared to 2016 was primarily due to a \$9.1 million gain related to legal settlements with OEMs recorded in the first quarter of 2017 compared to \$8.3 million in operating losses recorded in 2016 related to our equity-method investment with U.S. Bancorp Community Development Corporation, which we exited in December 2016. Other (expense) income, net, recorded in 2015 was primarily due to operating losses of \$6.9 million recognized related to our equity-method investment with U.S. Bancorp Community Development Corporation.

Income Tax Provision

Our effective income tax rate was as follows:

	Year Ended December 31,		
	2017	2016	2015
Effective income tax rate	29.3%	30.5%	30.3%
Effective income tax rate excluding tax credits generated through our equity-method investment and other non-core items ⁽¹⁾	38.7%	38.6%	38.4%

⁽¹⁾ See “Non-GAAP Reconciliations” for more details.

Our effective income tax rate in 2017 was positively impacted by the enactment of tax legislation commonly known as the Tax Cuts and Jobs Act, signed into law on Friday, December 22, 2017, which required a revaluation of all deferred tax assets and deferred tax liabilities as of the date the legislation was signed. Additionally, our effective income tax rate in 2017 was positively impacted by excess tax benefits related to our stock-based compensation as a result of the adoption of new guidance that was applied prospectively beginning in 2017. Partially offsetting these benefits were negative impacts from an increasing presence in states with higher income tax rates. Our effective income tax rates in 2016 and 2015 were positively affected by new markets tax credits that were generated through our equity-method investment with U.S. Bancorp Community Development Corporation.

Excluding the revaluation of deferred tax assets and liabilities as a result of the enactment of new legislation, tax credits generated by our equity-method investment and other non-core tax attributes, our effective income tax rate for 2017 would have been 38.7%, an increase of 10 basis points compared to the rate for 2016.

Non-GAAP Reconciliations

We believe each of the non-GAAP financial measures below improves the transparency of our disclosures, provides a meaningful presentation of our results from the core business operations because they exclude adjustments for items not related to our ongoing core business operations and other non-cash adjustments, and improves the period-to-period comparability of our results from the core business operations. We use these measures in conjunction with GAAP financial measures to assess our business, including our compliance with covenants in our credit facility and in

communications with our Board of Directors concerning financial performance. These measures should not be considered an alternative to GAAP measures.

The following tables reconcile certain reported non-GAAP measures to the most comparable GAAP measure from our Consolidated Statements of Operations (dollars in thousands, except per share amounts):

Year Ended December 31, 2017							
	As reported	Insurance Reserves	Acquisition expense	OEM Settlement	Disposal gain on sale of stores	Tax reform	Adjusted
Selling, general and administrative	\$ 1,049,378	\$ (5,582)	\$ (5,653)	\$ —	\$ 5,104	\$ —	\$ 1,043,247
Operating income	408,986	5,582	5,653	—	(5,104)	—	415,117
Other (expense) income, net	12,195	—	—	(9,111)	—	—	3,084
Income before income taxes	\$ 347,069	\$ 5,582	\$ 5,653	\$ (9,111)	\$ (5,104)	\$ —	\$ 344,089
Income tax (provision) benefit	(101,852)	(2,174)	(2,202)	3,423	2,482	(32,901)	(133,224)
Net income	<u>\$ 245,217</u>	<u>\$ 3,408</u>	<u>\$ 3,451</u>	<u>\$ (5,688)</u>	<u>\$ (2,622)</u>	<u>\$ (32,901)</u>	<u>\$ 210,865</u>
Diluted net income per share	\$ 9.75	\$ 0.14	\$ 0.14	\$ (0.23)	\$ (0.10)	\$ (1.31)	\$ 8.39
Diluted share count	25,145						

Year Ended December 31, 2016							
	As reported	Disposal gain on sale of stores	Equity-method investment	Legal Reserve	Tax attribute	Adjusted	
Asset impairments	\$ 13,992	\$ —	\$ (13,992)	\$ —	\$ —	\$ —	
Selling, general and administrative	899,590	1,087	—	(3,936)	—	896,741	
Operating income	338,364	(1,087)	13,992	3,936	—	355,205	
Other (expense) income, net	(6,103)	—	8,262	—	—	2,159	
Income before income taxes	\$ 283,523	\$ (1,087)	\$ 22,254	\$ 3,936	\$ —	\$ 308,626	
Income tax (provision) benefit	(86,465)	426	(28,530)	(3,250)	(1,320)	(119,139)	
Net income	<u>\$ 197,058</u>	<u>\$ (661)</u>	<u>\$ (6,276)</u>	<u>\$ 686</u>	<u>\$ (1,320)</u>	<u>\$ 189,487</u>	
Diluted net income per share	\$ 7.72	\$ (0.03)	\$ (0.25)	\$ 0.03	\$ (0.05)	\$ 7.42	
Diluted share count	25,521						

Year Ended December 31, 2015

	As reported	Disposal gain on sale of stores	Asset impairment	Equity- method investment	Transition Agreement	Adjusted
Asset impairments	\$ 20,124	\$ —	\$ (3,603)	\$ (16,521)	\$ —	\$ —
Selling, general and administrative	811,175	5,919	—	—	(18,296)	798,798
Income from operations	302,735	(5,919)	3,603	16,521	18,296	335,236
Other (expense) income, net	(1,006)	—	—	6,930	—	5,924
Income before income taxes	\$ 262,704	\$ (5,919)	\$ 3,603	\$ 23,451	\$ 18,296	\$ 302,135
Income tax (provision) benefit	(79,705)	2,309	(1,385)	(30,832)	(6,507)	(116,120)
Net income	<u>\$ 182,999</u>	<u>\$ (3,610)</u>	<u>\$ 2,218</u>	<u>\$ (7,381)</u>	<u>\$ 11,789</u>	<u>\$ 186,015</u>
Diluted net income per share	\$ 6.91	\$ (0.14)	\$ 0.08	\$ (0.28)	\$ 0.45	\$ 7.02
Diluted share count	26,490					

Liquidity and Capital Resources

We manage our liquidity and capital resources to fund our operating, investing and financing activities. We rely primarily on cash flows from operations and borrowings under our credit facilities as the main sources for liquidity. We use those funds to invest in capital expenditures, increase working capital and fulfill contractual obligations. Remaining funds are used for acquisitions, debt retirement, cash dividends, share repurchases and general business purposes.

Available Sources

Below is a summary of our immediately available funds (in thousands):

	As of December 31,			%
	2017	2016	Increase	Increase
Cash and cash equivalents	\$ 57,253	\$ 50,282	\$ 6,971	13.9%
Available credit on the credit facilities	222,502	138,090	84,412	61.1
Total current available funds	279,755	188,372	91,383	48.5
Estimated funds from unfinanced real estate	236,135	168,383	67,752	40.2
Total estimated available funds	<u>\$ 515,890</u>	<u>\$ 356,755</u>	<u>\$ 159,135</u>	44.6

Cash flows generated by operating activities and from our credit facility are our most significant sources of liquidity. We also have the ability to raise funds through mortgaging real estate. As of December 31, 2017, our unencumbered owned operating real estate had a book value of \$314.8 million. Assuming we can obtain financing on 75% of this value, we estimate we could have obtained additional funds of approximately \$236.1 million at December 31, 2017; however, no assurances can be provided that the appraised value of these properties will match or exceed their book values or that this capital source will be available on terms acceptable to us.

In July 2017, we issued \$300 million in aggregate principal amount of Senior Notes in a private placement under Rule 144A and Regulation S of the Securities Act of 1933. We used the net proceeds for general corporate purposes, including funding acquisitions, capital expenditures and debt repayment.

In addition to the above sources of liquidity, potential sources include the placement of subordinated debentures or loans, the sale of equity securities and the sale of stores or other assets. We evaluate all of these options and may select one or more of them depending on overall capital needs and the availability and cost of capital, although no assurances can be provided that these capital sources will be available in sufficient amounts or with terms acceptable to us.

Information about our cash flows, by category, is presented in our Consolidated Statements of Cash Flows. The following table summarizes our cash flows (in thousands):

	Year Ended December 31,		
	2017	2016	2015
Net cash provided by operating activities	\$ 148,856	\$ 90,905	\$ 79,551
Net cash used in investing activities	(538,198)	(351,693)	(169,733)
Net cash provided by financing activities	396,313	266,062	105,292

Operating Activities

Cash provided by operating activities increased \$58.0 million in 2017 compared to 2016, primarily as a result of increased profitability and a decrease in trade receivables growth related to the timing of collections, partially offset by an increase in inventories related to increasing volumes at existing locations, compared to the previous year's cash flows.

Borrowings from and repayments to our syndicated lending group related to our new vehicle inventory floor plan financing are presented as financing activities. To better understand the impact of changes in inventory and the associated financing, we also consider our net cash provided by operating activities adjusted to include cash activity associated with our new vehicle credit facility.

Adjusted net cash provided by operating activities is presented below (in thousands):

	Year Ended December 31,		Increase (Decrease)
	2017	2016	
Net cash provided by operating activities – as reported	\$ 148,856	\$ 90,905	\$ 57,951
Add: Net borrowings on floor plan notes payable: non-trade	241,479	252,893	(11,414)
Less: Borrowings on floor plan notes payable: non-trade associated with acquired new vehicle inventory	(111,017)	(94,550)	(16,467)
Net cash provided by operating activities – adjusted	\$ 279,318	\$ 249,248	\$ 30,070

	Year Ended December 31,		Increase (Decrease)
	2016	2015	
Net cash provided by operating activities – as reported	\$ 90,905	\$ 79,551	\$ 11,354
Add: Net borrowings on floor plan notes payable: non-trade	252,893	136,201	116,692
Less: Borrowings on floor plan notes payable: non-trade associated with acquired new vehicle inventory	(94,550)	(25,642)	(68,908)
Net cash provided by operating activities – adjusted	\$ 249,248	\$ 190,110	\$ 59,138

Inventories are the most significant component of our cash flow from operations. As of December 31, 2017, our new vehicle days supply was 69 days, or one day higher than our days supply as of December 31, 2016. Our days supply of used vehicles was 67 days as of December 31, 2017, or eleven days higher than our days supply as of December 31, 2016. We attribute the increase in used vehicle days supply to a combination of an increasing supply of off-lease vehicles and the integration of newly acquired stores, which ended the year with higher days supply than our other stores. We calculate days supply of inventory based on current inventory levels, excluding in-transit vehicles, and a 30-day historical cost of sales level. We have continued to focus on managing our unit mix and maintaining an appropriate level of new and used vehicle inventory.

Investing Activities

Net cash used in investing activities totaled \$538.2 million and \$351.7 million, respectively, for 2017 and 2016. Cash flows from investing activities relate primarily to capital expenditures, acquisition and divestiture activity and sales of property and equipment.

Below are highlights of significant activity related to our cash flows from investing activities (in thousands):

	Year Ended December 31,		Increase (Decrease)
	2017	2016	
Capital expenditures	\$ (105,378)	\$ (100,761)	\$ (4,617)
Cash paid for acquisitions, net of cash acquired	(460,394)	(234,700)	(225,694)
Cash paid for other investments	(8,570)	(30,280)	21,710
Proceeds from sales of stores	20,943	11,837	9,106

	Year Ended December 31,		Increase (Decrease)
	2016	2015	
Capital expenditures	\$ (100,761)	\$ (83,244)	\$ (17,517)
Cash paid for acquisitions, net of cash acquired	(234,700)	(71,615)	(163,085)
Cash paid for other investments	(30,280)	(28,110)	(2,170)
Proceeds from sales of stores	11,837	12,966	(1,129)

Capital Expenditures

Below is a summary of our capital expenditure activities (in thousands):

	Year Ended December 31,		
	2017	2016	2015
Post-acquisition capital improvements	\$ 41,193	\$ 31,489	\$ 32,802
Facilities for open points	511	—	3,338
Purchases of previously leased facilities	—	24,016	9,946
Existing facility improvements	29,563	24,249	20,245
Maintenance	34,111	21,007	16,913
Total capital expenditures	<u>\$ 105,378</u>	<u>\$ 100,761</u>	<u>\$ 83,244</u>

Many manufacturers provide assistance in the form of additional incentives or assistance if facilities meet manufacturer image standards and requirements. We expect that certain facility upgrades and remodels will generate additional manufacturer incentive payments. Also, tax laws allowing accelerated deductions for capital expenditures reduce the overall investment needed and encourage accelerated project timelines.

We expect to use a portion of our future capital expenditures to upgrade facilities that we recently acquired. This additional capital investment is contemplated in our initial evaluation of the investment return metrics applied to each acquisition and is usually associated with manufacturer image standards and requirements.

If we undertake a significant capital commitment in the future, we expect to pay for the commitment out of existing cash balances, construction financing and borrowings on our credit facility. Upon completion of the projects, we believe we would have the ability to secure long-term financing and general borrowings from third party lenders for 70% to 90% of the amounts expended, although no assurances can be provided that these financings will be available to us in sufficient amounts or on terms acceptable to us.

We expect to make expenditures of approximately \$131 million in 2018 for capital improvements at recently acquired stores, purchases of land for expansion of existing stores, facility image improvements, purchases of store facilities, purchases of previously leased facilities and replacement of equipment.

Acquisitions

We focus on acquiring stores at opportunistic purchase prices that meet our return thresholds and strategic objectives. We look for acquisitions that diversify our brand and geographic mix as we continue to evaluate our portfolio to minimize exposure to any one manufacturer and achieve financial returns.

We are able to subsequently floor new vehicle inventory acquired as part of an acquisition; however, the cash generated by these transactions are recorded as borrowings on floor plan notes payable, non-trade. Adjusted net cash paid for acquisitions, as well as certain other acquisition-related information is presented below (dollars in thousands):

	Year Ended December 31,		
	2017	2016	2015
Number of stores acquired	18	15	6
Number of stores opened	1	1	1
Number of franchises added	—	1	1
Cash paid for acquisitions, net of cash acquired	\$ (460,394)	\$ (234,700)	\$ (71,615)
Less: Borrowings on floor plan notes payable: non-trade associated with acquired new vehicle inventory	111,017	94,550	25,642
Cash paid for acquisitions, net of cash acquired – adjusted	<u>\$ (349,377)</u>	<u>\$ (140,150)</u>	<u>\$ (45,973)</u>

We evaluate potential capital investments primarily based on targeted rates of return on assets and return on our net equity investment.

Financing Activities

Net cash provided by financing activities, adjusted for borrowing on floor plan facilities: non-trade was as follows:

	Year Ended December 31,		
	2017	2016	2015
Cash provided by financing activities, as reported	\$ 396,313	\$ 266,062	\$ 105,292
Less: cash provided by borrowings of floor plan notes payable: non-trade	(241,479)	(252,893)	(136,201)
Cash provided by (used in) financing activities, as adjusted	<u>\$ 154,834</u>	<u>\$ 13,169</u>	<u>\$ (30,909)</u>

Below are highlights of significant activity related to our cash flows from financing activities, excluding net borrowings on floor plan notes payable: non-trade, which are discussed above (in thousands):

	Year Ended December 31,		Increase (Decrease) in Cash Flow
	2017	2016	
Net borrowings (repayments) on lines of credit	\$ (81,717)	\$ 121,261	\$ (202,978)
Principal payments on long-term debt and capital leases, other	(50,288)	(27,703)	(22,585)
Proceeds from the issuance of long-term debt	395,905	66,466	329,439
Payments of debt issuance costs	(4,664)	—	(4,664)
Repurchases of common stock	(33,753)	(112,939)	79,186
Dividends paid	(26,544)	(24,131)	(2,413)
Other financing activity	(33,396)	—	(33,396)

	Year Ended December 31,		Increase (Decrease) in Cash Flow
	2016	2015	
Net borrowings (repayments) on lines of credit	\$ 121,261	\$ (36,523)	\$ 157,784
Principal payments on long-term debt, unscheduled	(27,703)	(9,189)	(18,514)
Proceeds from the issuance of long-term debt	66,466	75,675	(9,209)
Repurchases of common stock	(112,939)	(31,548)	(81,391)
Dividends paid	(24,131)	(19,985)	(4,146)

Borrowing and Repayment Activity

During 2017, we raised net proceeds of \$395.9 million through the issuance of our Senior Notes and mortgages and borrowed \$81.7 million, net, on our lines of credit. These funds were primarily used for acquisitions, share repurchases and capital expenditures.

Our debt to total capital ratio, excluding floor plan notes payable, was 49.2% at December 31, 2017 compared to 46.5% at December 31, 2016. We partially funded our 2017 acquisition activity with additional debt.

Equity Transactions

Under the share repurchase program authorized by our Board of Directors and repurchases associated with stock compensation activity, we repurchased 361,457 shares of our Class A common stock at an average price of \$93.38 per share in 2017. As of December 31, 2017, we had \$162.6 million available for repurchase under our share repurchase program. The authority to repurchase does not have an expiration date.

In order to lower the average cost of acquiring shares in our ongoing share repurchase program, in December 2017, we entered into a structured repurchase agreement involving the use of capped call options for the purchase of our Class A common stock. We paid a fixed sum upon execution of the agreement in exchange for the right to receive either a pre-determined amount of cash or stock. Upon expiration of the agreement, if the closing market price of our common stock is above the pre-determined price, we will have our initial investment returned with a premium. If the closing market price of our common stock is at or below the pre-determined price, we will receive the number of shares specified in the agreement. We paid net premiums of \$33.4 million in December 2017 to enter this agreement and, as of December 31, 2017, the options were outstanding.

During 2017, we paid dividends on our Class A and Class B Common Stock as follows:

Dividend paid:	Dividend amount per share	Total amount of dividend (in thousands)
March 2017	\$ 0.25	\$ 6,292
May 2017	0.27	6,760
August 2017	0.27	6,751
November 2017	0.27	6,741

We evaluate performance and make a recommendation to the Board of Directors on dividend payments on a quarterly basis.

Summary of Outstanding Balances on Credit Facilities and Long-Term Debt

Below is a summary of our outstanding balances on credit facilities and long-term debt (in thousands):

	Outstanding as of December 31, 2017	Remaining Available as of December 31, 2017
Floor plan notes payable: non-trade	\$ 1,802,252	\$ — (1)
Floor plan notes payable	116,774	—
Used vehicle inventory financing facility	177,222	— (2)
Revolving lines of credit	94,568	222,502 (2),(3)
Real estate mortgages	469,969	—
5.25% Senior notes due 2025	\$ 300,000	—
Other debt	12,512	—
Unamortized debt issuance costs	(6,919)	— (4)
Total debt	\$ 2,966,378	\$ 222,502

(1) As of December 31, 2017, we had a \$1.9 billion new vehicle floor plan commitment as part of our credit facility.

(2) The amount available on the credit facility is limited based on a borrowing base calculation and fluctuates monthly.

- (3) Available credit is based on the borrowing base amount effective as of November 30, 2017. This amount is reduced by \$9.2 million for outstanding letters of credit.
- (4) We adopted an accounting standard update that requires debt issuance costs be presented on the balance sheet as a reduction from the carrying amount of the related debt liability. We adopted the standard retrospectively and have presented all debt issuance costs as a reduction from the carrying amount of the related debt liability for both current and prior periods. See Note 6 of the Notes to Consolidated Financial Statements for additional information.

Credit Facility

On August 1, 2017, we amended our existing credit facility to increase the total financing commitment to \$2.4 billion which matures in August 2022. This syndicated credit facility is comprised of eighteen financial institutions, including seven manufacturer-affiliated finance companies. Under our credit facility we are permitted to allocate up to \$1.9 billion in new vehicle inventory floor plan financing and up to a total of \$500 million in used vehicle inventory floor plan financing and in revolving financing for general corporate purposes, including acquisitions and working capital. This credit facility may be expanded to \$2.75 billion total availability, subject to lender approval. All borrowings from, and repayments to, our lending group are presented in the Consolidated Statements of Cash Flows as financing activities.

The availability of the revolving line of credit under our syndicated credit facility is determined according to a borrowing base comprised of a portion of certain accounts, receivables, invoices, inventory and equipment. The borrowing base is reduced by the sum of the outstanding aggregate principal balance of new and used vehicle floor plan loans and new and used swing line loans.

Our obligations under our revolving syndicated credit facility are secured by a substantial amount of our assets, including our inventory (including new and used vehicles, parts and accessories), equipment, accounts receivable (and other rights to payment) and our equity interests in certain of our subsidiaries. Under our revolving syndicated credit facility, our obligations relating to new vehicle floor plan loans are secured only by collateral owned by borrowers of new vehicle floor plan loans under the credit facility.

We have the ability to deposit up to \$50 million in cash in Principal Reduction (PR) accounts associated with our new vehicle inventory floor plan commitment. The PR accounts are recognized as offsetting credits against outstanding amounts on our new vehicle floor plan commitment and would reduce interest expense associated with the outstanding principal balance. As of December 31, 2017, we had no balances in our PR accounts.

If the outstanding principal balance on our new vehicle inventory floor plan commitment, plus requests on any day, exceeds 95% of the loan commitment, a portion of the revolving line of credit must be reserved. The reserve amount is equal to the lesser of \$15.0 million or the maximum revolving line of credit commitment less the outstanding balance on the line less outstanding letters of credit. The reserve amount decreases the revolving line of credit availability and may be used to repay the new vehicle floor plan commitment balance.

The interest rate on the credit facility varies based on the type of debt, with the rate of one-month LIBOR plus 1.25% for new vehicle floor plan financing, one-month LIBOR plus 1.50% for used vehicle floor plan financing; and a variable interest rate on the revolving financing ranging from the one-month LIBOR plus 1.25% to 2.50%, depending on our leverage ratio. The annual interest rate associated with our new vehicle floor plan commitment was 2.82% at December 31, 2017. The annual interest rate associated with our used vehicle inventory financing facility and our revolving line of credit was 3.07% and 3.07%, respectively, at December 31, 2017.

Under the terms of our credit facility we are subject to financial covenants and restrictive covenants that limit or restrict our incurring additional indebtedness, making investments, selling or acquiring assets and granting security interests in our assets.

Under our credit facility, we are required to maintain the ratios detailed in the following table:

Debt Covenant Ratio	Requirement	As of December 31, 2017
Current ratio	Not less than 1.10 to 1	1.21 to 1
Fixed charge coverage ratio	Not less than 1.20 to 1	2.82 to 1
Leverage ratio	Not more than 5.00 to 1	2.59 to 1

As of December 31, 2017, we were in compliance with all covenants. We expect to remain in compliance with the financial and restrictive covenants in our credit facility and other debt agreements. However, no assurances can be provided that we will continue to remain in compliance with the financial and restrictive covenants.

If we do not meet the financial and restrictive covenants and are unable to remediate or cure the condition or obtain a waiver from our lenders, a breach would give rise to remedies under the agreement, the most severe of which are the termination of the agreement, acceleration of the amounts owed and the seizure and sale of our assets comprising the collateral for the loans. A breach would also trigger cross-defaults under other debt agreements.

Although we refer to the lenders' obligations to make loans as "commitments," each lender's obligations to make any loan or other credit accommodations under the revolving syndicated credit facility is subject to the satisfaction of the conditions precedent specified in the credit agreement including, for example, that our representations and warranties in the agreement are true and correct in all material respects as of the date of each credit extension. If we are unable to satisfy the applicable conditions precedent, we may not be able to request new loans or other credit accommodations under our revolving syndicated credit facility.

Other Lines of Credit

We have other lines of credit with a total financing commitment of \$3.5 million for general corporate purposes, including acquisitions and working capital. Substantially all of these other lines of credit mature in 2019 and have interest rates ranging up to 2.94%. As of December 31, 2017, \$0.6 million was outstanding on these other lines of credit.

Floor Plan Notes Payable

We have floor plan agreements with manufacturer-affiliated finance companies for certain new vehicles and vehicles that are designated for use as service loaners. The interest rates on these floor plan notes payable commitments vary by manufacturer and are variable rates. As of December 31, 2017, \$116.8 million was outstanding on these agreements at interest rates ranging up to 5.50%. Borrowings from, and repayments to, manufacturer-affiliated finance companies are classified as operating activities in the Consolidated Statements of Cash Flows.

Real Estate Mortgages and Other Debt

We have mortgages associated with our owned real estate. Interest rates related to this debt ranged from 3.0% to 5.0% at December 31, 2017. The mortgages are payable in various installments through October 2034. As of December 31, 2017, we had fixed interest rates on 78.9% of our outstanding mortgage debt.

Our other debt includes capital leases and sellers' notes. Additionally, in 2015, our equity contribution obligations associated with the new markets tax credit equity-method investment were included in other debt. The interest rates associated with our other debt ranged from 3.1% to 8.0% at December 31, 2017. This debt, which totaled \$12.5 million at December 31, 2017, is due in various installments through December 2050.

5.25% Senior Notes Due 2025

On July 24, 2017, we issued \$300 million in aggregate principal amount of 5.25% Senior Notes due 2025 ("Notes") to eligible purchasers in a private placement under Rule 144A and Regulation S of the Securities Act of 1933. Interest accrues on the Notes from July 24, 2017 and is payable semiannually on February 1 and August 1. The first interest payment is due on February 1, 2018. We may redeem the Notes in whole or in part at any time prior to August 1, 2020 at a price equal to 100% of the principal amount plus a make-whole premium set forth in the Indenture and accrued and unpaid interest. After August 1, 2020, we may redeem some or all of the Notes subject to the redemption prices

set forth in the Indenture. If we experience specific kinds of changes of control, as described in the Indenture, we must offer to repurchase the Notes at 101% of their principal amount plus accrued and unpaid interest to the date of purchase.

Contractual Payment Obligations

A summary of our contractual commitments and obligations as of December 31, 2017, was as follows (in thousands):

<i>Contractual Obligation</i>	Payments Due By Period				
	Total	2018	2019 and 2020	2021 and 2022	2023 and beyond
Floor plan notes payable: non-trade ⁽¹⁾	\$ 1,802,252	\$ 1,802,252	\$ —	\$ —	\$ —
Floor plan notes payable ⁽¹⁾	116,774	116,774	—	—	—
Used vehicle inventory financing facility ⁽¹⁾	177,222	—	—	177,222	—
Revolving lines of credit ⁽¹⁾⁽³⁾	94,568	111	457	94,000	—
Real estate mortgages, including interest ⁽³⁾	571,549	36,327	119,187	128,164	287,871
5.25% Senior Notes Due 2025, including interest ⁽³⁾	426,339	16,089	31,500	31,500	347,250
Other debt, including capital leases and interest	327,909	1,731	3,305	3,282	319,591
Charge-backs on various contracts	52,744	27,352	22,495	2,856	41
Operating leases ⁽²⁾	408,396	38,357	67,139	59,658	243,242
Self-insurance programs	31,227	14,354	7,385	3,765	5,723
	<u>\$ 4,008,980</u>	<u>\$ 2,053,347</u>	<u>\$ 251,468</u>	<u>\$ 500,447</u>	<u>\$ 1,203,718</u>

(1) Amounts for new vehicle floor plan commitment, floor plan notes payable, the used vehicle inventory financing facility and the revolving lines of credit do not include estimated interest payments. See Notes 1 and 6 in the Notes to Consolidated Financial Statements.

(2) Amounts for operating lease commitments do not include sublease income, and certain operating expenses such as maintenance, insurance and real estate taxes. See Note 7 in the Notes to Consolidated Financial Statements.

(3) Balances exclude net impact of debt issuance costs. See Note 6 in the Notes to Consolidated Financial Statements.

Off-Balance Sheet Arrangements

We do not have any off-balance sheet arrangements that have or are reasonably likely to have a material current or future effect on our financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources.

Inflation and Changing Prices

Inflation and changing prices did not have a material impact on our revenues or income from operations in the years ended December 31, 2017, 2016 and 2015.

Item 7A. Quantitative and Qualitative Disclosures About Market Risk

Variable Rate Debt

Our syndicated credit facility, other floor plan notes payable and certain real estate mortgages are structured as variable rate debt. The interest rates on our variable rate debt are tied to either the one-month LIBOR, 3-month LIBOR, or the prime rate. These debt obligations, therefore, expose us to variability in interest payments due to changes in these rates. Certain floor plan debt is based on open-ended lines of credit tied to each individual store from the various manufacturer finance companies.

Our variable-rate floor plan notes payable, variable rate mortgage notes payable and other credit line borrowings subject us to market risk exposure. As of December 31, 2017, we had \$2.3 billion outstanding under such agreements at a weighted average interest rate of 2.7% per annum. A 10% increase in interest rates, or 27 basis points, would increase annual interest expense by approximately \$4.1 million, net of tax, based on amounts outstanding as of December 31, 2017.

Fixed Rate Debt

The fair value of our long-term fixed interest rate debt is subject to interest rate risk. Generally, the fair value of fixed interest rate debt will increase as interest rates fall because we would expect to be able to refinance for a lower rate. Conversely, the fair value of fixed interest rate debt will decrease as interest rates rise. The interest rate changes affect the fair value but do not impact earnings or cash flows.

As of December 31, 2017, we had \$676.9 million of long-term fixed interest rate debt outstanding and recorded on the balance sheet, with maturity dates between January 12, 2019 and December 31, 2050. Based on discounted cash flows using current interest rates for comparable debt, we have determined that the fair value of this long-term fixed interest rate debt was approximately \$698.1 million as of December 31, 2017.

Risk Management Policies

We assess interest rate cash flow risk by identifying and monitoring changes in interest rate exposures that may adversely impact expected future cash flows and by evaluating hedging opportunities. Our policy is to manage this risk through a mix of fixed rate and variable rate debt structures.

We maintain risk management controls to monitor interest rate cash flow attributable to both our outstanding and forecasted debt obligations, as well as our offsetting hedge positions. The risk management controls include assessing the impact to future cash flows of changes in interest rates.

Item 8. Financial Statements and Supplementary Financial Data

The financial statements and notes thereto required by this item begin on page F-1 as listed in Item 15 of Part IV of this document. Quarterly financial data for each of the eight quarters in the two-year period ended December 31, 2017 is included following the financial statements and notes thereto.

Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None.

Item 9A. Controls and Procedures

Evaluation of Disclosure Controls and Procedures

Our management evaluated, with the participation and under the supervision of our Chief Executive Officer and Chief Financial Officer, the effectiveness of our disclosure controls and procedures as of the end of the period covered by this Annual Report on Form 10-K. Based on this evaluation, our Chief Executive Officer and our Chief Financial Officer concluded that our disclosure controls and procedures are effective to ensure that information we are required to disclose in reports that we file or submit under the Securities Exchange Act of 1934 is accumulated and communicated to our management, including our Chief Executive Officer and our Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure and that such information is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms.

Changes in Internal Control Over Financial Reporting

There was no change in our internal control over financial reporting that occurred during our last fiscal quarter that has materially affected or is reasonably likely to materially affect our internal control over financial reporting.

Management's Report on Internal Control Over Financial Reporting

Our management is responsible for establishing and maintaining adequate internal control over financial reporting. Our internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

Our management assessed the effectiveness of our internal control over financial reporting as of December 31, 2017. In making this assessment, we used the criteria set forth in *Internal Control – Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

In accordance with guidance issued by the SEC, companies are permitted to exclude acquisitions from their final assessment of internal controls over financial reporting during the year of the acquisition while integrating the acquired operations. Management's evaluation of internal control over financial reporting excludes the operations of the eighteen stores acquired in 2017, which represented 11% of total assets as of December 31, 2017 and 6% of total revenues for the year ended December 31, 2017.

Based on our assessment, our management concluded that, as of December 31, 2017, our internal control over financial reporting was effective.

KPMG LLP, our Independent Registered Public Accounting Firm, has issued an attestation report on our internal control over financial reporting as of December 31, 2017, which is included in Item 8 of this Form 10-K.

Item 9B. Other Information

None.

PART III

Item 10. Directors, Executive Officers and Corporate Governance

Information required by this item will be included in our Proxy Statement for our 2018 Annual Meeting of Shareholders and, upon filing, is incorporated herein by reference.

Item 11. Executive Compensation

Information required by this item will be included in our Proxy Statement for our 2018 Annual Meeting of Shareholders and, upon filing, is incorporated herein by reference.

Item 12. Security Ownership of Certain Beneficial Owners and Management

Equity Compensation Plan Information

The following table summarizes equity securities authorized for issuance as of December 31, 2017.

Plan Category	Number of securities to be issued upon exercise of outstanding options, warrants and rights (a)	Weighted average exercise price of outstanding options, warrants and rights (b)	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a) (c) (2)
Equity compensation plans approved by shareholders	344,804	\$— (1)	1,665,697
Equity compensation plans not approved by shareholders	—	—	—
Total	344,804	\$—	1,665,697

(1) There is no exercise price associated with our restricted stock units.

(2) Includes 1,383,827 shares available pursuant to our 2013 Amended and Restated Stock Incentive Plan and 281,870 shares available pursuant to our Employee Stock Purchase Plan.

The additional information required by this item will be included in our Proxy Statement for our 2018 Annual Meeting of Shareholders and, upon filing, is incorporated herein by reference.

Item 13. Certain Relationships and Related Transactions, and Director Independence

Information required by this item will be included in our Proxy Statement for our 2018 Annual Meeting of Shareholders and, upon filing, is incorporated herein by reference.

Item 14. Principal Accountant Fees and Services

Information required by this item will be included in our Proxy Statement for our 2018 Annual Meeting of Shareholders and, upon filing, is incorporated herein by reference.

PART IV

Item 15. Exhibits and Financial Statement Schedules

Financial Statements and Schedules

The Consolidated Financial Statements, together with the reports thereon of KPMG LLP, Independent Registered Public Accounting Firm, are included on the pages indicated below:

	<u>Page</u>
Report of Independent Registered Public Accounting Firm	F- 1
Consolidated Balance Sheets as of December 31, 2017 and 2016	F- 4
Consolidated Statements of Operations for the years ended December 31, 2017, 2016 and 2015	F- 5
Consolidated Statements of Comprehensive Income for the years ended December 31, 2017, 2016 and 2015	F- 6
Consolidated Statements of Changes in Stockholders' Equity for the years ended December 31, 2017, 2016 and 2015	F- 7
Consolidated Statements of Cash Flows for the years ended December 31, 2017, 2016 and 2015	F- 8
Notes to Consolidated Financial Statements	F- 9
Selected Quarterly Financial Information (Unaudited)	F- 35

There are no schedules required to be filed herewith.

Item 16. Form 10-K Summary

None.

Exhibit Index

The following exhibits are filed herewith. An asterisk (*) beside the exhibit number indicates the exhibits containing a management contract, compensatory plan or arrangement.

<u>Exhibit</u>	<u>Description</u>
2.1	Stock Purchase Agreement between Lithia Motors, Inc. and DCH Auto Group (USA) Limited dated June 14, 2014 (incorporated by reference to exhibit 2.1 to the Company's Form 8-K filed October 3, 2014)
2.1.1	First Amendment to Stock Purchase Agreement between Lithia Motors, Inc. and DCH Auto Group (USA) Limited effective July 15, 2014 (incorporated by reference to exhibit 2.2 to the Company's Form 10-Q for the quarter ended June 30, 2014)
2.1.2	Second Amendment to Stock Purchase Agreement between Lithia Motors, Inc. and DCH Auto Group (USA) Limited effective November 13, 2014 (incorporated by reference to exhibit 2.1.2 to the Company's Form 10-K for the year ended December 31, 2014)
3.1	Restated Articles of Incorporation of Lithia Motors, Inc., as amended May 13, 1999 (incorporated by reference to exhibit 3.1 to the Company's Form 10-K for the year ended December 31, 1999)
3.2	2013 Amended and Restated Bylaws of Lithia Motors, Inc. (incorporated by reference to exhibit 3.1 to the Company's Form 8-K filed August 26, 2013)
4.1	Indenture, dated as of July 24, 2017, among Lithia Motors, Inc., the Guarantors and the Trustee (incorporated by reference to exhibit 4.1 to Form 8-K dated July 24, 2017 and filed with the Securities and Exchange Commission on July 24, 2017).
4.2	Form of 5.250% Senior Notes due 2025 (included as part of Exhibit 4.1)(incorporated by reference to exhibit 4.1 to Form 8-K dated July 24, 2017 and filed with the Securities and Exchange Commission on July 24, 2017).
10.1*	2009 Employee Stock Purchase Plan (incorporated by reference to Appendix A to the Company's Proxy Statement for its 2009 annual meeting of shareholders filed on March 20, 2009)

<u>Exhibit</u>	<u>Description</u>
<u>10.1.1</u> *	Amendment 2014-1 to the Lithia Motors, Inc. 2009 Employee Stock Purchase Plan (incorporated by reference to exhibit 10.1.1 to the Company's Form 10-K for the year ended December 31, 2014)
<u>10.2</u> *	Lithia Motors, Inc. 2013 Amended and Restated Stock Incentive Plan (incorporated by reference to exhibit 10.1 to the Company's Form 8-K filed May 2, 2013)
<u>10.2.1</u> *	RSU Deferral Plan (incorporated by reference to exhibit 10.3.1 to the Company's Form 10-K for the year ended December 31, 2011)
<u>10.2.2</u> *	Amendment to RSU Deferral Plan (incorporated by reference to exhibit 10.2.2 to the Company's Form 10-K for the year ended December 31, 2014)
<u>10.2.3</u> *	Restricted Stock Unit (RSU) Deferral Election Form (incorporated by reference to exhibit 10.2.3 to the Company's Form 10-K for the year ended December 31, 2014)
<u>10.3</u> *	Form of Restricted Stock Unit Agreement (2016 Performance- and Time-Vesting) (for Senior Executives) (incorporated by reference to exhibit 10.3.3 to the Company's Form 10-K for the year ended December 31, 2015)
<u>10.3.1</u> *	Form of Restricted Stock Unit Agreement (2017 Performance- and Time-Vesting) (for Senior Executives) (incorporated by reference to exhibit 10.3.1 to the Company's Form 10-K for the year ended December 31, 2016)
<u>10.3.2</u> *	Form of Restricted Stock Unit Agreement (2018 Performance- and Time-Vesting) (for Senior Executives)
<u>10.3.3</u> *	Form of Restricted Stock Unit Agreement (Time-Vesting) (incorporated by reference to exhibit 10.3.2 to the Company's Form 10-K for the year ended December 31, 2016)
<u>10.4</u> *	Lithia Motors, Inc. 2013 Discretionary Support Services Variable Performance Compensation Plan (incorporated by reference to exhibit 10.2 to the Company's Form 8-K filed May 2, 2013)
<u>10.5</u> *	Form of Outside Director Nonqualified Deferred Compensation Agreement (incorporated by reference to exhibit 10.20 to the Company's Form 10-K for the year ended December 31, 2005)
<u>10.6</u>	Amended and Restated Loan Agreement among Lithia Motors, Inc., the subsidiaries of Lithia Motors, Inc. listed on the signature pages of the agreement or that thereafter become borrowers thereunder, the lenders party thereto from time to time, and U.S. Bank National Association (incorporated by reference to exhibit 10.1 to the Company's Form 8-K filed October 3, 2014)
<u>10.6.1</u>	First Amendment to Amended and Restated Loan Agreement (incorporated by reference to exhibit 10.4 to the Company's Form 10-Q for the quarter ended March 31, 2015)
<u>10.6.2</u>	Second Amendment to Amended and Restated Loan Agreement (incorporated by reference to exhibit 10.1 to the Company's Form 8-K filed December 22, 2015)
<u>10.6.3</u>	Third Amendment to Amended and Restated Loan Agreement (incorporated by reference to exhibit 10.1 to the Company's Form 10-Q for the quarter ended June 30, 2016)
<u>10.6.4</u>	Fourth Amendment to Amended and Restated Loan Agreement (incorporated by reference to exhibit 10.2 to the Company's Form 10-Q for the quarter ended June 30, 2016)
<u>10.6.6</u>	Sixth Amendment to Amended and Restated Loan Agreement dated July 12, 2017. (incorporated by reference to exhibit 10.1 to the Company's Form 10-Q for the quarter ended September 30, 2017)
<u>10.6.7</u>	Seventh Amendment to Amended and Restated Loan Agreement dated August 1, 2017 (incorporated by reference to exhibit 10.1 to Form 8-K dated August 1, 2017 and filed with the Securities and Exchange Commission on August 3, 2017)
<u>10.7</u> *	Amended and Restated Split-Dollar Agreement (incorporated by reference to exhibit 10.17 to the Company's Form 10-K for the year ended December 31, 2012)
<u>10.8</u> *	Form of Indemnity Agreement for each Named Executive Officer (incorporated by reference to exhibit 10.1 to the Company's Form 8-K filed May 29, 2009)
<u>10.9</u> *	Form of Indemnity Agreement for each non-management Director (incorporated by reference to exhibit 10.2 to the Company's Form 8-K filed May 29, 2009)
<u>10.10</u> *	Executive Management Non-Qualified Deferred Compensation and Long-Term Incentive Plan (incorporated by reference to exhibit 10.1 to the Company's Form 10-Q for the quarter ended March 31, 2016)

<u>Exhibit</u>	<u>Description</u>
<u>10.10.1</u> *	Form of Executive Management Non-Qualified Deferred Compensation and Long-Term Incentive Plan – Notice of Discretionary Contribution Award for Sidney DeBoer (incorporated by reference to exhibit 10.22.1 to the Company’s Form 10-K for the year ended December 31, 2010)
<u>10.10.2</u> *	Form of Executive Management Non-Qualified Deferred Compensation and Long-Term Incentive Plan – Notice of Discretionary Contribution Award (incorporated by reference to exhibit 10.22.2 to the Company’s Form 10-K for the year ended December 31, 2010)
<u>10.11</u> *	Transition Agreement dated September 14, 2015 between Lithia Motors, Inc. and Sidney B. DeBoer (incorporated by reference to exhibit 10.1 to the Company’s Form 8-K filed September 17, 2015)
<u>10.12</u> *	Director Service Agreement effective January 1, 2016 between Lithia Motors, Inc. and Sidney B. DeBoer (incorporated by reference to Exhibit 10.2 to the Company’s Form 8-K filed September 17, 2015)
<u>10.13</u> *	Form of Employment and Change in Control Agreement dated February 4, 2016 between Lithia Motors, Inc. and Bryan DeBoer (incorporated by reference to Exhibit 10.1 to the Company’s Form 8-K filed February 5, 2016) ⁽¹⁾
<u>12</u>	Ratio of Earnings to Combined Fixed Charges
<u>21</u>	Subsidiaries of Lithia Motors, Inc.
<u>23</u>	Consent of KPMG LLP, Independent Registered Public Accounting Firm
<u>31.1</u>	Certification of Chief Executive Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934.
<u>31.2</u>	Certification of Chief Financial Officer pursuant to Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934.
<u>32.1</u>	Certification of Chief Executive Officer pursuant to Rule 13a-14(b) or Rule 15d-14(b) of the Securities Exchange Act of 1934 and 18 U.S.C. Section 1350.
<u>32.2</u>	Certification of Chief Financial Officer pursuant to Rule 13a-14(b) or Rule 15d-14(b) of the Securities Exchange Act of 1934 and 18 U.S.C. Section 1350.
101.INS	XBRL Instance Document.
101.SCH	XBRL Taxonomy Extension Schema Document.
101.CAL	XBRL Taxonomy Extension Calculation Linkbase Document.
101.DEF	XBRL Taxonomy Extension Definition Linkbase Document.
101.LAB	XBRL Taxonomy Extension Label Linkbase Document.
101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document.

⁽¹⁾ Substantially similar agreements exist between Lithia Motors, Inc. and each of Scott Hillier, Christopher S. Holzshu, John F. North III, George Liang, Mark DeBoer, Tom Dobry and Bryan Osterhout. The "Cash Change in Control Benefits" under the agreements with Mr. Mark DeBoer and Mr. Dobry provide for 12 months of base salary rather than 24 months.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: February 23, 2018

LITHIA MOTORS, INC.

By /s/ Bryan B. DeBoer

Bryan B. DeBoer

Director, President and Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities indicated on February 23, 2018:

Signature

Title

/s/ Bryan B. DeBoer

Bryan B. DeBoer

Director, President and Chief Executive Officer.
(Principal Executive Officer)

/s/ John F. North, III

John F. North, III

Senior Vice President and Chief Financial Officer
(Principal Accounting Officer)

/s/ Sidney B. DeBoer

Sidney B. DeBoer

Chairman of the Board

/s/ Thomas R. Becker

Thomas Becker

Director

/s/ Susan O. Cain

Susan O. Cain

Director

/s/ Kenneth E. Roberts

Kenneth E. Roberts

Director

/s/ David J. Robino

David J. Robino

Director

Report of Independent Registered Public Accounting Firm

To the Stockholders and Board of Directors
Lithia Motors, Inc.:

Opinion on the Consolidated Financial Statements

We have audited the accompanying consolidated balance sheets of Lithia Motors, Inc. and subsidiaries (the "Company") as of December 31, 2017 and 2016, the related consolidated statements of operations, comprehensive income, changes in stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2017 and the related notes (collectively, the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2017 and 2016, and the results of its operations and its cash flows for each of the years in the three-year period ended December 31, 2017, in conformity with U.S. generally accepted accounting principles.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) ("PCAOB"), the Company's internal control over financial reporting as of December 31, 2017, based on criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission, and our report dated February 23, 2018 expressed an unqualified opinion on the effectiveness of the Company's internal control over financial reporting.

Basis for Opinion

These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audits provide a reasonable basis for our opinion.

/s/ KPMG LLP

We have served as the Company's auditor since 1993.
Portland, Oregon
February 23, 2018

Report of Independent Registered Public Accounting Firm

To the Stockholders and Board of Directors
Lithia Motors, Inc.:

Opinion on Internal Control Over Financial Reporting

We have audited Lithia Motors, Inc. and subsidiaries' (the "Company") internal control over financial reporting as of December 31, 2017, based on criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission. In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2017, based on criteria established in *Internal Control - Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) ("PCAOB"), the consolidated balance sheets of the Company as of December 31, 2017 and 2016, the related consolidated statements of operations, comprehensive income, changes in stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2017, and the related notes (collectively, the consolidated financial statements), and our report dated February 23, 2018 expressed an unqualified opinion on those consolidated financial statements.

The Company acquired 18 dealerships during 2017, and management excluded from its assessment of the effectiveness of the Company's internal control over financial reporting as of December 31, 2017, all of these acquired stores' internal control over financial reporting. The total assets of these 18 stores represented approximately 11% of consolidated total assets as of December 31, 2017 and approximately 6% of consolidated revenues for the year ended December 31, 2017. Our audit of internal control over financial reporting of the Company also excluded an evaluation of the internal control over financial reporting of these 18 dealerships.

Basis for Opinion

The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

Definition and Limitations of Internal Control Over Financial Reporting

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become

inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/ KPMG LLP

Portland, Oregon
February 23, 2018

LITHIA MOTORS, INC. AND SUBSIDIARIES
Consolidated Balance Sheets
(In thousands)

	December 31,	
	2017	2016
Assets		
Current Assets:		
Cash and cash equivalents	\$ 57,253	\$ 50,282
Accounts receivable, net of allowance for doubtful accounts of \$7,386 and \$5,281	521,938	417,714
Inventories, net	2,132,744	1,772,587
Other current assets	70,847	46,611
Total Current Assets	2,782,782	2,287,194
Property and equipment, net of accumulated depreciation of \$197,802 and \$167,300	1,185,169	1,006,130
Goodwill	256,320	259,399
Franchise value	186,977	184,268
Other non-current assets	271,818	107,159
Total Assets	\$ 4,683,066	\$ 3,844,150
Liabilities and Stockholders' Equity		
Current Liabilities:		
Floor plan notes payable	\$ 116,774	\$ 94,602
Floor plan notes payable: non-trade	1,802,252	1,506,895
Current maturities of long-term debt	18,876	20,965
Trade payables	111,362	88,423
Accrued liabilities	251,717	211,109
Total Current Liabilities	2,300,981	1,921,994
Long-term debt, less current maturities	1,028,476	769,916
Deferred revenue	103,111	81,929
Deferred income taxes	56,277	59,075
Other long-term liabilities	111,003	100,460
Total Liabilities	3,599,848	2,933,374
Stockholders' Equity:		
Preferred stock - no par value; authorized 15,000 shares; none outstanding	—	—
Class A common stock - no par value; authorized 100,000 shares; issued and outstanding 23,968 and 23,382	149,123	165,512
Class B common stock - no par value; authorized 25,000 shares; issued and outstanding 1,000 and 1,762	124	219
Additional paid-in capital	11,309	41,225
Retained earnings	922,662	703,820
Total Stockholders' Equity	1,083,218	910,776
Total Liabilities and Stockholders' Equity	\$ 4,683,066	\$ 3,844,150

See accompanying notes to consolidated financial statements.

LITHIA MOTORS, INC. AND SUBSIDIARIES
Consolidated Statements of Operations
(In thousands, except per share amounts)

	Year Ended December 31,		
	2017	2016	2015
Revenues:			
New vehicle	\$ 5,763,587	\$ 4,938,436	\$ 4,552,301
Used vehicle retail	2,544,379	2,226,951	1,927,016
Used vehicle wholesale	277,844	276,616	261,530
Finance and insurance	385,863	330,922	283,018
Service, body and parts	1,015,773	844,505	738,990
Fleet and other	99,064	60,727	101,397
Total revenues	<u>10,086,510</u>	<u>8,678,157</u>	<u>7,864,252</u>
Cost of sales:			
New vehicle	5,423,744	4,649,024	4,271,931
Used vehicle retail	2,257,544	1,963,267	1,685,767
Used vehicle wholesale	273,058	272,303	257,073
Service, body and parts	522,649	434,222	375,069
Fleet and other	93,429	58,026	98,778
Total cost of sales	<u>8,570,424</u>	<u>7,376,842</u>	<u>6,688,618</u>
Gross profit	1,516,086	1,301,315	1,175,634
Asset impairments	—	13,992	20,124
Selling, general and administrative	1,049,378	899,590	811,175
Depreciation and amortization	57,722	49,369	41,600
Operating income	408,986	338,364	302,735
Floor plan interest expense	(39,336)	(25,531)	(19,534)
Other interest expense	(34,776)	(23,207)	(19,491)
Other (expense) income, net	12,195	(6,103)	(1,006)
Income before income taxes	347,069	283,523	262,704
Income tax provision	(101,852)	(86,465)	(79,705)
Net income	<u>\$ 245,217</u>	<u>\$ 197,058</u>	<u>\$ 182,999</u>
Basic net income per share			
	<u>\$ 9.78</u>	<u>\$ 7.76</u>	<u>\$ 6.96</u>
Shares used in basic per share calculations	<u>25,065</u>	<u>25,409</u>	<u>26,290</u>
Diluted net income per share			
	<u>\$ 9.75</u>	<u>\$ 7.72</u>	<u>\$ 6.91</u>
Shares used in diluted per share calculations	<u>25,145</u>	<u>25,521</u>	<u>26,490</u>
Cash dividends paid per Class A and Class B share			
	<u>\$ 1.06</u>	<u>\$ 0.95</u>	<u>\$ 0.76</u>

See accompanying notes to consolidated financial statements.

LITHIA MOTORS, INC. AND SUBSIDIARIES
Consolidated Statements of Comprehensive Income
(In thousands)

	<u>Year Ended December 31,</u>		
	<u>2017</u>	<u>2016</u>	<u>2015</u>
Net income	\$ 245,217	\$ 197,058	\$ 182,999
Other comprehensive income, net of tax:			
Gain on cash flow hedges, net of tax expense of \$0, \$175 and \$399	—	277	649
Comprehensive income	<u>\$ 245,217</u>	<u>\$ 197,335</u>	<u>\$ 183,648</u>

See accompanying notes to consolidated financial statements.

LITHIA MOTORS, INC. AND SUBSIDIARIES
Consolidated Statements of Changes in Stockholders' Equity
(In thousands)

	Common Stock				Additional Paid-In Capital	Accumulated Other Comprehensive Loss	Retained Earnings	Total Stockholders' Equity
	Class A		Class B					
	Shares	Amount	Shares	Amount				
Balance at December 31, 2014	23,671	\$ 276,058	2,562	\$ 319	\$ 29,775	\$ (926)	\$ 367,879	\$ 673,105
Net income	—	—	—	—	—	—	182,999	182,999
Gain on cash flow hedges, net of tax expense of \$399	—	—	—	—	—	649	—	649
Issuance of stock in connection with employee stock plans	74	6,065	—	—	—	—	—	6,065
Issuance of restricted stock to employees	217	—	—	—	—	—	—	—
Repurchase of Class A common stock	(306)	(31,548)	—	—	—	—	—	(31,548)
Class B common stock converted to Class A common stock	20	3	(20)	(3)	—	—	—	—
Compensation for stock and stock option issuances and excess tax benefits from option exercises	—	7,832	—	—	9,047	—	—	16,879
Dividends paid	—	—	—	—	—	—	(19,985)	(19,985)
Balance at December 31, 2015	23,676	258,410	2,542	316	38,822	(277)	530,893	828,164
Net income	—	—	—	—	—	—	197,058	197,058
Gain on cash flow hedges, net of tax expense of \$175	—	—	—	—	—	277	—	277
Issuance of stock in connection with employee stock plans	93	6,932	—	—	—	—	—	6,932
Issuance of restricted stock to employees	241	—	—	—	—	—	—	—
Repurchase of Class A common stock	(1,408)	(112,939)	—	—	—	—	—	(112,939)
Class B common stock converted to Class A common stock	780	97	(780)	(97)	—	—	—	—
Compensation for stock and stock option issuances and excess tax benefits from option exercises	—	13,012	—	—	2,403	—	—	15,415
Dividends paid	—	—	—	—	—	—	(24,131)	(24,131)
Balance at December 31, 2016	23,382	165,512	1,762	219	41,225	—	703,820	910,776
Adjustment to adopt ASU 2016-09	—	—	—	—	(169)	—	169	—
Net income	—	—	—	—	—	—	245,217	245,217
Issuance of stock in connection with employee stock plans	90	7,509	—	—	—	—	—	7,509
Issuance of restricted stock to employees	91	—	—	—	—	—	—	—
Repurchase of Class A common stock	(361)	(33,753)	—	—	—	—	—	(33,753)
Class B common stock converted to Class A common stock	762	95	(762)	(95)	—	—	—	—
Compensation for stock and stock option issuances and excess tax benefits from option exercises	—	7,623	—	—	3,649	—	—	11,272
Option premiums paid	—	—	—	—	(33,396)	—	—	(33,396)
Dividends paid	—	—	—	—	—	—	(26,544)	(26,544)

Issuance of stock in connection with acquisitions	4	2,137	—	—	—	—	—	2,137
Balance at December 31, 2017	<u>23,968</u>	<u>\$ 149,123</u>	<u>1,000</u>	<u>\$ 124</u>	<u>\$ 11,309</u>	<u>\$ —</u>	<u>\$ 922,662</u>	<u>\$ 1,083,218</u>

See accompanying notes to consolidated financial statements.

LITHIA MOTORS, INC. AND SUBSIDIARIES
Consolidated Statements of Cash Flows
(In thousands)

	Year Ended December 31,		
	2017	2016	2015
Cash flows from operating activities:			
Net income	\$ 245,217	\$ 197,058	\$ 182,999
Adjustments to reconcile net income to net cash provided by operating activities:			
Asset impairments	—	13,992	20,124
Depreciation and amortization	57,722	49,369	41,600
Stock-based compensation	11,272	11,047	11,871
(Gain) loss on disposal of other assets	(438)	(4,343)	203
Gain from disposal activities	(5,110)	(1,102)	(5,919)
Deferred income taxes	(2,798)	10,138	12,341
(Increase) decrease (net of acquisitions and dispositions):			
Trade receivables, net	(57,360)	(105,961)	(13,047)
Inventories	(193,099)	(168,847)	(197,079)
Other assets	(3,120)	(13,305)	(31,290)
Increase (decrease) (net of acquisitions and dispositions):			
Floor plan notes payable	20,273	16,385	7,035
Trade payables	20,008	16,449	674
Accrued liabilities	37,227	42,852	16,273
Other long-term liabilities and deferred revenue	19,062	27,173	33,766
Net cash provided by operating activities	148,856	90,905	79,551
Cash flows from investing activities:			
Capital expenditures	(105,378)	(100,761)	(83,244)
Proceeds from sales of assets	15,201	2,211	270
Cash paid for other investments	(8,570)	(30,280)	(28,110)
Cash paid for acquisitions, net of cash acquired	(460,394)	(234,700)	(71,615)
Proceeds from sales of stores	20,943	11,837	12,966
Net cash used in investing activities	(538,198)	(351,693)	(169,733)
Cash flows from financing activities:			
Borrowings on floor plan notes payable: non-trade, net	241,479	252,893	136,201
Borrowings on lines of credit	1,754,450	1,244,343	1,261,597
Repayments on lines of credit	(1,836,167)	(1,123,082)	(1,298,120)
Principal payments on long-term debt, scheduled	(18,218)	(16,717)	(15,404)
Principal payments on long-term debt and capital leases, other	(50,288)	(27,703)	(9,189)
Proceeds from issuance of long-term debt	395,905	66,466	75,675
Payment of debt issuance costs	(4,664)	—	—
Proceeds from issuance of common stock	7,509	6,932	6,065
Repurchase of common stock	(33,753)	(112,939)	(31,548)
Dividends paid	(26,544)	(24,131)	(19,985)
Other financing activity	(33,396)	—	—
Net cash provided by financing activities	396,313	266,062	105,292
Increase in cash and cash equivalents	6,971	5,274	15,110
Cash and cash equivalents at beginning of year	50,282	45,008	29,898
Cash and cash equivalents at end of year	\$ 57,253	\$ 50,282	\$ 45,008
Supplemental disclosure of cash flow information:			
Cash paid during the period for interest	\$ 68,850	\$ 49,730	\$ 41,098
Cash paid during the period for income taxes, net	127,258	57,236	86,533
Floor plan debt paid in connection with store disposals	3,699	5,284	4,400

Supplemental schedule of non-cash activities:

Debt issued in connection with acquisitions	\$	1,748	\$	—	\$	2,160
Non-cash assets transferred in connection with acquisitions		—		2,637		—
Debt forgiven in connection with acquisitions		—		—		1,374
Debt assumed in connection with acquisitions		84,333		48,081		—
Acquisition of assets with capital leases		—		8,916		—
Issuance of Class A common stock in connection with acquisition		2,137		—		—

See accompanying notes to consolidated financial statements.

LITHIA MOTORS, INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(1) Summary of Significant Accounting Policies

Organization and Business

We are one of the largest automotive retailers in the United States and are among the fastest growing companies in the Fortune 500 (#318-2017) with 171 stores representing 30 brands in 18 states. We offer vehicles online and through our nationwide retail network. Our "Growth Powered by People" strategy drives us to innovate and continuously improve the customer experience. Our dealerships are located across the United States. We seek domestic, import and luxury franchises in cities ranging from mid-sized regional markets to metropolitan markets. We evaluate all brands for expansion opportunities provided the market is large enough to support adequate new vehicle sales to justify the required capital investment.

Basis of Presentation

The accompanying Consolidated Financial Statements reflect the results of operations, the financial position and the cash flows for Lithia Motors, Inc. and its directly and indirectly wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

Cash and Cash Equivalents

Cash and cash equivalents are defined as cash on hand and cash in bank accounts without restrictions.

Accounts Receivable

Accounts receivable classifications include the following:

- Contracts in transit are receivables from various lenders for the financing of vehicles that we have arranged on behalf of the customer and are typically received within five to ten days of selling a vehicle.
- Trade receivables are comprised of amounts due from customers, lenders for the commissions earned on financing and others for commissions earned on service contracts and insurance products.
- Vehicle receivables represent receivables for the portion of the vehicle sales price paid directly by the customer.
- Manufacturer receivables represent amounts due from manufacturers, including holdbacks, rebates, incentives and warranty claims.
- Auto loan receivables include amounts due from customers related to retail sales of vehicles and certain finance and insurance products.

Receivables are recorded at invoice and do not bear interest until they are 60 days past due. The allowance for doubtful accounts represents an estimate of the amount of net losses inherent in our portfolio of accounts receivable as of the reporting date. We estimate an allowance for doubtful accounts based on our historical write-off experience and consider recent delinquency trends and recovery rates. Account balances are charged against the allowance after all appropriate means of collection have been exhausted and the potential for recovery is considered remote. The annual activity for charges and subsequent recoveries is immaterial. See Note 2.

Inventories

Inventories are valued at the lower of net realizable value or cost, using the specific identification method for new vehicles, pooled approach for used vehicles, and the lower of cost (first-in, first-out) or market method for parts. The cost of new and used vehicle inventories includes the cost of any equipment added, reconditioning and transportation. Certain acquired inventories are valued using the last-in first-out (LIFO) method. The LIFO reserve associated with this inventory as of December 31, 2017 and 2016 was immaterial.

Manufacturers reimburse us for holdbacks, floor plan interest assistance and advertising assistance, which are reflected as a reduction in the carrying value of each vehicle purchased. We recognize advertising assistance, floor plan interest assistance, holdbacks, cash incentives and other rebates received from manufacturers that are tied to specific vehicles as a reduction to cost of sales as the related vehicles are sold.

Parts purchase discounts that we receive from the manufacturer are reflected as a reduction in the carrying value of the parts purchased from the manufacturer and are recognized as a reduction to cost of goods sold as the related inventory is sold. See Note 3.

Property and Equipment

Property and equipment are stated at cost and depreciated over their estimated useful lives on the straight-line basis. Leasehold improvements made at the inception of the lease or during the term of the lease are amortized on a straight-line basis over the shorter of the life of the improvement or the remaining term of the lease.

The range of estimated useful lives is as follows:

Buildings and improvements	5 to 40 years
Service equipment	5 to 15 years
Furniture, office equipment, signs and fixtures	3 to 10 years

The cost for maintenance, repairs and minor renewals is expensed as incurred, while significant remodels and betterments are capitalized. In addition, interest on borrowings for major capital projects, significant remodels, and betterments are capitalized. Capitalized interest becomes a part of the cost of the depreciable asset and is depreciated according to the estimated useful lives as previously stated. For the years ended December 31, 2017, 2016 and 2015, we recorded capitalized interest of \$0.5 million, \$0.4 million and \$0.5 million, respectively.

When an asset is retired, or otherwise disposed of, the related cost and accumulated depreciation are removed from the accounts and any gain or loss is credited or charged to income from operations.

Leased property meeting certain criteria are recorded as capital leases. We have capital leases for certain locations, expiring at various dates through December 31, 2050. Our capital leases are included in property and equipment on our Consolidated Balance Sheets. Amortization of capitalized leased assets is computed on a straight-line basis over the term of the lease, unless the lease transfers title or it contains a bargain purchase option, in which case, it is amortized over the asset's useful life and is included in depreciation expense. Capital lease obligations are recorded as the lesser of the estimated fair market value of the leased property or the net present value of the aggregated future minimum payments and are included in current maturities of long-term debt and long-term debt on our Consolidated Balance Sheets. Interest associated with these obligations is included in other interest expense in the Consolidated Statements of Operations. See Note 7.

Long-lived assets held and used by us are reviewed for impairment whenever events or circumstances indicate that the carrying amount of assets may not be recoverable. We consider several factors when evaluating whether there are indications of potential impairment related to our long-lived assets, including store profitability, overall macroeconomic factors and the impact of our strategic management decisions. If recoverability testing is performed, we evaluate assets to be held and used by comparing the carrying amount of an asset to future net undiscounted cash flows associated with the asset, including its disposition. If such assets are considered to be impaired, the amount by which the carrying amount of the assets exceeds the fair value of the assets is recognized as a charge to income from operations. See Note 4.

Goodwill

Goodwill represents the excess purchase price over the fair value of net assets acquired which is not allocable to separately identifiable intangible assets. Other identifiable intangible assets, such as franchise rights, are separately recognized if the intangible asset is obtained through contractual or other legal right or if the intangible asset can be sold, transferred, licensed or exchanged.

Goodwill is not amortized but tested for impairment at least annually, and more frequently if events or circumstances indicate the carrying amount of the reporting unit more likely than not exceeds fair value. We have the option to qualitatively or quantitatively assess goodwill for impairment and we evaluated our goodwill using a qualitative assessment process. Goodwill is tested for impairment at the reporting unit level. Our reporting units are individual stores as this is the level at which discrete financial information is available and for which operating results are regularly reviewed by our chief operating decision maker to allocate resources and assess performance.

We test our goodwill for impairment on October 1 of each year. In 2017, we evaluated our goodwill using a qualitative assessment process. If the qualitative factors determine that it is more likely than not that the fair value of the reporting unit exceeds the carrying amount, goodwill is not impaired. If the qualitative assessment determines it is more likely than not the fair value is less than the carrying amount, the first step of the two-step goodwill impairment test is performed. See Note 5.

Franchise Value

We enter into agreements (“Franchise Agreements”) with the manufacturers. Franchise value represents a right received under Franchise Agreements with manufacturers and is identified on an individual store basis.

We evaluated the useful lives of our Franchise Agreements based on the following factors:

- certain of our Franchise Agreements continue indefinitely by their terms;
- certain of our Franchise Agreements have limited terms, but are routinely renewed without substantial cost to us;
- other than franchise terminations related to the unprecedented reorganizations of Chrysler and General Motors, and allowed by bankruptcy law, we are not aware of manufacturers terminating Franchise Agreements against the wishes of the franchise owners in the ordinary course of business. A manufacturer may pressure a franchise owner to sell a franchise when the owner is in breach of the franchise agreement over an extended period of time;
- state dealership franchise laws typically limit the rights of the manufacturer to terminate or not renew a franchise;
- we are not aware of any legislation or other factors that would materially change the retail automotive franchise system; and
- as evidenced by our acquisition and disposition history, there is an active market for most automotive dealership franchises within the United States. We attribute value to the Franchise Agreements acquired with the dealerships we purchase based on the understanding and industry practice that the Franchise Agreements will be renewed indefinitely by the manufacturer.

Accordingly, we have determined that our Franchise Agreements will continue to contribute to our cash flows indefinitely and, therefore, have indefinite lives.

As an indefinite-lived intangible asset, franchise value is tested for impairment at least annually, and more frequently if events or circumstances indicate the carrying value may exceed fair value. The impairment test for indefinite-lived intangible assets requires the comparison of estimated fair value to carrying value. An impairment charge is recorded to the extent the fair value is less than the carrying value. We have the option to qualitatively or quantitatively assess indefinite-lived intangible assets for impairment. We evaluated our indefinite-lived intangible assets using a qualitative assessment process. We have determined the appropriate unit of accounting for testing franchise value for impairment is each individual store.

We test our franchise value for impairment on October 1 of each year. In 2017, we evaluated our franchise value using a qualitative assessment process. If the qualitative factors discussed above determine that it is more likely than not that the fair value of the individual store's franchise value exceeds the carrying amount, the franchise value is not impaired and the second step is not necessary. If the qualitative assessment determines it is more likely than not the fair value is less than the carrying value, then a quantitative valuation of our franchise value is performed and an impairment would be recorded. See Note 5.

Equity-Method Investments

In 2016 and 2015, we owned investments in certain partnerships which we accounted for under the equity method. These investments are included as a component of other non-current assets in our Consolidated Balance Sheets. We determined that we lacked certain characteristics to direct the operations of the businesses and, as a result, do not qualify to consolidate these investments. Activity related to our equity-method investments is recognized in our Consolidated Statements of Operations as follows:

- an other than temporary decline in fair value is reflected as an asset impairment;
- our portion of the operating gains and losses is included as a component of other (expense) income, net;
- the amortization related to the discounted fair value of future equity contributions is recognized over the life of the investments as non-cash interest expense; and
- tax benefits and credits are reflected as a component of our income tax provision.

Periodically, whenever events or circumstances indicate that the carrying amount of assets may be impaired, we evaluate the equity-method investments for indications of loss resulting from an other than temporary decline. If

the equity-method investment is determined to be impaired, the amount by which the carrying amount exceeds the fair value of the investment is recognized as a charge to income from operations. See Notes 12 and 17.

Advertising

We expense production and other costs of advertising as incurred as a component of selling, general and administrative expense. Additionally, manufacturer cooperative advertising credits for qualifying, specifically-identified advertising expenditures are recognized as a reduction of advertising expense. Advertising expense and manufacturer cooperative advertising credits were as follows (in thousands):

Year Ended December 31,	2017	2016	2015
Advertising expense, gross	\$ 116,124	\$ 101,656	\$ 89,736
Manufacturer cooperative advertising credits	(22,812)	(20,293)	(19,801)
Advertising expense, net	\$ 93,312	\$ 81,363	\$ 69,935

Contract Origination Costs

Contract origination commissions paid to our employees directly related to the sale of our self-insured lifetime lube, oil and filter service contracts are deferred and charged to expense in proportion to the associated revenue to be recognized.

Legal Costs

We are a party to numerous legal proceedings arising in the normal course of business. We accrue for certain legal costs, including attorney fees and potential settlement claims related to various legal proceedings that are estimable and probable. See Note 7.

Stock-Based Compensation

Compensation costs associated with equity instruments exchanged for employee and director services are measured at the grant date, based on the fair value of the award. If there is a performance-based element to the award, the expense is recognized based on the estimated attainment level, estimated time to achieve the attainment level and/or the vesting period. Estimates of fair value are not intended to predict actual future events or the value ultimately realized by persons who receive equity awards. The fair value of non-vested stock awards is based on the intrinsic value on the date of grant. Shares to be issued upon the exercise of stock options and the vesting of stock awards will come from newly issued shares. See Note 10.

In January 2017, we adopted ASU 2016-09, which simplifies the accounting for several aspects of share-based payment transactions, including the income tax consequences, classification of awards as either equity or liabilities and classification on the statement of cash flows. As a result, we recorded the following:

- Reclassified \$0.2 million as a decrease to additional paid-in capital and an increase to retained earnings upon adoption related to our policy election to record forfeitures as they occur.
- All prior periods presented in our Consolidated Statements of Cash Flows have been adjusted for the presentation of excess tax benefits on the cash flow statement. This resulted in a \$4.4 million and a \$5.0 million reclassification between financing and operating cash flows for the years ended December 31, 2016 and 2015, respectively.
- We had \$0.3 million of tax-affected state net operating loss carryforwards related to excess tax benefits for which a deferred tax asset had not been recognized. At adoption, this amount was recorded with the offset to retained earnings. Additionally, we do not believe that it is more-likely-than-not that the asset will be utilized and, as a result, a valuation allowance in the same amount was recorded that offset the impact to retained earnings. See Note 13.

Income and Other Taxes

Income taxes are accounted for under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities, their respective tax bases, operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. A valuation allowance, if needed, reduces deferred tax assets when it is more likely than not that some or all of the deferred tax assets will not be realized.

When there are situations with uncertainty as to the timing of the deduction, the amount of the deduction, or the validity of the deduction, we adjust our financial statements to reflect only those tax positions that are more-likely-than-not to be sustained. Positions that meet this criterion are measured using the largest benefit that is more than 50% likely to be realized. Interest and penalties are recorded as income tax provision in the period incurred or accrued when related to an uncertain tax position. See Note 13.

We account for all taxes assessed by a governmental authority that are directly imposed on a revenue-producing transaction (i.e., sales, use, value-added) on a net (excluded from revenues) basis.

Concentration of Risk and Uncertainties

We purchase substantially all of our new vehicles and inventory from various manufacturers at the prevailing prices charged by auto manufacturers to all franchised dealers. Our overall sales could be impacted by the auto manufacturers' inability or unwillingness to supply dealerships with an adequate supply of popular models.

We depend on our manufacturers to provide a supply of vehicles which supports expected sales levels. In the event that manufacturers are unable to supply the needed level of vehicles, our financial performance may be adversely impacted.

We depend on our manufacturers to deliver high-quality, defect-free vehicles. In the event that manufacturers experience future quality issues, our financial performance may be adversely impacted.

We are subject to a concentration of risk in the event of financial distress, including potential reorganization or bankruptcy, of a major vehicle manufacturer. Our sales volume could be materially adversely impacted by the manufacturers' or distributors' inability to supply the stores with an adequate supply of vehicles. We also receive incentives and rebates from our manufacturers, including cash allowances, financing programs, discounts, holdbacks and other incentives. These incentives are recorded as accounts receivable in our Consolidated Balance Sheets until payment is received. Our financial condition could be materially adversely impacted by the manufacturers' or distributors' inability to continue to offer these incentives and rebates at substantially similar terms, or to pay our outstanding receivables.

We enter into Franchise Agreements with the manufacturers. The Franchise Agreements generally limit the location of the dealership and provide the auto manufacturer approval rights over changes in dealership management and ownership. The auto manufacturers are also entitled to terminate the Franchise Agreement if the dealership is in material breach of the terms. Our ability to expand operations depends, in part, on obtaining consents of the manufacturers for the acquisition of additional dealerships. See also "Goodwill" and "Franchise Value" above.

We have a credit facility with a syndicate of 18 financial institutions, including seven manufacturer-affiliated finance companies. Several of these financial institutions also provide vehicle financing for certain new vehicles, vehicles that are designated for use as service loaners and mortgage financing. This credit facility is the primary source of floor plan financing for our new vehicle inventory and also provides used vehicle financing and a revolving line of credit. The term of the facility extends through August 2022. At maturity, our financial condition could be materially adversely impacted if lenders are unable to provide credit that has typically been extended to us or with terms unacceptable to us. Our financial condition could be materially adversely impacted if these providers incur losses in the future or undergo funding limitations. See Note 6.

We anticipate continued organic growth and growth through acquisitions. This growth will require additional credit which may be unavailable or with terms unacceptable to us. If these events were to occur, we may not be able to borrow sufficient funds to facilitate our growth.

Financial Instruments, Fair Value and Market Risks

The carrying amounts of cash equivalents, accounts receivable, trade payables, accrued liabilities and short-term borrowings approximate fair value because of the short-term nature and current market rates of these instruments.

Fair value estimates are made at a specific point in time, based on relevant market information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and, therefore, cannot be determined with precision. Changes in assumptions could significantly affect the estimates. See Note 12.

We have variable rate floor plan notes payable, mortgages and other credit line borrowings that subject us to market risk exposure. At December 31, 2017, we had \$2.3 billion outstanding in variable rate debt. These borrowings had interest rates ranging from 2.75% to 4.25% per annum. An increase or decrease in the interest rates would affect interest expense for the period accordingly.

The fair value of long-term, fixed interest rate debt is subject to interest rate risk. Generally, the fair value of fixed interest rate debt will increase as interest rates fall because we could refinance for a lower rate. Conversely, the fair value of fixed interest rate debt will decrease as interest rates rise. The interest rate changes affect the fair value, but do not impact earnings or cash flows. We monitor our fixed interest rate debt regularly, refinancing debt that is materially above market rates if permitted. See Note 12.

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the Consolidated Financial Statements and related notes to financial statements. Changes in such estimates may affect amounts reported in future periods.

Estimates are used in the calculation of certain reserves maintained for charge-backs on estimated cancellations of service contracts; life, accident and disability insurance policies; finance fees from customer financing contracts and uncollectible accounts receivable.

We also use estimates in the calculation of various expenses, accruals and reserves, including anticipated losses related to workers' compensation insurance; anticipated losses related to self-insurance components of our property and casualty and medical insurance; self-insured lifetime lube, oil and filter service contracts; discretionary employee bonuses, the Transition Agreement with Sidney B. DeBoer, our Chairman of the Board; warranties provided on certain products and services; legal reserves and stock-based compensation. We also make certain estimates regarding the assessment of the recoverability of long-lived assets, indefinite-lived intangible assets and deferred tax assets.

We offer a limited warranty on the sale of most retail used vehicles. This warranty is based on mileage and time. We also offer a mileage and time based warranty on parts used in our service repair work and on tire purchases. The cost that may be incurred for these warranties is estimated at the time the related revenue is recorded. A reserve for these warranty liabilities is estimated based on current sales levels, warranty experience rates and estimated costs per claim. The annual activity for reserve increases and claims is immaterial. As of December 31, 2017 and 2016, the accrued warranty balance was \$0.4 million and \$0.4 million, respectively.

Fair Value of Assets Acquired and Liabilities Assumed

We estimate the fair value of the assets acquired and liabilities assumed in a business combination using various assumptions. The most significant assumptions used relate to determining the fair value of property and equipment and intangible franchise rights.

We estimate the fair value of property and equipment based on a market valuation approach. We use prices and other relevant information generated primarily by recent market transactions involving similar or comparable assets, as well as our historical experience in divestitures, acquisitions and real estate transactions. Additionally, we may use a cost valuation approach to value long-lived assets when a market valuation approach is unavailable. Under this approach, we determine the cost to replace the service capacity of an asset, adjusted for physical and economic obsolescence. When available, we use valuation inputs from independent valuation experts, such as real estate appraisers and brokers, to corroborate our estimates of fair value.

We estimate the fair value of our franchise rights primarily using the Multi-Period Excess Earnings ("MPEE") model. The forecasted cash flows used in the MPEE model contain inherent uncertainties, including significant estimates and assumptions related to growth rates, margins, general operating expenses, and cost of capital. We use primarily internally-developed forecasts and business plans to estimate the future cash flows that each franchise will generate. We have determined that only certain cash flows of the store are directly attributable to the franchise rights. We estimate the appropriate interest rate to discount future cash flows to their present value equivalent taking into consideration factors such as a risk-free rate, a peer group average beta, an equity risk premium and a small stock risk premium. Additionally, we also may use a market approach to determine the fair value of our franchise rights. These market data points include our acquisition and divestiture experience and third-party broker estimates.

We use a relief-from-royalty method to determine the fair value of a trade name. Future cost savings associated with owning, rather than licensing, a trade name is estimated based on a royalty rate and management's forecasted sales projections. The discount rate applied to the future cost savings factors an equity market risk premium, small stock risk premium, an average peer group beta, a risk-free interest rate and a premium for forecast risk.

Revenue Recognition

Revenue from the sale of a vehicle is recognized when a contract is signed by the customer, financing has been arranged or collectibility is reasonably assured and the delivery of the vehicle to the customer is made. We do not allow the return of new or used vehicles, except where mandated by state law.

Revenue from parts and service is recognized upon delivery of the parts or service to the customer. We allow for customer returns on sales of our parts inventory up to 30 days after the sale. Most parts returns generally occur within one to two weeks from the time of sale, and are not significant.

Finance fees earned for notes placed with financial institutions in connection with customer vehicle financing are recognized, net of estimated charge-backs, as finance and insurance revenue upon acceptance of the credit by the financial institution and recognition of the sale of the vehicle.

Insurance income from third party insurance companies for commissions earned on credit life, accident and disability insurance policies sold in connection with the sale of a vehicle are recognized, net of anticipated cancellations, as finance and insurance revenue upon execution of the insurance contract and recognition of the sale of the vehicle.

Commissions from third party service contracts are recognized, net of anticipated cancellations, as finance and insurance revenue upon sale of the contracts and recognition of the sale of the vehicle. We also participate in future underwriting profit, pursuant to retrospective commission arrangements, which is recognized in income as earned.

Revenue related to self-insured lifetime lube, oil and filter service contracts is deferred and recognized based on expected future claims for service. The expected future claims experience is evaluated periodically to ensure it remains appropriate given actual claims history.

Segment Reporting

While we have determined that each individual store is a reporting unit, we have aggregated our reporting units into three reportable segments based on their economic similarities: Domestic, Import and Luxury.

Our Domestic segment is comprised of retail automotive franchises that sell new vehicles manufactured by Chrysler, General Motors and Ford. Our Import segment is comprised of retail automotive franchises that sell new vehicles manufactured primarily by Honda, Toyota, Subaru, Nissan and Volkswagen. Our Luxury segment is comprised of retail automotive franchises that sell new vehicles manufactured primarily by BMW, Mercedes-Benz and Lexus. The franchises in each segment also sell used vehicles, parts and automotive services, and automotive finance and insurance products.

Corporate and other revenue and income include the results of operations of our stand-alone collision center offset by unallocated corporate overhead expenses, such as corporate personnel costs, and certain unallocated reserve and elimination adjustments. Additionally, certain internal corporate expense allocations increase segment income for Corporate and other while decreasing segment income for the other operating segments. These internal corporate expense allocations are used to increase comparability of our dealerships and reflect the capital burden a stand-alone dealership would experience. Examples of these internal allocations include internal rent expense, internal floor plan financing charges, and internal fees charged to offset employees within our corporate headquarters that perform certain dealership functions.

We define our chief operating decision maker ("CODM") to be certain members of our executive management group. Historical and forecasted operational performance is evaluated on a store-by-store basis and on a consolidated basis by the CODM. We derive the operating results of the segments directly from our internal management reporting system. The accounting policies used to derive segment results are substantially the same as those used to determine our consolidated results, excepted for the internal allocation within Corporate and other discussed above. Our CODM measures the performance of each reportable segment based on several metrics, including earnings from operations,

and uses these results, in part, to evaluate the performance of, and to allocate resources to, each of the reportable segments. See Note 18.

(2) Accounts Receivable

Accounts receivable consisted of the following (in thousands):

December 31,	2017	2016
Contracts in transit	\$ 286,578	\$ 233,506
Trade receivables	45,895	45,193
Vehicle receivables	60,022	43,937
Manufacturer receivables	96,141	76,948
Auto loan receivables	75,052	69,859
Other receivables	14,634	3,857
	<u>578,322</u>	<u>473,300</u>
Less: Allowance for doubtful accounts	(7,386)	(5,281)
Less: Long-term portion of accounts receivable, net	(48,998)	(50,305)
Total accounts receivable, net	<u>\$ 521,938</u>	<u>\$ 417,714</u>

Accounts receivable classifications include the following:

- Contracts in transit are receivables from various lenders for the financing of vehicles that we have arranged on behalf of the customer and are typically received within five to ten days of selling a vehicle.
- Trade receivables are comprised of amounts due from customers, lenders for the commissions earned on financing and others for commissions earned on service contracts and insurance products.
- Vehicle receivables represent receivables for the portion of the vehicle sales price paid directly by the customer.
- Manufacturer receivables represent amounts due from manufacturers, including holdbacks, rebates, incentives and warranty claims.
- Auto loan receivables include amounts due from customers related to retail sales of vehicles and certain finance and insurance products.

Interest income on auto loan receivables is recognized based on the contractual terms of each loan and is accrued until repayment, charge-off or repossession. Direct costs associated with loan originations are capitalized and expensed as an offset to interest income when recognized on the loans. All other receivables are recorded at invoice and do not bear interest until they are 60 days past due.

The allowance for doubtful accounts is estimated based on our historical write-off experience and is reviewed monthly. Consideration is given to recent delinquency trends and recovery rates. Account balances are charged against the allowance after all appropriate means of collection have been exhausted and the potential for recovery is considered remote. The annual activity for charges and subsequent recoveries is immaterial.

The long-term portion of accounts receivable was included as a component of other non-current assets in the Consolidated Balance Sheets.

(3) Inventories

The components of inventories consisted of the following (in thousands):

December 31,	2017	2016
New vehicles	\$ 1,553,751	\$ 1,338,110
Used vehicles	500,011	368,067
Parts and accessories	78,982	66,410
Total inventories	<u>\$ 2,132,744</u>	<u>\$ 1,772,587</u>

The new vehicle inventory cost is generally reduced by manufacturer holdbacks and incentives, while the related floor plan notes payable are reflective of the gross cost of the vehicle. As of December 31, 2017 and 2016, the

carrying value of inventory had been reduced by \$19.8 million and \$18.1 million, respectively, for assistance received from manufacturers as discussed in Note 1.

(4) Property and Equipment

Property and equipment consisted of the following (in thousands):

December 31,	2017	2016
Land	\$ 346,680	\$ 318,832
Building and improvements	685,516	611,798
Service equipment	94,121	80,953
Furniture, office equipment, signs and fixtures	231,454	141,248
	<u>1,357,771</u>	<u>1,152,831</u>
Less accumulated depreciation	(197,802)	(167,300)
	1,159,969	985,531
Construction in progress	25,200	20,599
	<u>\$ 1,185,169</u>	<u>\$ 1,006,130</u>

Long-lived Asset Impairment Charges

In 2015, we recorded \$3.6 million of impairment charges associated with certain property and equipment. As the expected future use of these facilities and equipment changed, the long-lived assets were tested for recoverability and were determined to have a carrying value exceeding their fair value. We did not record any impairment charges associated with property and equipment in 2017 or 2016.

(5) Goodwill and Franchise Value

The following is a roll-forward of goodwill (in thousands):

	Domestic	Import	Luxury	Consolidated
Balance as of December 31, 2015 ¹	\$ 97,903	\$ 84,384	\$ 30,933	\$ 213,220
Additions through acquisitions ²	18,154	21,795	7,448	47,397
Reductions through divestitures	(1,218)	—	—	(1,218)
Balance as of December 31, 2016 ¹	114,839	106,179	38,381	259,399
Adjustments to purchase price allocations ^{2,3}	(817)	(1,006)	(391)	(2,214)
Reductions through divestitures	—	(865)	—	(865)
Balance as of December 31, 2017 ¹	<u>\$ 114,022</u>	<u>\$ 104,308</u>	<u>\$ 37,990</u>	<u>\$ 256,320</u>

(1) Net of accumulated impairment losses of \$299.3 million recorded during the year ended December 31, 2008.

(2) Our purchase price allocation for the acquisition of the Carbone Auto Group was finalized in the third quarter of 2017, resulting in a reclassification of \$2.2 million from goodwill to franchise value.

(3) Our purchase price allocation is preliminary for the acquisition of the Baierl Auto Group, Downtown LA Auto Group, Albany CJD Fiat, Crater Lake Ford Lincoln, and Crater Lake Mazda and the associated goodwill has not been allocated to each of our segments. See Note 14.

The following is a roll-forward of franchise value (in thousands):

	Franchise Value
Balance as of December 31, 2015	\$ 157,699
Additions through acquisitions	27,087
Reductions through divestitures	(518)
Balance as of December 31, 2016	184,268
Additions through acquisitions ¹	495
Adjustments to purchase price allocations ²	2,214
Balance as of December 31, 2017	<u>\$ 186,977</u>

(1) Our purchase price allocation is preliminary for the acquisition of the Baierl Auto Group, Downtown LA Auto Group, Albany Chrysler, Crater Lake Ford Lincoln, and Crater Lake Mazda and the associated franchise value has not been allocated to each of our segments. See Note 14.

(2) Our purchase price allocation for the acquisition of the Carbone Auto Group was finalized in the third quarter of 2017, resulting in a reclassification of \$2.2 million from goodwill to franchise value.

(6) Credit Facilities and Long-Term Debt

Below is a summary of our outstanding balances on credit facilities and long-term debt (in thousands):

December 31,	2017	2016
Floor plan notes payable: non-trade	\$ 1,802,252	\$ 1,506,895
Floor plan notes payable	116,774	94,602
Total floor plan debt	\$ 1,919,026	\$ 1,601,497
Used vehicle inventory financing facility	\$ 177,222	\$ 211,000
Revolving lines of credit	94,568	142,507
Real estate mortgages	469,969	428,367
5.25% Senior notes due 2025	300,000	—
Other debt	12,512	11,191
Total long-term debt outstanding	1,054,271	793,065
Less: unamortized debt issuance costs	(6,919)	(2,184)
Less: current maturities (net of current debt issuance costs)	(18,876)	(20,965)
Long-term debt	\$ 1,028,476	\$ 769,916

Credit Facility

On August 1, 2017, we amended our existing credit facility to increase the total financing commitment to \$2.4 billion which matures in August 2022. This syndicated credit facility is comprised of 18 financial institutions, including seven manufacturer-affiliated finance companies. Under our credit facility we are permitted to allocate up to \$1.9 billion in new vehicle inventory floor plan financing and up to a total of \$500 million in used vehicle inventory floor plan financing and in revolving financing for general corporate purposes, including acquisitions and working capital. This credit facility may be expanded to \$2.75 billion total availability, subject to lender approval. All borrowings from, and repayments to, our lending group are presented in the Consolidated Statements of Cash Flows as financing activities.

The availability of the revolving line of credit under our syndicated credit facility is determined according to a borrowing base comprised of a portion of certain accounts, receivables, invoices, inventory and equipment. The borrowing base is reduced by the sum of the outstanding aggregate principal balance of new and used vehicle floor plan loans and new and used swing line loans.

Our obligations under our revolving syndicated credit facility are secured by a substantial amount of our assets, including our inventory (including new and used vehicles, parts and accessories), equipment, accounts receivable (and other rights to payment) and our equity interests in certain of our subsidiaries. Under our revolving syndicated credit facility, our obligations relating to new vehicle floor plan loans are secured only by collateral owned by borrowers of new vehicle floor plan loans under the credit facility.

We have the ability to deposit up to \$50 million in cash in Principal Reduction (PR) accounts associated with our new vehicle floor plan commitment. The PR accounts are recognized as offsetting credits against outstanding amounts on our new vehicle floor plan commitment and would reduce interest expense associated with the outstanding principal balance. As of December 31, 2017, we had no balances in our PR accounts.

If the outstanding principal balance on our new vehicle inventory floor plan commitment, plus requests on any day, exceeds 95% of the loan commitment, a portion of the revolving line of credit must be reserved. The reserve amount is equal to the lesser of \$15.0 million or the maximum revolving line of credit commitment less the outstanding balance on the line less outstanding letters of credit. The reserve amount decreases the revolving line of credit availability and may be used to repay the new vehicle floor plan commitment balance.

The interest rate on the credit facility varies based on the type of debt, with the rate of one-month LIBOR plus 1.25% for new vehicle floor plan financing, one-month LIBOR plus 1.50% for used vehicle floor plan financing; and a variable interest rate on the revolving financing ranging from the one-month LIBOR plus 1.25% to 2.50%, depending on our leverage ratio. The annual interest rate associated with our new vehicle floor plan commitment was 2.82% at December 31, 2017. The annual interest rate associated with our used vehicle inventory financing facility and our revolving line of credit was 3.07% at December 31, 2017.

Under the terms of our credit facility we are subject to financial covenants and restrictive covenants that limit or restrict our incurring additional indebtedness, making investments, selling or acquiring assets and granting security interests in our assets.

Under our credit facility, we are required to maintain the ratios detailed in the following table:

Debt Covenant Ratio	Requirement	As of December 31, 2017
Current ratio	Not less than 1.10 to 1	1.21 to 1
Fixed charge coverage ratio	Not less than 1.20 to 1	2.82 to 1
Leverage ratio	Not more than 5.00 to 1	2.59 to 1

Other Lines of Credit

We have other lines of credit with a total financing commitment of \$3.5 million for general corporate purposes, including acquisitions and working capital. Substantially all of these other lines of credit mature in 2019 and have interest rates ranging up to 2.94%. As of December 31, 2017, \$0.6 million was outstanding on these other lines of credit.

Floor Plan Notes Payable

We have floor plan agreements with manufacturer-affiliated finance companies for certain new vehicles and vehicles that are designated for use as service loaners. The interest rates on these floor plan notes payable commitments vary by manufacturer and are variable rates. As of December 31, 2017, \$116.8 million was outstanding on these agreements at interest rates ranging up to 5.50%. Borrowings from, and repayments to, manufacturer-affiliated finance companies are classified as operating activities in the Consolidated Statements of Cash Flows.

Real Estate Mortgages and Other Debt

We have mortgages associated with our owned real estate. Interest rates related to this debt ranged from 2.8% to 5.0% at December 31, 2017. The mortgages are payable in various installments through October 2034. As of December 31, 2017, we had fixed interest rates on 78.9% of our outstanding mortgage debt.

Our other debt includes capital leases and sellers' notes. The interest rates associated with our other debt ranged from 3.1% to 8.0% at December 31, 2017. This debt, which totaled \$12.5 million at December 31, 2017, is due in various installments through December 2050.

5.25% Senior Notes Due 2025

On July 24, 2017, we issued \$300 million in aggregate principal amount of 5.25% Senior Notes due 2025 ("the Notes") to eligible purchasers in a private placement under Rule 144A and Regulation S of the Securities Act of 1933. Interest accrues on the Notes from July 24, 2017 and is payable semiannually on February 1 and August 1. The first interest payment is due on February 1, 2018. We may redeem the Notes in whole or in part at any time prior to August 1, 2020 at a price equal to 100% of the principal amount plus a make-whole premium set forth in the Indenture and accrued and unpaid interest. After August 1, 2020, we may redeem some or all of the Notes subject to the redemption prices set forth in the Indenture. If we experience specific kinds of changes of control, as described in the Indenture, we must offer to repurchase the Notes at 101% of their principal amount plus accrued and unpaid interest to the date of purchase.

Future Principal Payments

The schedule of future principal payments associated with real estate mortgages, our 5.25% Senior Notes and other debt as of December 31, 2017 was as follows (in thousands):

Year Ending December 31,	
2018	\$ 18,948
2019	47,888
2020	40,236
2021	43,291
2022	61,103
Thereafter	571,014
Total principal payments	\$ 782,480

(7) Commitments and Contingencies

Leases

We lease certain facilities under non-cancelable operating and capital leases. These leases expire at various dates through 2050. Certain lease commitments contain fixed payment increases at predetermined intervals over the life of the lease, while other lease commitments are subject to escalation clauses of an amount equal to the increase in the cost of living based on the “Consumer Price Index - U.S. Cities Average - All Items for all Urban Consumers” published by the U.S. Department of Labor, or a substantially equivalent regional index. Lease expense related to operating leases is recognized on a straight-line basis over the life of the lease.

The minimum lease payments under our operating and capital leases after December 31, 2017 are as follows (in thousands):

Year Ending December 31,	
2018	\$ 38,357
2019	34,587
2020	32,552
2021	30,673
2022	28,985
Thereafter	243,242
Total minimum lease payments	408,396
Less: sublease rentals	(8,005)
	<u>\$ 400,391</u>

Rent expense, net of sublease income, for all operating leases was \$33.4 million, \$26.8 million, and \$23.8 million for the years ended December 31, 2017, 2016 and 2015, respectively. These amounts are included as a component of selling, general and administrative expenses in our Consolidated Statements of Operations.

In connection with dispositions of stores, we occasionally assign or sublet our interests in any real property leases associated with such stores to the purchaser. We often retain responsibility for the performance of certain obligations under such leases to the extent that the assignee or sublessee does not perform. Additionally, we may remain subject to the terms of any guarantees and have correlating indemnification rights against the assignee or sublessee in the event of non-performance, as well as certain other defenses. We may also be called upon to perform other obligations under these leases, such as environmental remediation of the premises or repairs upon termination of the lease. We currently have no reason to believe that we will be called upon to perform any such services; however, there can be no assurance that any future performance required by us under these leases will not have a material adverse effect on our financial condition or results of operations.

Charge-Backs for Various Contracts

We have recorded a liability of \$52.7 million as of December 31, 2017 for our estimated contractual obligations related to potential charge-backs for vehicle service contracts, lifetime oil change contracts and other various insurance contracts that are terminated early by the customer. We estimate that the charge-backs will be paid out as follows (in thousands):

Year Ending December 31,	
2018	\$ 27,352
2019	16,113
2020	6,382
2021	2,183
2022	673
Thereafter	41
Total	<u>\$ 52,744</u>

Lifetime Lube, Oil and Filter Contracts

We retain the obligation for lifetime lube, oil and filter service contracts sold to our customers and assumed the liability of certain existing lifetime lube, oil and filter contracts. These amounts are recorded as deferred revenues. At the time of sale, we defer the full sale price and recognize the revenue based on the rate we expect future costs to be incurred. As of December 31, 2017, we had a deferred revenue balance of \$127.3 million associated with these contracts and estimate the deferred revenue will be recognized as follows (in thousands):

Year Ending December 31,

2018	\$ 25,212
2019	20,048
2020	15,913
2021	13,292
2022	11,368
Thereafter	41,424
Total	\$ 127,257

The current portion of this deferred revenue balance is recorded as a component of accrued liabilities in our Consolidated Balance Sheets.

We periodically evaluate the estimated future costs of these assumed contracts and record a charge if future expected claim and cancellation costs exceed the deferred revenue to be recognized. As of December 31, 2017, we had a reserve balance of \$3.4 million recorded as a component of accrued liabilities and other long-term liabilities in our Consolidated Balance Sheets. The charges associated with this reserve were recognized in 2011 and earlier.

Self-insurance Programs

We self-insure a portion of our property and casualty insurance, vehicle open lot coverage, medical insurance and workers' compensation insurance. Third parties are engaged to assist in estimating the loss exposure related to the self-retained portion of the risk associated with these insurances. Additionally, we analyze our historical loss and claims experience to estimate the loss exposure associated with these programs. As of December 31, 2017 and 2016, we had liabilities associated with these programs of \$31.2 million and \$32.8 million, respectively, recorded as a component of accrued liabilities and other long-term liabilities in our Consolidated Balance Sheets.

Litigation

We are party to numerous legal proceedings arising in the normal course of our business. Although we do not anticipate that the resolution of legal proceedings arising in the normal course of business or the proceedings described below will have a material adverse effect on our business, results of operations, financial condition, or cash flows, we cannot predict this with certainty.

California Wage and Hour Litigations

In August 2014, Ms. Holzer filed a complaint in the Central District of California (Holzer v. DCH Auto Group (USA) Inc., Case No. BC558869) alleging that her employer, an affiliate of DCH Auto Group (USA) Inc., failed to provide vehicle finance and sales persons, service advisors, and other clerical and hourly workers accurate and complete wage statements; and statutory meal and rest periods. The complaint also alleges that the employer failed to pay these employees for off-the-clock time worked; and wages due at termination. The plaintiffs also seek attorney fees and costs. The plaintiffs (and several other employees in separate actions) are seeking relief under California's PAGA provisions.

During the pendency of Holzer, related cases were filed that made substantially similar non-technician claims. In January 2017, DCH and all non-technician plaintiffs agreed in principle to settle the representative claims, and this settlement was approved by the California courts in December 2017. DCH Auto Group (USA) Limited must indemnify Lithia Motors, Inc. for losses related to this claim pursuant to the stock purchase agreement between Lithia Motors, Inc. and DCH Auto Group (USA) Limited dated June 14, 2014. We believe the exposure related to this lawsuit, when considered in relation to the terms of the stock purchase agreement, is immaterial to our financial statements.

(8) Stockholders' Equity***Class A and Class B Common Stock***

The shares of Class A common stock are not convertible into any other series or class of our securities. Each share of Class B common stock, however, is freely convertible into one share of Class A common stock at the option of the holder of the Class B common stock. All shares of Class B common stock shall automatically convert to shares of Class A common stock (on a share-for-share basis, subject to adjustment) on the earliest record date for an annual meeting of our stockholders on which the number of shares of Class B common stock outstanding is less than 1% of the total number of shares of common stock outstanding. Shares of Class B common stock may not be transferred to third parties, except for transfers to certain family members and in other limited circumstances.

Holders of Class A common stock are entitled to one vote for each share held of record and holders of Class B common stock are entitled to ten votes for each share held of record. The Class A common stock and Class B common stock vote together as a single class on all matters submitted to shareholders.

Repurchases of Class A Common Stock

Repurchases of our Class A Common Stock occurred under repurchase authorizations granted by our Board of Directors and related to shares withheld as part of the vesting of restricted stock units ("RSUs").

In August 2011, our Board of Directors authorized the repurchase of up to 2 million shares of our Class A common stock and, on July 20, 2012, our Board of Directors authorized the repurchase of 1 million additional shares of our Class A common stock. Effective February 29, 2016, our Board of Directors authorized the repurchase of up to \$250 million of our Class A common stock. This authorization replaced the existing authorizations, increasing the total and establishing a maximum dollar rather than share amount.

Share repurchases under our authorizations were as follows:

	Repurchases Occurring in 2017		Cumulative Repurchases as of December 31, 2017	
	Shares	Average Price	Shares	Average Price
2016 Share Repurchase Authorization	329,000	\$ 92.79	1,042,725	\$ 83.86

As of December 31, 2017, we had \$162.6 million available for repurchases pursuant to our 2016 share repurchase authorization.

In addition, during 2017, we repurchased 32,457 shares at an average price of \$99.40 per share, for a total of \$3.2 million, related to tax withholdings associated with the vesting of RSUs. The repurchase of shares related to tax withholdings associated with stock awards does not reduce the number of shares available for repurchase as approved by our Board of Directors.

The following is a summary of our repurchases in the years ended December 31, 2017, 2016 and 2015:

Year Ended December 31,	2017	2016	2015
Shares repurchased pursuant to repurchase authorizations	329,000	1,312,848	228,737
Total purchase price (in thousands)	\$ 30,527	\$ 104,370	\$ 24,676
Average purchase price per share	\$ 92.79	\$ 79.50	\$ 107.88
Shares repurchased in association with tax withholdings on the vesting of RSUs	32,457	94,826	77,649

In December 2017, we entered into a structured repurchase agreement involving the use of capped call options for the purchase of our Class A common stock. We paid a fixed sum upon execution of the agreement in exchange for the right to receive either a pre-determined amount of cash or stock. Upon expiration of the agreement, if the closing market price of our common stock is above the pre-determined price, we will have our initial investment returned with a premium in either cash or shares (at our election). If the closing market price of our common stock is at or below the pre-determined price, we will receive the number of shares specified in the agreement. We paid net premiums of \$33.4 million in December 2017 to enter this agreement, which was recorded as a reduction of additional paid-in capital and, as of December 31, 2017, the options were outstanding.

Dividends

We declared and paid dividends on our Class A and Class B Common Stock as follows:

Quarter declared	Dividend amount per Class A and Class B share	Total amount of dividends paid (in thousands)
2015		
First quarter	\$ 0.16	\$ 4,216
Second quarter	0.20	5,266
Third quarter	0.20	5,257
Fourth quarter	0.20	5,246
2016		
First quarter	\$ 0.20	\$ 5,151
Second quarter	0.25	6,373
Third quarter	0.25	6,299
Fourth quarter	0.25	6,308
2017		
First quarter	\$ 0.25	\$ 6,292
Second quarter	0.27	6,760
Third quarter	0.27	6,751
Fourth quarter	0.27	6,741

Reclassification From Accumulated Other Comprehensive Loss

The reclassification from accumulated other comprehensive loss was as follows (in thousands):

Year Ended December 31,	2017	2016	2015	Affected Line Item in the Consolidated Statement of Operations
Loss on cash flow hedges	\$ —	\$ (219)	\$ (449)	Floor plan interest expense
Income tax benefits	—	85	174	Income tax provision
Loss on cash flow hedges, net	<u>\$ —</u>	<u>\$ (134)</u>	<u>\$ (275)</u>	

See Note 11.

(9) 401(k) Profit Sharing, Deferred Compensation and Long-Term Incentive Plans

We have a defined contribution 401(k) plan and trust covering substantially all full-time employees. The annual contribution to the plan is at the discretion of our Board of Directors. Contributions of \$5.8 million, \$5.4 million, and \$5.3 million were recognized for the years ended December 31, 2017, 2016 and 2015, respectively. Employees may contribute to the plan if they meet certain eligibility requirements.

We offer a deferred compensation and long-term incentive plan (the "LTIP") to provide certain employees the ability to accumulate assets for retirement on a tax deferred basis. We may, depending on position, also make discretionary contributions to the LTIP. These discretionary contributions vest between one and seven years based on the employee's age. Additionally, a participant may defer a portion of his or her compensation and receive the deferred amount upon certain events, including termination or retirement.

The following is a summary related to our LTIP (in thousands):

Year Ended December 31,	2017	2016	2015
Compensation expense	\$ 1,059	\$ 1,081	\$ 1,812
Total discretionary contribution	\$ 1,730	\$ 1,785	\$ 2,249
Guaranteed annual return	5.00%	5.25%	5.25%

As of December 31, 2017 and 2016, the balance due to participants was \$27.9 million and \$23.5 million, respectively, and was included as a component of other long-term liabilities in the Consolidated Balance Sheets.

(10) Stock-Based Compensation

2009 Employee Stock Purchase Plan

The 2009 Employee Stock Purchase Plan (the “2009 ESPP”) allows for the issuance of 1,500,000 shares of our Class A common stock. The 2009 ESPP is intended to qualify as an “Employee Stock Purchase Plan” under Section 423 of the Internal Revenue Code of 1986, as amended, and is administered by the Compensation Committee of the Board of Directors.

Eligible employees are entitled to defer up to 10% of their base pay for the purchase of stock, up to \$25,000 of fair market value of our Class A common stock annually. The purchase price is equal to 85% of the fair market value at the end of the purchase period.

Following is information regarding our 2009 ESPP:

Year Ended December 31,	2017
Shares purchased pursuant to 2009 ESPP	90,881
Weighted average per share price of shares purchased	\$ 86.13
Weighted average per share discount from market value for shares purchased	\$ 15.20

As of December 31,	2017
Shares available for purchase pursuant to 2009 ESPP	281,870

Compensation expense related to our 2009 ESPP is calculated based on the 15% discount from the per share market price on the date of grant.

2013 Stock Incentive Plan

Our 2013 Stock Incentive Plan, as amended, (the “2013 Plan”) allows for the grant of a total of 3.8 million shares in the form of stock appreciation rights, qualified stock options, nonqualified stock options and shares of restricted stock to our officers, key employees, directors and consultants. The 2013 Plan is administered by the Compensation Committee of the Board of Directors and permits accelerated vesting of outstanding awards upon the occurrence of certain changes in control. As of December 31, 2017, 1,383,827 shares of Class A common stock were available for future grants. As of December 31, 2017, there were no stock appreciation rights, qualified stock options, nonqualified stock options or shares of restricted stock outstanding.

Restricted Stock Units (“RSUs”)

RSU grants vest over a period of time up to four years from the date of grant. RSU activity was as follows:

	RSUs	Weighted average grant date fair value
Balance, December 31, 2016	298,984	\$ 80.37
Granted	162,356	99.24
Vested	(90,215)	69.61
Forfeited	(26,321)	83.86
Balance, December 31, 2017	344,804	91.81

We granted 52,056 time-vesting RSUs to members of our Board of Directors and employees in 2017. Each grant entitles the holder to receive shares of our Class A common stock upon vesting. A portion of the RSUs vest over four years, beginning on the second anniversary of the grant date, for employees and vests quarterly for our Board of Directors, over their service period.

Certain key employees were granted 110,300 performance and time-vesting RSUs in 2017. Of these, 83,510 shares were earned based on attaining various target levels of operational performance. Based on the levels of performance achieved in 2017, a weighted average attainment level of 57.2% for these RSUs was met. These RSUs will vest over four years from the grant date.

Stock-Based Compensation

As of December 31, 2017, unrecognized stock-based compensation related to outstanding, but unvested RSUs was \$12.5 million, which will be recognized over the remaining weighted average vesting period of 2.1 years.

Certain information regarding our stock-based compensation was as follows:

Year Ended December 31,	2017	2016	2015
Per share intrinsic value of non-vested stock granted	\$ 99.24	\$ 82.90	\$ 88.74
Weighted average per share discount for compensation expense recognized under the 2009 ESPP	15.20	13.00	15.89
Total intrinsic value of stock options exercised (in millions)	—	—	0.5
Fair value of non-vested stock that vested during the period (in millions)	69.6	47.5	19.3
Stock-based compensation recognized in Consolidated Statements of Operations, as a component of selling, general and administrative expense (in millions)	11.3	11.0	11.9
Tax benefit recognized in Consolidated Statements of Operations (in millions)	3.5	3.8	4.2
Cash received from options exercised and shares purchased under all share-based arrangements (in millions)	7.8	7.0	6.5
Tax deduction realized related to stock options exercised (in millions)	9.0	8.9	7.6

(11) Derivative Financial Instruments

From time to time, we have entered into interest rate swaps to fix a portion of our interest expense. We do not enter into derivative instruments for any purpose other than to manage interest rate exposure to fluctuations in the one-month LIBOR benchmark. That is, we do not engage in interest rate speculation using derivative instruments. Typically, we designate all interest rate swaps as cash flow hedges and, accordingly, we record the change in fair value for the effective portion of these interest rate swaps in comprehensive income rather than net income until the underlying hedged transaction affects net income. If a swap is no longer designated as a cash flow hedge and the forecasted transaction remains probable or reasonably possible of occurring, the gain or loss recorded in accumulated other comprehensive loss is recognized in income as the forecasted transaction occurs. If the forecasted transaction is probable of not occurring, the gain or loss recorded in accumulated other comprehensive loss is recognized in income immediately.

The effect of derivative instruments in our Consolidated Statements of Operations was as follows (in thousands):

Derivatives in Cash Flow Hedging Relationships	Amount of gain recognized in Accumulated OCI (effective portion)	Location of loss reclassified from Accumulated OCI into Income (effective portion)	Amount of loss reclassified from Accumulated OCI into Income (effective portion)	Location of loss recognized in Income on derivative (ineffective portion and amount excluded from effectiveness testing)	Amount of loss recognized in Income on derivative (ineffective portion and amount excluded from effectiveness testing)
Year Ended December 31, 2016					
Interest rate swap contract	\$ 233	Floor plan interest expense	\$ (219)	Floor plan interest expense	\$ (352)
Year Ended December 31, 2015					
Interest rate swap contract	\$ 599	Floor plan interest expense	\$ (449)	Floor plan interest expense	\$ (758)

We did not have any activity related to the effect of derivative instruments in 2017.

(12) Fair Value Measurements

Factors used in determining the fair value of our financial assets and liabilities are summarized into three broad categories:

- Level 1 - quoted prices in active markets for identical securities;
- Level 2 - other significant observable inputs, including quoted prices for similar securities, interest rates, prepayment spreads, credit risk; and
- Level 3 - significant unobservable inputs, including our own assumptions in determining fair value.

We determined the carrying value of cash equivalents, accounts receivable, trade payables, accrued liabilities and short-term borrowings approximate their fair values because of the nature of their terms and current market rates of these instruments. We believe the carrying value of our variable rate debt approximates fair value.

We have fixed rate debt primarily consisting of amounts outstanding under our senior notes and real estate mortgages. We calculated the estimated fair value of the senior notes using quoted prices for the identical liability (Level 1) and calculated the estimated fair value of the fixed rate real estate mortgages using a discounted cash flow methodology with estimated current interest rates based on a similar risk profile and duration (Level 2). The fixed cash flows are discounted and summed to compute the fair value of the debt. As of December 31, 2017, our real estate mortgages and other debt, which includes capital leases, had maturity dates between January 12, 2019 and December 31, 2050.

There were no changes to our valuation techniques during the year ended December 31, 2017.

A summary of the aggregate carrying values, excluding unamortized debt issuance cost, and fair values of our long-term fixed interest rate debt is as follows (in thousands):

December 31,	2017	2016
Carrying value		
5.25% Senior Notes due 2025	\$ 300,000	\$ —
Real Estate Mortgages and Other Debt	376,880	286,660
	<u>\$ 676,880</u>	<u>\$ 286,660</u>
Fair value		
5.25% Senior Notes due 2025	\$ 312,750	\$ —
Real Estate Mortgages and Other Debt	385,337	293,522
	<u>\$ 698,087</u>	<u>\$ 293,522</u>

(13) Income Taxes

Income Tax Provision

The income tax provision was as follows (in thousands):

Year Ended December 31,	2017	2016	2015
Current:			
Federal	\$ 95,128	\$ 68,088	\$ 58,408
State	16,883	13,884	14,572
	<u>112,011</u>	<u>81,972</u>	<u>72,980</u>
Deferred:			
Federal	(14,257)	4,893	6,046
State	4,098	(400)	679
	<u>(10,159)</u>	<u>4,493</u>	<u>6,725</u>
Total	<u>\$ 101,852</u>	<u>\$ 86,465</u>	<u>\$ 79,705</u>

At December 31, 2017 and 2016, we had income taxes receivable of \$22.5 million and \$2.4 million, respectively, included as a component of other current assets in our Consolidated Balance Sheets.

The reconciliation between amounts computed using the federal income tax rate of 35% and our income tax provision is shown in the following tabulation (in thousands):

Year Ended December 31,	2017	2016	2015
Federal tax provision at statutory rate	\$ 121,474	\$ 99,233	\$ 91,947
State taxes, net of federal income tax benefit	13,308	10,784	9,357
Equity investment basis difference	—	9,470	11,048
Non-deductible items	1,316	1,436	882
Permanent differences related to stock-based compensation	(822)	139	156
Net change in valuation allowance	330	(5,133)	(3,303)
General business credits	(934)	(27,950)	(29,093)
Deferred revaluation for change in statutory tax rate	(32,901)	—	—
Other	81	(1,514)	(1,289)
Income tax provision	<u>\$ 101,852</u>	<u>\$ 86,465</u>	<u>\$ 79,705</u>

Deferred Taxes

Individually significant components of the deferred tax assets and (liabilities) are presented below (in thousands):

December 31,	2017	2016
Deferred tax assets:		
Deferred revenue and cancellation reserves	\$ 39,397	\$ 49,332
Allowances and accruals, including state NOL carryforward amounts	36,314	49,074
Credits and other	1,112	1,781
Valuation allowance	(557)	(227)
Total deferred tax assets	<u>76,266</u>	<u>99,960</u>
Deferred tax liabilities:		
Inventories	(20,926)	(22,253)
Goodwill	(35,042)	(41,107)
Property and equipment, principally due to differences in depreciation	(73,399)	(93,943)
Prepaid expenses and other	(3,176)	(1,732)
Total deferred tax liabilities	<u>(132,543)</u>	<u>(159,035)</u>
Total	<u>\$ (56,277)</u>	<u>\$ (59,075)</u>

On December 22, 2017, the U.S. government enacted comprehensive tax legislation commonly referred to as the Tax Cuts and Jobs Act (the "Tax Act"). The Tax Act makes broad and complex changes to the U.S. tax code including, but not limited to, bonus depreciation that will allow for full expensing of qualified property, reduction of the U.S. federal corporate tax rate, a new limitation on deductible interest expense, and limitations on the deductibility of certain executive compensation.

We remeasured certain federal deferred tax assets and liabilities based on the rates at which they are expected to reverse in the future, which is generally 21%. However, we are still analyzing certain aspects of the Act and refining our calculations, which could potentially affect the measurement of these balances or potentially give rise to new deferred tax amounts. At December 31, 2017, we have not completed our accounting for the tax effects of enactment of the Act; however, in certain cases, we have made a reasonable estimate of the effects on our existing deferred tax balances. The provisional amount recorded related to the remeasurement of our deferred tax balance was \$32.9 million, which is included as a component of income tax expense from continuing operations. Included in this amount is an estimated \$2 million attributable to full expensing on certain assets and the executive compensation limitation. In all cases, we will continue to make and refine our calculations as additional analysis is completed, further guidance is issued, or new information is made available.

We consider whether it is more likely than not that some portion or all of the deferred tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon future taxable income during the periods in which those temporary differences become deductible. We consider the scheduled reversal of deferred tax liabilities (including the impact of available carryback and carryforward periods), projected future taxable income, and tax-planning strategies in making this assessment.

As of December 31, 2017, we had a \$0.6 million valuation allowance recorded associated with our deferred tax assets. The entire allowance is associated with state net operating losses primarily generated in previous years. The valuation allowance increased \$0.3 million in the current year primarily as a result of establishing allowances related

to previously off balance sheet NOLs as part of the January 2017 adoption of ASU 2016-09, "Compensation - Stock Compensation - Improvements to Employee Share-Based Payment Accounting." See Note 1 Summary of Significant Accounting Policies for additional information regarding the adoption of ASU 2016-09.

As of December 31, 2017, we had state net operating loss carryforward amounts totaling approximately \$2.4 million, tax effected, with expiration dates through 2037. We believe that it is more likely than not that the benefit from certain state NOL carryforward amounts will not be realized. In recognition of this risk, we have recorded a valuation allowance of \$0.6 million on the deferred tax assets relating to these state NOL carryforwards. We had \$1.0 million, tax effected, in state tax credit carryforwards with expiration dates through 2027. We believe it is more likely than not that the benefits from these state tax credit carryforwards will be realized.

Unrecognized Tax Benefits

The following is a reconciliation of our unrecognized tax benefits (in thousands):

Balance, December 31, 2015	\$ 1,031
Decrease related to tax positions taken - prior year	(1,031)
Balance, December 31, 2016	<u>\$ —</u>
Decrease related to tax positions taken - prior year	—
Balance, December 31, 2017	<u><u>\$ —</u></u>

The unrecognized tax benefits recorded were acquired as part of the acquisition of DCH. We recorded a tax indemnification asset related to the unrecognized tax benefit as we determined the amount would be recoverable from the seller. As anticipated, settlements were reached during the year resulting in cash settlements related to the unrecognized tax benefits. As a result, we have no unrecognized tax benefits recorded as of December 31, 2017.

Open tax years at December 31, 2017 included the following:

Federal	2014 - 2017
20 states	2013 - 2017

(14) Acquisitions

In 2017, we completed the following acquisitions:

- On May 1, 2017, we acquired Baierl Auto Group: an eight store platform based in Pennsylvania.
- On August 7, 2017, we acquired Downtown LA ("DTLA") Auto Group, a seven store platform based in California.
- On November 11, 2017, we acquired Albany CJD Fiat in Albany, New York.
- On November 15, 2017, we acquired Crater Lake Ford Lincoln and Crater Lake Mazda in Medford, Oregon.

Revenue and operating income contributed by the 2017 acquisitions subsequent to the date of acquisition were as follows (in thousands):

Year Ended December 31,	2017
Revenue	\$ 617,300
Operating income	9,316

In 2016, we completed the following acquisitions:

- On January 26, 2016, we acquired Riverside Subaru in Riverside, California.
- On February 1, 2016, we acquired Ira Toyota in Milford, Massachusetts.
- On June 23, 2016, we acquired the Helena Buick GMC franchises in Helena, Montana.
- On August 1, 2016, we acquired Thousand Oaks Ford in Thousand Oaks, California.
- On September 12, 2016, we acquired Carbone Auto Group: a nine store platform in New York and Vermont.
- On September 28, 2016, we acquired Greiner Ford Lincoln in Casper, Wyoming.
- On October 5, 2016, we acquired Woodland Hills Audi in Woodland Hills, California.

- On November 16, 2016, we acquired Honolulu Ford in Honolulu, Hawaii.

All acquisitions were accounted for as business combinations under the acquisition method of accounting. The results of operations of the acquired stores are included in our Consolidated Financial Statements from the date of acquisition.

The following tables summarize the consideration paid in cash and equity securities for the acquisitions and the preliminary amount of identified assets acquired and liabilities assumed as of the acquisition date (in thousands):

Consideration paid for the Year Ended December 31,	2017	2016
Cash paid, net of cash acquired	\$ 460,394	\$ 234,700
Property and equipment transferred	—	2,637
Equity securities issued	2,137	—
Debt issued	1,748	—
	<u>\$ 464,279</u>	<u>\$ 237,337</u>
Assets acquired and liabilities assumed for the Year Ended December 31,	2017	2016
Trade receivables, net	\$ 46,864	\$ —
Inventories	189,747	148,915
Franchise value	—	27,087
Property and equipment	146,835	75,345
Other assets	187,549	990
Floor plan notes payable	(72,495)	(30,134)
Debt and capital lease obligations	(13,727)	(22,813)
Other liabilities	(20,494)	(9,450)
	<u>464,279</u>	<u>189,940</u>
Goodwill	—	47,397
	<u>\$ 464,279</u>	<u>\$ 237,337</u>

The purchase price allocation for the Baierl Auto Group, DTLA Auto Group, Albany CJD Fiat, Crater Lake Ford Lincoln and Crater Lake Mazda acquisitions is preliminary as we have not obtained all of the detailed information to finalize the opening balance sheet related to real estate purchased, leases assumed and the allocation of franchise value to each reporting unit. Management has recorded the purchase price allocations based on the information that is currently available.

We account for franchise value as an indefinite-lived intangible asset. We recognized \$6.0 million and \$1.0 million, respectively, in acquisition related expenses as a component of selling, general and administrative expenses in the Consolidated Statements of Operations in 2017 and 2016, respectively.

The following unaudited pro forma summary presents consolidated information as if the acquisitions had occurred on January 1 of the previous year (in thousands, except for per share amounts):

Year Ended December 31,	2017	2016
Revenue	\$ 10,879,567	\$ 10,727,906
Net income	254,966	219,756
Basic net income per share	10.17	8.65
Diluted net income per share	10.14	8.61

These amounts have been calculated by applying our accounting policies and estimates. The results of the acquired stores have been adjusted to reflect the following: depreciation on a straight-line basis over the expected lives for property, plant and equipment; accounting for inventory on a specific identification method; and recognition of interest expense for real estate financing related to stores where we purchased the facility. No nonrecurring pro forma adjustments directly attributable to the acquisitions are included in the reported pro forma revenues and earnings.

(15) Related Party Transactions

Transition Agreement

In September 2015, we entered into a transition agreement with Sidney B. DeBoer, our Chairman of the Board, which provided him certain benefits until his death. The agreement has an effective date of January 1, 2016 and the initial payment of these benefits began in the third quarter of 2016.

We recorded a charge of \$18.3 million in 2015 as a component of selling, general and administrative expense in our Consolidated Statement of Operations related to the present value of estimated future payments due pursuant to this agreement. We believe that this estimate is reasonable; however, actual cash flows could differ materially. We will periodically evaluate whether significant changes in our assumptions have occurred and record an adjustment if future expected cash flows are significantly different than the reserve recorded.

The balance associated with this agreement was \$16.8 million and \$17.3 million as of December 31, 2017 and 2016, respectively, and was included as a component of accrued liabilities and other long-term liabilities in our Consolidated Balance Sheets.

(16) Net Income Per Share of Class A and Class B Common Stock

We compute net income per share of Class A and Class B common stock using the two-class method. Under this method, basic net income per share is computed using the weighted average number of common shares outstanding during the period excluding unvested common shares subject to repurchase or cancellation. Diluted net income per share is computed using the weighted average number of common shares and, if dilutive, potential common shares outstanding during the period. Potential common shares consist of the incremental common shares issuable upon the exercise of stock options and unvested restricted shares subject to repurchase or cancellation. The dilutive effect of outstanding stock options and other grants is reflected in diluted earnings per share by application of the treasury stock method. The computation of the diluted net income per share of Class A common stock assumes the conversion of Class B common stock, while the diluted net income per share of Class B common stock does not assume the conversion of those shares.

Except with respect to voting and transfer rights, the rights of the holders of our Class A and Class B common stock are identical. Our Restated Articles of Incorporation require that the Class A and Class B common stock must share equally in any dividends, liquidation proceeds or other distribution with respect to our common stock and the Articles of Incorporation can only be amended by a vote of the stockholders. Additionally, Oregon law provides that amendments to our Articles of Incorporation, which would have the effect of adversely altering the rights, powers or preferences of a given class of stock, must be approved by the class of stock adversely affected by the proposed amendment. As a result, the undistributed earnings for each year are allocated based on the contractual participation rights of the Class A and Class B common shares as if the earnings for the year had been distributed. Because the liquidation and dividend rights are identical, the undistributed earnings are allocated on a proportionate basis.

Following is a reconciliation of net income and weighted average shares used for our basic earnings per share (“EPS”) and diluted EPS (in thousands, except per share amounts):

Year Ended December 31, <i>(in thousands, except per share data)</i>	2017		2016		2015	
	Class A	Class B	Class A	Class B	Class A	Class B
Net income applicable to common stockholders - basic	\$ 233,399	\$ 11,818	\$ 182,369	\$ 14,689	\$ 165,172	\$ 17,827
Reallocation of distributed net income as a result of conversion of dilutive stock options	4	(4)	8	(8)	15	(15)
Reallocation of distributed net income due to conversion of Class B to Class A common shares outstanding	1,275	—	1,791	—	1,932	—
Conversion of Class B common shares into Class A common shares	10,505	—	12,833	—	15,760	—
Effect of dilutive stock options on net income	34	(34)	57	(57)	120	(120)
Net income applicable to common stockholders - diluted	<u>\$ 245,217</u>	<u>\$ 11,780</u>	<u>\$ 197,058</u>	<u>\$ 14,624</u>	<u>\$ 182,999</u>	<u>\$ 17,692</u>
Weighted average common shares outstanding – basic	23,857	1,208	23,515	1,894	23,729	2,561
Conversion of Class B common shares into Class A common shares	1,208	—	1,894	—	2,561	—
Effect of employee stock purchases and restricted stock units on weighted average common shares	80	—	112	—	200	—
Weighted average common shares outstanding – diluted	<u>25,145</u>	<u>1,208</u>	<u>25,521</u>	<u>1,894</u>	<u>26,490</u>	<u>2,561</u>
Net income per common share - basic	\$ 9.78	\$ 9.78	\$ 7.76	\$ 7.76	\$ 6.96	\$ 6.96
Net income per common share - diluted	\$ 9.75	\$ 9.75	\$ 7.72	\$ 7.72	\$ 6.91	\$ 6.91
<i>Antidilutive Securities</i>						
Shares issuable pursuant to employee stock purchases not included since they were antidilutive	12	—	—	—	16	—

(17) Equity-Method Investments

In October 2014, we acquired a 99.9% membership interest in a limited liability company managed by U.S. Bancorp Community Development Corporation with an initial equity contribution of \$4.1 million. We made additional equity contributions to the entity of \$22.9 million in 2015 and \$22.8 million in 2016. We were obligated to make \$49.8 million of total contributions to the entity over a two-year period ended October 2016, all of which had been made as of December 31, 2016.

This investment generated new markets tax credits under the New Markets Tax Credit Program (“NMTC Program”). The NMTC Program was established by Congress in 2000 to spur new or increased investments into operating businesses and real estate projects located in low-income communities.

While U.S. Bancorp Community Development Corporation exercised management control over the limited liability company, due to the economic interest we held in the entity, we determined our ownership portion of the entity was appropriately accounted for using the equity method.

As of December 31, 2017 and 2016 no amounts related to this equity-method investment were recorded in our Consolidated Balance Sheets.

The following amounts related to this equity-method investment were recorded in our Consolidated Statements of Operations (in thousands):

Year Ended December 31,	2017	2016	2015
Asset impairments to write investment down to fair value	\$ —	\$ 13,992	\$ 16,521
Our portion of the partnership's operating losses	—	8,262	6,929
Non-cash interest expense related to the amortization of the discounted fair value of future equity contributions	—	185	674
Tax benefits and credits generated	—	28,530	30,831

(18) Segments

Certain financial information on a segment basis is as follows (in thousands):

Year Ended December 31,	2017	2016	2015
Revenues:			
Domestic	\$ 3,845,830	\$ 3,381,715	\$ 3,038,883
Import	4,432,760	3,764,255	3,330,949
Luxury	1,810,085	1,528,760	1,490,632
	<u>10,088,675</u>	<u>8,674,730</u>	<u>7,860,464</u>
Corporate and other	(2,165)	3,427	3,788
	<u>\$ 10,086,510</u>	<u>\$ 8,678,157</u>	<u>\$ 7,864,252</u>

Segment income*:			
Domestic	\$ 105,208	\$ 106,210	\$ 115,145
Import	117,776	110,204	98,751
Luxury	37,022	31,467	36,391
	<u>260,006</u>	<u>247,881</u>	<u>250,287</u>
Corporate and other	167,366	114,321	74,514
Depreciation and amortization	(57,722)	(49,369)	(41,600)
Other interest expense	(34,776)	(23,207)	(19,491)
Other (expense) income, net	12,195	(6,103)	(1,006)
Income before income taxes	<u>\$ 347,069</u>	<u>\$ 283,523</u>	<u>\$ 262,704</u>

*Segment income for each of the segments is defined as Income from operations before income taxes, depreciation and amortization, other interest expense and other (expense) income, net.

Year Ended December 31,	2017	2016	2015
Floor plan interest expense:			
Domestic	\$ 37,196	\$ 26,445	\$ 21,061
Import	29,009	18,665	14,959
Luxury	15,756	10,999	9,096
	<u>81,961</u>	<u>56,109</u>	<u>45,116</u>
Corporate and other	(42,625)	(30,578)	(25,582)
	<u>\$ 39,336</u>	<u>\$ 25,531</u>	<u>\$ 19,534</u>

December 31,	2017	2016
Total assets:		
Domestic	\$ 1,338,232	\$ 1,225,387
Import	1,137,934	959,355
Luxury	641,118	511,779
Corporate and other	1,565,782	1,147,629
	<u>\$ 4,683,066</u>	<u>\$ 3,844,150</u>

(19) Recent Accounting Pronouncements

In May 2014, the Financial Accounting Standards Board ("FASB") issued accounting standards update ("ASU") 2014-09, "Revenue from Contracts with Customers," which amends the accounting guidance related to revenues. This amendment will replace most of the existing revenue recognition guidance when it becomes effective. The new standard, as amended in July 2015, is effective for fiscal years beginning after December 15, 2017 and entities are allowed to adopt the standard as early as annual periods beginning after December 15, 2016, and interim periods therein. The standard permits the use of either the retrospective or cumulative effect transition method.

We have evaluated the effect of this amendment and expect the timing of our revenue recognition to generally remain the same, except as detailed below:

- A portion of the transaction price related to sales of finance and insurance contracts is considered variable consideration and subject to accelerated recognition under the new standard. Upon adoption, we will recognize an asset associated with future estimated variable consideration and do not believe there will be a significant impact to future revenue recognized.
- The guidance provided clarification on how to determine and capitalize direct costs incurred. As a result, we reassessed the method used to capitalize and amortize direct cost associated with the sale of lifetime oil, lube and filter contracts.

Upon adoption, we plan to record a net, after-tax cumulative effect adjustment to retained earnings which will have an immaterial impact on our financial statements.

In February 2016, the FASB issued ASU 2016-02, "Leases." ASU 2016-02 increases transparency and comparability among organizations by recognizing lease assets and lease liabilities on the balance sheet and requires disclosing key information about leasing arrangements. The new standard results in the recording of a right-of-use asset and a lease liability for all leases with a term longer than 12 months. ASU 2016-02 is effective for annual periods beginning after December 15, 2018, and interim periods within those annual periods. We intend to adopt this ASU on January 1, 2019. While management is still evaluating the impact of adopting the provisions of this ASU, we expect that it will have a material impact due to the recognition of right-of-use assets and lease liabilities due to real estate leases. We continue to identify and evaluate if there are other leases impacted. The majority of our real estate leases are classified as operating leases under the current guidance. We expect ASU 2016-02 to impact our consolidated balance sheets primarily due to the recognition of a right-of-use asset and an associated lease liability and our consolidated income statement related to the changes in expense recognition.

In August 2016, the FASB issued ASU 2016-15, "Classification of Certain Cash Receipts and Cash Payments." ASU 2016-15 provides guidance for eight cash flow classification issues to reduce diversity in practice. The clarification includes guidance on items such as debt prepayment or debt extinguishment cost, contingent consideration payment made after a business combination, proceeds from the settlement of insurance claims, proceeds from the settlement of corporate-owned life insurance policies and distributions received from equity method investees. ASU 2016-15 is effective for annual periods beginning after December 15, 2017, and interim periods within those annual periods. Early adoption is permitted. We are evaluating the effect this pronouncement will have on our financial disclosures.

In January 2017, the FASB issued ASU 2017-04, "Intangibles - Goodwill and Other (Topic 350) - Simplifying the Test for Goodwill Impairment." ASU 2017-04 simplifies the subsequent measurement of goodwill by eliminating Step 2 from the goodwill impairment test. An entity should perform its annual, or interim, goodwill impairment test by comparing the fair value of a reporting unit with its carrying amount, and recognize an impairment charge for the amount by which the carrying amount exceeds the reporting unit's fair value, if applicable. The loss recognized should not exceed the total amount of goodwill allocated to the reporting unit. The same impairment test also applies to any reporting unit with a zero or negative carrying amount. An entity still has the option to perform the qualitative assessment

for a reporting unit to determine if the quantitative impairment test is necessary. ASU 2017-04 is effective for fiscal years, including interim periods within those fiscal years, beginning after December 15, 2019, on a prospective basis. Early adoption is permitted for interim or annual goodwill impairment tests performed after January 1, 2017. We do not expect the adoption of ASU 2017-04 to have a material effect on our financial position, results of operations or cash flows.

(20) Subsequent Events

Common Stock Dividend

On February 12, 2018, we declared a dividend of \$0.27 per share on our Class A and Class B common stock related to our fourth quarter 2017 financial results. The dividend will total approximately \$6.8 million and will be paid on March 23, 2018 to shareholders of record on March 9, 2018.

Acquisition

On January 15, 2018, we acquired the inventory, real property, equipment and intangible assets of Ray Laks Honda, in Orchard Park, New York and Ray Laks Acura, in Buffalo, New York. We paid \$26.2 million in cash for these acquisitions.

Line of Credit

On February 14, 2018, we entered into a Loan Agreement ("Agreement") with U.S. Bank National Association, as lender. The Agreement provides for a maximum revolving line of credit in the amount of \$150.0 million, with an interest rate of one-month LIBOR plus 1.50%. The line of credit matures in August 2018 or earlier if we renegotiate the terms of our existing credit facility agreement.

LITHIA MOTORS, INC. AND SUBSIDIARIES
SELECTED CONSOLIDATED QUARTERLY FINANCIAL DATA (UNAUDITED)

The following tables set forth our unaudited quarterly financial data (in thousands, except per share amounts):⁽¹⁾

		First Quarter	Second Quarter	Third Quarter	Fourth Quarter ⁽²⁾
Revenue	2017 \$	2,236,101	\$ 2,467,036	\$ 2,680,342	\$ 2,703,030
	2016	1,982,861	2,133,339	2,269,967	2,291,990
Gross profit	2017	341,652	375,271	403,021	396,141
	2016	307,182	322,036	337,261	334,837
Operating income	2017	86,141	103,950	105,952	112,942
	2016	72,915	90,509	93,423	81,518
Income before income taxes	2017	81,263	87,836	86,543	91,427
	2016	60,021	77,303	80,077	66,122
Net income	2017	50,727	53,200	51,886	89,404
	2016	40,270	51,428	54,041	51,319
Basic net income per share	2017	2.01	2.12	2.07	3.58
	2016	1.56	2.02	2.15	2.04
Diluted net income per share	2017	2.01	2.12	2.07	3.56
	2016	1.55	2.01	2.15	2.03

(1) Quarterly data may not add to yearly totals due to rounding.

(2) During the fourth quarter of 2017, we recognized a \$32.9 million provisional income tax benefit due to the revaluation of our deferred tax liability as a result of the U.S. tax reform bill enacted in December 2017 and a \$4.9 million LIFO benefit, net of tax, primarily related to amounts expensed in the prior three quarters of 2017.

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(Senior Executives, 2018 Performance- and Time-vesting)

LITHIA MOTORS, INC.
RESTRICTED STOCK UNIT AGREEMENT
(2018 Performance- and Time-vesting)

This Restricted Stock Unit Agreement (“**Agreement**”) is entered into pursuant to the 2013 Amended and Restated Stock Incentive Plan (the “**Plan**”) adopted by the Board of Directors and shareholders of Lithia Motors, Inc., an Oregon corporation (the “**Company**”), as amended from time to time. Unless otherwise defined herein, capitalized terms in this Agreement have the meanings given to them in the Plan. Any inconsistency between this Agreement and the terms and conditions of the Plan will be resolved in favor of the Plan. Compensation paid pursuant to this Agreement is intended to qualify as performance-based compensation under Section 162(m) of the Internal Revenue Code of 1986 (the “**Code**”).

“**Recipient**”

Number of Restricted Stock Units (“RSUs”)

“**Date of Grant**” **January 1, 2018**

1. GRANT OF RESTRICTED STOCK UNIT AWARD

1.1 The Grant. The Company hereby awards to Recipient, and Recipient hereby accepts, the RSUs specified above on the terms and conditions set forth in this Agreement and the Plan (the “**Award**”). Each RSU represents the right to receive one share of Class A Common Stock of the Company (a “**Share**”) on an applicable Settlement Date, as defined in Section 1.3 of this Agreement, subject to the terms of this Agreement and the Plan.

1.2 Forfeiture; Vesting; Clawback. The RSUs are subject to forfeiture in accordance with the performance criteria specified in Section 1.2(a) of this Agreement. Any RSUs not forfeited will vest according to the schedule set forth in Section 1.2(b) of this Agreement. The RSUs, the Shares issued upon vesting of the RSUs and any proceeds received upon the sale of the Shares are subject to recovery by the Company as specified in Section 1.2(c) of this Agreement.

(a) *Forfeiture.*

- (i) The RSUs are subject to forfeiture based on the Company's 2018 pro forma earnings per share, calculated as specified in Section 1.2(a)(iii) of this Agreement (the "**2018 Pro Forma EPS**"). The number of RSUs that will be forfeited is determined according to the highest earnings per share threshold set forth on the table below (each, an "**EPS Threshold**") that the 2018 Pro Forma EPS meets or exceeds. The table below specifies the applicable percentage of RSUs that will be retained (the "**Earned RSUs**"), subject to adjustment as provided in Section 1.2(a)(ii), at the specified EPS Threshold. When the Committee certifies the number of Earned RSUs as provided in Section 1.2(a)(iii), all RSUs that are not Earned RSUs will be forfeited.
-

EPS Threshold	Percentage of Earned RSUs
\$10.50 (highest)	150.0%
Any amount between \$8.95 and \$9.25 (inclusive)	100.0%
\$6.80	50.0%
Any amount between \$0.01 and \$6.79 (inclusive)	41.667%
\$ 0.00 or negative 2018 Pro Forma EPS (lowest)	0.0%

(ii) If the 2018 Pro Forma EPS is at least \$6.81 and less than \$8.95, the percentage of Earned RSUs will be determined on a pro-rata basis and the number of Earned RSUs will be rounded to the nearest whole RSU. If the 2018 Pro Forma EPS is at least \$9.26 and less than \$10.50, the percentage of Earned RSUs will be determined on a pro-rata basis and the number of Earned RSUs will be rounded to the nearest whole RSU. If the 2018 Pro Forma EPS is positive but less than \$6.80, the percentage of Earned RSUs will be 41.667%.

Example 1: If the 2018 Pro Forma EPS is \$7.26, the percentage of Earned RSUs would be 50.0% plus an additional percentage calculated as follows: (a) 50%, multiplied by a fraction, (i) the numerator of which is the amount by which 2018 Pro Forma EPS exceeds \$6.80 and (ii) the denominator of which is \$2.15:

$$50\% (\$0.46/2.15) = 10.7\%$$

The resulting percentage of Earned RSUs correlating to an EPS of \$7.26 would be 60.7%. If the Award were 1,000 RSUs, the number of Earned RSUs would be 60.7% of 1,000, or 607 RSUs. The number of forfeited RSUs would be 1,000 minus 607, or 393. The Earned RSUs would be subject to the vesting according to the schedule specified in Section 1.2(b) of this Agreement.

(iii) The 2018 Pro Forma EPS will be calculated by deducting from the Company's consolidated diluted income (loss) per share, as set forth in the audited consolidated statement of income for the Company and its subsidiaries for the 2018 fiscal year, non-operational transactions or disposal activities, for example:

- i. asset impairment and disposal gain;
- ii. gains or losses on the sale of real estate or stores;
- iii. gains or losses on equity investment;
- iv. reserves for real estate leases, Company-owned service contracts (e.g., lifetime oil), and legal matters; and
- v. related income tax adjustments for any of the above.

As soon as practicable, the Director of Internal Audit of the Company shall calculate the 2018 Pro Forma EPS, and shall submit those calculations to the Committee. At or prior to the regularly scheduled meeting of the Committee held in the first fiscal quarter of 2019, the Committee shall certify in writing (which may consist of approved minutes of the meeting) the 2018 Pro Forma EPS and the number of Earned RSUs. Unless otherwise required under this Agreement, no Shares or other amounts shall be delivered or paid unless the Committee certifies the 2018 Pro Forma EPS and the number of Earned RSUs. The Committee may reduce the amount of the compensation payable upon the attainment of the performance goals based on such factors as it deems appropriate, including subjective factors.

(b) *Vesting.* Subject to the continued employment of Recipient with the Company or any Subsidiary, (i) 0% of the Earned RSUs shall vest on the date that the Committee certifies the number of Earned RSUs and (ii) the remaining Earned RSUs shall vest on the dates set forth in the table below (each, a "**Vesting Date**"). The number of Shares to which Recipient is entitled on each Vesting Date shall be rounded up to the nearest whole Share (except for the last Vesting Date, on which all remaining RSUs shall vest).

Vesting Date	Vesting of Award
January 1, 2020	33%
January 1, 2021	33%
January 1, 2022	34%

Example 2: If there are 607 Earned RSUs, and the Committee certifies the number of Earned RSUs on February 1, 2019, the Earned RSUs would vest and entitle Recipient to receive Shares, subject to continued employment, as follows.

Vesting Date	Vesting of Award	Shares
January 1, 2020	33%	202
January 1, 2021	33%	202
January 1, 2022	34%	203

(c) *Clawback.* If the Company's financial statements are restated at any time within three years after the Committee certifies the number of Earned RSUs under Section 1.2(a)(iii) of this Agreement, the 2018 Pro Forma EPS shall be recalculated (the resulting number, the "**Recalculated 2018 Pro Forma EPS**") based on the restated financial statements. If, based on the Company's restated financial statements, the Recalculated 2018 Pro Forma EPS is less than the 2018 Pro Forma EPS that the Committee previously certified, (i) any Earned RSUs subject to vesting shall be adjusted to reflect the number of RSUs that would have been Earned RSUs based on the Recalculated 2018 Pro Forma EPS and (ii) Recipient shall repay to the Company (1) a number of Shares calculated by subtracting the number of Shares Recipient should have received based on the Recalculated 2018 Pro Forma EPS from the number of Shares Recipient received under this Award (the "**Excess Shares**") and (2) any dividend paid on the Excess Shares (the "**Excess Dividends**"). If any Excess Shares are sold by Recipient before the Company's demand for repayment (including any Shares withheld for taxes under Section 4 of this Agreement), in lieu of repaying the Company the Excess Shares that were sold Recipient shall repay to the Company 100% of the proceeds of such sale or sales. The Committee may, in its sole discretion, reduce the amount to be repaid by Recipient to take into account the tax consequences of such repayment for Recipient. No additional RSUs shall be deemed Earned RSUs based on Recalculated 2018 Pro Forma EPS.

If any portion of the Excess Shares and Excess Dividends was deferred under the RSU Deferral Plan effective January 1, 2012 (the "**Deferral Plan**"), that portion shall be recovered by canceling the amounts so deferred under the Deferral Plan and any dividends or other earnings credited under the Deferral Plan with respect to such cancelled amounts. The Company may seek direct repayment from Recipient of any Excess Shares, Excess Dividends and proceeds not so recovered and may, to the extent permitted by applicable law, offset such amounts against any compensation or other amounts owed by the Company to Recipient. In particular, such amounts may be recovered by offset against the after-tax proceeds of deferred compensation payouts under the Company's Deferred Compensation Plan, the Company's Supplemental Executive Retirement Plan at the times such deferred compensation payouts occur under the terms of those plans. Amounts that remain unpaid for more than 60 days after demand by the Company shall accrue interest at the rate used from time to time for crediting interest under the Deferred Compensation Plan.

1.3 Settlement of Earned RSUs. There is no obligation for the Company to make payments or distributions with respect to RSUs except, subject to the terms and conditions of this Agreement, the issuance of Shares to settle vested RSUs after the applicable Vesting Date. The Company's issuance of one Share for each vested Earned RSU ("**Settlement**") may be subject to such conditions, restrictions and contingencies as the Committee shall determine. Unless receipt of the Shares is validly deferred pursuant to the Deferral Plan, and except as otherwise provided in any Amended Employment and Change in Control Agreement between the Company and Recipient (as the same may be

amended and/or restated from time to time), Earned RSUs shall be settled as soon as practicable after the applicable Vesting Date (each date of Settlement, a “**Settlement Date**”), but in no event later than March 15 of the calendar year following the calendar year in which the Vesting Date occurs. Notwithstanding the foregoing, the payment dates set forth in this Section 1.3 have been specified for the purpose of complying with the short-term deferral exception under Code Section 409A, and to the extent payments are made during the periods permitted under Code Section 409A (including applicable periods before or after the specified payment dates set forth in this Section 1.3), the Company shall be deemed to have satisfied its obligations under the Plan and shall be deemed not to be in breach of its payment obligations hereunder.

1.4 Termination of Recipient’s Employment.

(a) *Voluntary or Involuntary Termination*. Except as otherwise provided in this Section 1.4, if Recipient’s employment with the Company or any Subsidiary terminates as a result of a voluntary or involuntary termination, all outstanding unvested RSUs (whether or not determined to be Earned RSUs) shall immediately be forfeited. Recipient shall not be treated as terminating employment if Recipient is on an approved leave of absence.

(b) *Death*. If Recipient’s employment with the Company or any Subsidiary terminates as a result of Recipient’s death that occurs on or after January 1, 2018, Recipient shall become vested in a prorated number of Earned RSUs. The prorated portion of the Earned RSUs that is vested as of Recipient’s death shall be the total number of Earned RSUs multiplied by a fraction, the numerator of which shall be the number of full months elapsed from the Date of Grant through the date of Recipient’s death, and the denominator of which shall be 48. The Vesting Date for additional RSUs vesting under this Section 1.4(b) shall be the date of Recipient’s death. Payment upon death shall be the total number of shares vested as a result of this Section 1.4(b), reduced by the number of Shares previously delivered to Recipient.

(c) *Disability*. If Recipient becomes Disabled while employed by the Company or a Subsidiary, Earned RSUs shall continue to vest as scheduled in Section 1.2 of this Agreement for so long as Recipient remains Disabled. If Recipient dies while Disabled, Section 1.4(b) of this Agreement shall apply.

(d) *Qualified Retirement*. If Recipient terminates employment due to a Qualified Retirement that occurs on or after January 1, 2019, Recipient shall become vested in a prorated number of Earned RSUs. A “**Qualified Retirement**” means Recipient voluntarily terminates employment on or after Recipient attains age 65 and has at least four complete years of employment with the Company or a Subsidiary. The prorated portion of the Earned RSUs that is vested as of Recipient’s Qualified Retirement shall be the total number of Earned RSUs multiplied by a fraction, the numerator of which shall be the number of full months elapsed from the Date of Grant through the date of Recipient’s Qualified Retirement, and the denominator of which shall be 48. The Vesting Date for additional RSUs vesting under this Section 1.4(d) shall be the date of Recipient’s Qualified Retirement. Payment upon Qualified Retirement shall be the total number of shares vested as a result of this Section 1.4(d), reduced by the number of Shares previously delivered to Recipient.

Notwithstanding anything in this Agreement to the contrary, in no event will any Settlement occur prior to the applicable Vesting Date (i.e., the Vesting Date set forth in Section 1.2 unless the Vesting Date is earlier pursuant to Section 1.4 as a result of Recipient’s death or Qualified Retirement).

2. REPRESENTATIONS AND COVENANTS OF RECIPIENT

2.1 No Representations by or on Behalf of the Company. Recipient is not relying on any representation, warranty or statement made by the Company or any agent, employee or officer, director, shareholder or other controlling person of the Company regarding the RSUs or this Agreement.

2.2 Tax Considerations. The Company has advised Recipient to seek Recipient’s own tax and financial advice with regard to the federal and state tax considerations resulting from Recipient’s receipt of the Award, the vesting of the Award and Recipient’s receipt of the Shares upon Settlement of the vested portion of the Award. Recipient understands that the Company, to the extent required by law, will report to appropriate taxing authorities the payment

to Recipient of compensation income upon the grant, vesting and/or Settlement of RSUs under the Award and Recipient shall be solely responsible for the payment of all federal and state taxes resulting from such grant, vesting and/or Settlement.

2.3 Agreement to Enter into Lock-Up Agreement with an Underwriter. Recipient understands and agrees that whenever the Company undertakes a firmly underwritten public offering of its securities, Recipient will, if requested to do so by the managing underwriter in such offering, enter into an agreement not to sell or dispose of any securities of the Company owned or controlled by Recipient, including any of the RSUs or the Shares, provided that such restriction will not extend beyond 12 months from the effective date of the registration statement filed in connection with such offering.

3. GENERAL RESTRICTIONS OF TRANSFERS OF RSUS

3.1 No Transfers of RSUs. Recipient agrees for himself or herself and his or her executors, administrators and other successors in interest that none of the RSUs, nor any interest therein, may be voluntarily or involuntarily sold, transferred, assigned, donated, pledged, hypothecated or otherwise disposed of, gratuitously or for consideration.

3.2 Award Adjustments. The number of RSUs granted under this Award shall, at the discretion of the Committee, be subject to adjustment under the Plan in the event the outstanding shares of Common Stock are hereafter increased, decreased, changed into or exchanged for a different number or kind of shares of Common Stock or for other securities of the Company or of another corporation, by reason of any reorganization, merger, consolidation, reclassification, stock split up, combination of shares of Common Stock, or dividend payable in shares of Common Stock or other securities of the Company. If Recipient receives any additional RSUs pursuant to the Plan, such additional (or other) RSUs shall be deemed granted hereunder and shall be subject to the same restrictions and obligations on the RSUs as originally granted as imposed by this Agreement.

3.3 Invalid Transfers. Any disposition of the RSUs other than in strict compliance with the provisions of this Agreement shall be void.

4. PAYMENT OF TAX WITHHOLDING AMOUNTS. To the extent the Company is responsible for withholding income taxes, Recipient must pay to the Company or make adequate provision for the payment of all Tax Withholding. If any RSUs are scheduled to vest during a period in which trading is not permitted under the Company's insider trading policy, to satisfy the Tax Withholding requirement, Recipient irrevocably elects to settle the Tax Withholding obligation by the Company withholding a number of Shares otherwise deliverable upon vesting having a market value sufficient to satisfy the statutory minimum tax withholding of Recipient. If the Company later determines that additional Tax Withholding was or has become required beyond any amount paid or provided for by Recipient, Recipient will pay such additional amount to the Company immediately upon demand by the Company. If Recipient fails to pay the amount demanded, the Company may withhold that amount from other amounts payable by the Company to Recipient.

5. MISCELLANEOUS PROVISIONS

5.1 Amendment and Modification. Except as otherwise provided by the Plan, this Agreement may be amended, modified and supplemented only by written agreement of all of the parties hereto.

5.2 Assignment. This Agreement and all of the provisions hereof shall be binding upon and inure to the benefit of the parties hereto and their respective successors and permitted assigns, but neither this Agreement nor any of the rights, interests or obligations hereunder shall be assigned by Recipient without the prior written consent of the Company.

5.3 Governing Law. To the extent not preempted by federal law, this Agreement and the rights and obligations of the parties hereunder shall be governed by and construed in accordance with the internal laws of the State of Oregon applicable to the construction and enforcement of contracts wholly executed in Oregon by residents of Oregon and wholly performed in Oregon. Any action or proceeding brought by any party hereto shall be brought

only in a state or federal court of competent jurisdiction located in the County of Multnomah in the State of Oregon and all parties hereto hereby submit to the personal jurisdiction of such court for purposes of any such action or procedure.

5.4 Arbitration. The parties agree to submit any dispute arising under this Agreement to final, binding, private arbitration in Portland, Oregon. This includes not only disputes about the meaning or performance of this Agreement, but disputes about its negotiation, drafting or execution. The dispute will be determined by a single arbitrator in accordance with the then-existing rules of arbitration procedure of Multnomah County, Oregon Circuit Court, except that there shall be no right of de novo review in Circuit Court and the arbitrator may charge his or her standard arbitration fees rather than the fees prescribed in the Multnomah County Circuit Court arbitration procedures. The proceeding will be commenced by the filing of a civil complaint in Multnomah County Circuit Court and a simultaneous request for transfer to arbitration. The parties expressly agree that they may choose an arbitrator who is not on the list provided by the Multnomah County Circuit Court Arbitration Department, but if they are unable to agree upon the single arbitrator within 10 days of receipt of the Arbitration Department list, they will ask the Arbitration Department to make the selection for them. The arbitrator will have full authority to determine all issues, including arbitrability; to award any remedy, including permanent injunctive relief; and to determine any request for costs and expenses in accordance with Section 5.5 of this Agreement. The arbitrator's award may be reduced to final judgment in Multnomah County Circuit Court. The complaining party shall bear the arbitration expenses and may seek their recovery if it prevails. Notwithstanding any other provision of this Agreement, an aggrieved party may seek a temporary restraining order or preliminary injunction in Multnomah County Circuit Court to preserve the status quo during the arbitration proceeding.

5.5 Attorney Fees. If any suit, action or proceeding is instituted in connection with any controversy arising out of this Agreement or the enforcement of any right hereunder, the prevailing party will be entitled to recover, in addition to costs, such sums as the court or arbitrator may adjudge reasonable as attorney fees, including fees on any appeal.

5.6 Headings. The headings of the sections and subsections of this Agreement are inserted for convenience only and shall not constitute a part hereof.

5.7 Entire Agreement. This Agreement and the Plan embody the entire agreement and understanding of the parties hereto in respect of the subject matter contained herein and supersedes all prior written or oral communications or agreements all of which are merged herein. There are no restrictions, promises, warranties, covenants or undertakings, other than those expressly set forth or referred to herein.

5.8 No Waiver. No waiver of any provision of this Agreement or any rights or obligations of any party hereunder shall be effective, except pursuant to a written instrument signed by the party or parties waiving compliance, and any such waiver shall be effective only in the specific instance and for the specific purpose stated in such writing.

5.9 Severability of Provisions. In the event that any provision hereof is found invalid or unenforceable pursuant to judicial decree or decision, the remainder of this Agreement shall remain valid and enforceable according to its terms.

5.10 Incorporation by Reference, Etc. The provisions of the Plan are hereby incorporated herein by reference. Except as otherwise set forth herein, this Agreement shall be construed in accordance with the provisions of the Plan and any interpretations, amendments, rules and regulations promulgated by the Committee from time to time pursuant to the Plan. The Committee shall have the final authority to interpret and construe the Plan and this Agreement and to make any and all determinations under them, and its decision shall be final, binding and conclusive upon Recipient and his or her legal representative in respect to any questions arising under the Plan or this Agreement.

5.11 Notices. All notices or other communications pursuant to this Agreement shall be in writing and shall be deemed duly given if delivered personally or by courier service, or if mailed by certified mail, return receipt requested, prepaid and addressed to the Company executive offices to the attention of the Corporate Secretary, or if to Recipient, to the address maintained by the personnel department, or such other address as such party shall have furnished to the other party in writing.

5.12 Acceptance of Agreement. Unless Recipient notifies the Corporate Secretary in writing within 14 days after the Date of Grant that Recipient does not wish to accept this Agreement, Recipient will be deemed to have accepted this Agreement and will be bound by the terms of this Agreement and the Plan.

5.13 No Right of Employment. Nothing contained in the Plan or this Agreement shall be construed as giving Recipient any right to be retained, in any position, as an employee of the Company or any Subsidiary.

[Remainder of this page left blank intentionally.]

Recipient and the Company have executed this Agreement effective as of the Date of Grant.

RECIPIENT

Signature

Type or Print Name:

Social Security Number:

COMPANY LITHIA MOTORS, INC.

By:

Name: Chris Holzshu

Title: Chief Human Resources Officer

*** Please take the time to read and understand this Agreement. If you have any specific questions or do not fully understand any of the provisions, please contact stockinfo@lithia.com.**

EXHIBIT 12

RATIO OF EARNINGS TO COMBINED FIXED CHARGES

The following table shows the ratio of earnings to combined fixed charges for us and our consolidated subsidiaries for the dates indicated.

(Dollars in Thousands)

	Year Ended December 31,				
	2017	2016	2015	2014	2013
Earnings					
Income from continuing operations before income taxes	\$ 347,069	\$ 283,523	\$ 262,704	\$ 210,495	\$ 165,788
Fixed charges	83,453	54,096	46,413	29,797	25,820
Amortization of capitalized interest	320	308	297	287	280
Capitalized interest	(524)	(414)	(450)	(407)	(85)
Total earnings	430,318	240,172	191,803	155,820	115,243
Fixed Charges					
Floor plan interest expense	39,336	25,531	19,534	13,861	12,373
Other interest expense (1)	34,776	23,207	19,491	10,742	8,350
Capitalized interest costs	524	414	450	407	85
Interest component of rent expense	8,817	4,944	6,938	4,787	5,012
Total fixed charges	83,453	54,096	46,413	29,797	25,820
Ratio of earnings to fixed charges	5.2x	4.4x	4.1x	5.2x	4.5x

(1) Other interest expense includes amortization of debt issuance costs

For purposes of these ratios, “earnings” consist of income from continuing operations before income taxes and fixed charges, and “fixed charges” consist of interest expense on indebtedness and the interest component of rental expense, and amortization of debt discount and issuance expenses.

We did not have any preferred stock outstanding for the periods presented above, and therefore the ratios of earnings to combined fixed charges and preferred stock dividends would be the same as the ratios of earnings to combined fixed charges presented above.

EXHIBIT 21

SUBSIDIARIES OF LITHIA MOTORS, INC.
(as of December 31, 2017)

NAME OF ENTITY	STATE OF ORIGIN	ASSUMED BUSINESS NAME(S) (if different than entity name)
Lithia Imports of Anchorage, Inc.	Alaska	Lithia Hyundai of Anchorage Lithia Kia of Anchorage Lithia Anchorage Auto Body
Lithia NA, Inc.	Alaska	BMW of Anchorage MINI of Anchorage
Lithia of Anchorage, Inc.	Alaska	Lithia Chrysler Jeep Dodge of Anchorage Lithia Value Autos
Lithia of Fairbanks, Inc.	Alaska	Chevrolet Buick GMC of Fairbanks
Lithia of South Central AK, Inc.	Alaska	Chevrolet of South Anchorage Chevrolet of Wasilla
Lithia of Wasilla, LLC	Alaska	Lithia Chrysler Jeep Dodge Ram of Wasilla
DCH (Oxnard) Inc.	California	DCH Honda of Oxnard Honda of Oxnard Supercraft Auto Body & Paint DCH Used Car Superstore
DCH CA LLC	California	DCH Acura of Temecula DCH Acura Temecula
DCH Calabasas-A, LLC	California	Audi Calabasas
DCH California Investments LLC	California	
DCH California Motors Inc.	California	DCH Toyota of Oxnard Toyota of Oxnard DCH Scion of Oxnard
DCH Del Norte, INC.	California	DCH Lexus of Oxnard Lexus of Oxnard DCH Lexus of Santa Barbara
DCH Korean Imports LLC	California	DCH Kia of Temecula
DCH Mission Valley LLC	California	DCH Honda of Mission Valley
DCH Oxnard 1521 Imports Inc.	California	DCH Audi of Oxnard Audi of Oxnard
DCH Riverside-S, Inc.	California	DCH Subaru of Riverside
DCH Simi Valley Inc.	California	DCH Toyota of Simi Valley Toyota of Simi Valley DCH Scion of Simi Valley
DCH Temecula Imports LLC	California	DCH Honda of Temecula DCH Honda Temecula
DCH Temecula Motors LLC	California	DCH Chrysler Jeep Dodge of Temecula DCH Chrysler Jeep of Temecula DCH Dodge of Temecula
DCH Thousand Oaks-F, Inc.	California	DCH Ford of Thousand Oaks

DCH Torrance Imports Inc.

California

DCH Toyota of Torrance
DCH Scion of Torrance
Torrance Toyota
Torrance Scion
Toyota Scion

LA Motors Holding, LLC	California	
LAD Carson-N, LLC	California	Carson Nissan
LAD-AU, LLC	California	Audi Downtown LA
LAD-MB, LLC	California	Downtown LA Motors
LAD-N, LLC	California	Nissan of Downtown LA
LAD-P, LLC	California	Porsche Downtown LA
LAD-T, LLC	California	Toyota of Downtown LA
LAD-V, LLC	California	Volkswagen of Downtown LA
Lithia CIMR, Inc.	California	Lithia Chevrolet of Redding
Lithia FMF, Inc.	California	Lithia Ford of Fresno Lithia Ford Lincoln of Fresno
Lithia Fresno, Inc.	California	Lithia Subaru of Fresno Fresno Mitsubishi
Lithia JEF, Inc.	California	Lithia Hyundai of Fresno
Lithia MMF, Inc.	California	Lithia Mazda of Fresno Lithia Suzuki of Fresno
Lithia NC, Inc.	California	Nissan of Clovis
Lithia NF, Inc.	California	Lithia Nissan of Fresno
Lithia of Concord I, Inc.	California	Lithia Chrysler Dodge Jeep Ram of Concord
Lithia of Concord II, Inc.	California	Lithia FIAT of Concord
Lithia of Eureka, Inc.	California	Lithia Chrysler Jeep Dodge of Eureka
Lithia of Lodi, Inc.	California	Lodi Toyota Lodi Scion
Lithia of Santa Rosa, Inc.	California	Lithia Chrysler Jeep Dodge of Santa Rosa
Lithia of Stockton, Inc.	California	Nissan of Stockton, Kia of Stockton
Lithia of Stockton-V, Inc.	California	Volkswagen of Stockton
Lithia of Walnut Creek, Inc.	California	Diablo Subaru of Walnut Creek
Lithia Sea P, Inc.	California	Porsche of Monterey
Lithia Seaside, Inc.	California	BMW of Monterey
Lithia TR, Inc.	California	Lithia Toyota of Redding Lithia Scion of Redding
Lithia VF, Inc.	California	Volvo of Fresno
LLL Sales CO LLC	California	DCH Gardena Honda Gardena Honda Gardena Honda, a DCH Company All-Savers Auto Sales & Leasing
Tustin Motors Inc.	California	Honda Acura DCH Tustin Acura Tustin Acura
Dah Chong Hong CA Trading LLC	Delaware	
DCH Auto Group (USA) Inc.	Delaware	
DCH Holdings LLC	Delaware	
DCH Mamaroneck LLC	Delaware	DCH Toyota City DCH Scion City
DCH North America Inc.	Delaware	

DCH NY Motors LLC	Delaware	DCH Wappingers Falls Toyota DCH Wappingers Falls Auto Group DCH Wappingers Falls Scion
DCH TL Holdings LLC	Delaware	
DCH TL NY Holdings LLC	Delaware	
Lithia Armory Garage, LLC	Delaware	Armory Chrysler Dodge Jeep Ram Fiat of Albany
Lithia Auction & Recon, LLC	Delaware	Auction & Recon
Lithia BA Holding, Inc.	Delaware	
Lithia Buffalo-A, LLC	Delaware	Ray Laks Acura of Buffalo
Lithia Crater Lake-F, Inc.	Delaware	Crater Lake Ford Lincoln
Lithia Crater Lake-M, Inc.	Delaware	Crater Lake Mazda
Lithia of Honolulu-F, LLC	Delaware	Honolulu Ford
Lithia Orchard Park-H, LLC	Delaware	Ray Laks Honda of Orchard Park
Lithia of Honolulu-A, Inc.	Hawaii	Acura of Honolulu
Lithia of Honolulu-BGMCC, LLC	Hawaii	Honolulu Buick GMC Honolulu Buick GMC Cadillac Honolulu Cadillac
Lithia of Honolulu-V, LLC	Hawaii	Honolulu Volkswagen
Lithia of Maui-H, LLC	Hawaii	Island Honda
Lithia CCTF, Inc.	Idaho	Chevrolet of Twin Falls
Lithia Ford of Boise, Inc.	Idaho	Lithia Ford of Boise Lithia Ford Lincoln of Boise Auto Credit of Idaho Lithia Body & Paint of Boise
Lithia of Pocatello, Inc.	Idaho	Lithia Chrysler Jeep Dodge of Pocatello Lithia Hyundai of Pocatello Lithia Dodge Trucks of Pocatello
Lithia of TF, Inc.	Idaho	Lithia Chrysler Jeep Dodge of Twin Falls
Lithia AcDM, Inc.	Iowa	Acura of Johnston
Lithia HDM, Inc.	Iowa	Honda of Ames
Lithia MBDM, Inc.	Iowa	Mercedes Benz of Des Moines European Motorcars Des Moines
Lithia NDM, Inc.	Iowa	Lithia Nissan of Ames
Lithia of Des Moines, Inc.	Iowa	BMW of Des Moines European Motorcars Des Moines Lithia Body and Paint of Des Moines
Lithia VAuDM, Inc.	Iowa	Audi Des Moines Lithia Volkswagen of Des Moines Assured Used Cars & Trucks Lithia Audi of Des Moines
Milford DCH, Inc.	Massachusetts	DCH Toyota of Milford
Lithia CDH, Inc.	Montana	Lithia Chrysler Jeep Dodge of Helena
Lithia HGF, Inc.	Montana	Honda of Great Falls
Lithia LBGGF, Inc.	Montana	Lithia Buick GMC of Great Falls
Lithia LHGF, Inc.	Montana	Lithia Hyundai of Great Falls
Lithia LSGF, Inc.	Montana	Lithia Subaru of Great Falls
Lithia of Billings II LLC	Montana	Lithia Toyota of Billings Lithia Scion of Billings

Lithia of Billings, Inc.	Montana	Lithia Chrysler Jeep Dodge of Billings
Lithia of Great Falls, Inc.	Montana	Lithia Chrysler Jeep Dodge of Great Falls
Lithia of Helena, Inc.	Montana	Chevrolet of Helena
Lithia of Missoula II LLC	Montana	Lithia Toyota of Missoula Lithia Scion of Missoula
Lithia of Missoula, Inc.	Montana	Lithia Chrysler Jeep Dodge of Missoula Lithia Auto Center of Missoula
Lithia of Missoula III, Inc.	Montana	Lithia Ford of Missoula
Lithia Reno Sub-Hyun, Inc.	Nevada	Lithia Reno Subaru Lithia Body & Paint
Lithia SALMIR, Inc.	Nevada	Lithia Volkswagen of Reno Lithia Hyundai of Reno Lithia Chrysler Jeep of Reno
797 Valley Street, LLC	New Jersey	
Dah Chong Hong Trading Corporation	New Jersey	
Daron Motors LLC	New Jersey	DCH Academy Honda Academy Honda
DCH Bloomfield LLC	New Jersey	DCH Bloomfield BMW DCH Essex BMW Essex BMW BMW of Bloomfield Parkway BMW
DCH DMS NJ, LLC	New Jersey	
DCH Essex Inc. fka DCH-Millburn Inc. (fka DCH Essex LLC)	New Jersey	DCH Audi DCH Maplewood Audi DCH Millburn Audi Essex Motors Millburn Audi
DCH Financial NJ, LLC	New Jersey	
DCH Freehold LLC	New Jersey	Freehold Toyota DCH Freehold Toyota DCH Freehold Scion
DCH Freehold-V, LLC	New Jersey	DCH Volkswagen of Freehold
DCH Investments Inc. (New Jersey)	New Jersey	
DCH Leasing Corporation	New Jersey	
DCH Monmouth LLC	New Jersey	BMW of Freehold
DCH Montclair LLC	New Jersey	Montclair Acura DCH Montclair Acura
DCH Motors LLC	New Jersey	Kay Honda DCH Motors DCH Kay Honda
DCH Support Services, LLC	New Jersey	
Freehold Nissan LLC	New Jersey	DCH Freehold Nissan Freehold Nissan
Lithia Eatontown-F, LLC	New Jersey	
Lithia Paramus-M, LLC	New Jersey	
Lithia Ramsey-B, LLC	New Jersey	
Lithia Ramsey-L, LLC	New Jersey	
Lithia Ramsey-M, LLC	New Jersey	

Lithia Ramsey-T, LLC	New Jersey	
Paramus Collision, LLC	New Jersey	
Paramus World Motors LLC	New Jersey	DCH Paramus Honda Paramus Honda Crown Leasing
Sharlene Realty LLC	New Jersey	DCH Brunswick Toyota DCH Brunswick Scion DCH Collision Center
LDLC, LLC	New Mexico	Lithia Dodge of Las Cruces
Lithia CJDSF, Inc.	New Mexico	Lithia Chrysler Jeep Dodge of Santa Fe
Carbone Auto Body, LLC	New York	
DCH Investments, Inc. (New York)	New York	
DCH Management Inc.	New York	
DCH Nanuet LLC	New York	DCH Honda of Nanuet
Lithia Middletown-L, LLC	New York	
Lithia of Troy, LLC	New York	Carbone Subaru
Lithia of Utica-1, LLC	New York	BMW of Utica
Lithia of Utica-2, LLC	New York	Don's Ford
Lithia of Utica-3, LLC	New York	Don's Subaru
Lithia of Yorkville-1, LLC	New York	Carbone Chevrolet Buick Cadillac GMC
Lithia of Yorkville-2, LLC	New York	Carbone Chrysler Dodge Jeep Ram
Lithia of Yorkville-3, LLC	New York	Carbone Honda
Lithia of Yorkville-4, LLC	New York	Carbone Hyundai
Lithia of Yorkville-5, LLC	New York	Carbone Nissan
Lithia ND Acquisition Corp. #1	North Dakota	Lithia Ford Lincoln of Grand Forks
Lithia ND Acquisition Corp. #3	North Dakota	Lithia Chrysler Jeep Dodge of Grand Forks
Lithia ND Acquisition Corp. #4	North Dakota	Lithia Toyota of Grand Forks Lithia Scion of Grand Forks Lithia Toyota Scion of Grand Forks
Cadillac of Portland Lloyd Center, LLC	Oregon	Cadillac of Portland
Fuse Auto Sales, LLC	Oregon	
Hutchins Eugene Nissan, Inc.	Oregon	Lithia Nissan of Eugene
Hutchins Imported Motors, Inc.	Oregon	Lithia Toyota of Springfield Lithia Scion of Springfield Lithia Toyota Scion of Springfield
LAD Advertising, Inc.	Oregon	LAD Advertising LAD Printing The Print Shop at the Commons The Print Shop
LBMP, LLC	Oregon	BMW Portland
LFKF, LLC	Oregon	Lithia Ford of Klamath Falls
LGPAC, Inc.	Oregon	Lithia's Grants Pass Auto Center Xpress Lube
Lithia Aircraft, Inc.	Oregon	
Lithia Auto Services, Inc.	Oregon	
Lithia BNM, Inc.	Oregon	

Lithia Community Development Company, Inc.	Oregon	
Lithia DE, Inc.	Oregon	Lithia Chrysler Jeep Dodge of Eugene
Lithia DM, Inc.	Oregon	Lithia Dodge Lithia Chrysler Jeep Dodge Xpress Lube
Lithia Financial Corporation	Oregon	Lithia Leasing
Lithia HPI, Inc.	Oregon	
Lithia Klamath, Inc.	Oregon	Lithia Chrysler Jeep Dodge of Klamath Falls Lithia Toyota of Klamath Falls Lithia Scion of Klamath Falls Lithia Klamath Falls Auto Center Lithia Body and Paint of Klamath Falls
Lithia Medford Hon, Inc.	Oregon	Lithia Honda
Lithia Motors Support Services, Inc.	Oregon	Lithia's LAD Travel Service
Lithia MTLM, Inc.	Oregon	Lithia Toyota Lithia Scion Lithia Toyota Scion
Lithia of Bend #1, LLC	Oregon	Bend Honda
Lithia of Bend #2, LLC	Oregon	Chevrolet Cadillac of Bend Lithia Body & Paint of Bend
Lithia of Eugene, LLC	Oregon	Lithia FIAT of Eugene
Lithia of Portland, LLC	Oregon	Buick GMC of Portland
Lithia of Portland I, Inc.	Oregon	Lithia Chrysler Dodge Jeep Ram of Portland Lithia Chrysler Dodge Ram of Portland
Lithia of Roseburg, Inc.	Oregon	Lithia Chrysler Jeep Dodge of Roseburg Lithia Roseburg Auto Center
Lithia Oregon Investments - 1, LLC	Oregon	N/A
Lithia Oregon Investments - 2, LLC	Oregon	N/A
Lithia Real Estate, Inc.	Oregon	
Lithia Rose-FT, Inc.	Oregon	Lithia Ford Lincoln of Roseburg Assured Dealer Services of Roseburg
Lithia SOC, Inc.	Oregon	Lithia Subaru of Oregon City
LMBB, LLC	Oregon	Mercedes-Benz of Beaverton
LMBP, LLC	Oregon	Mercedes-Benz of Portland Smart Center of Portland
LMOP, LLC	Oregon	MINI of Portland
LSTAR, LLC	Oregon	
Medford Insurance, LLC	Oregon	
RFA Holdings, LLC	Oregon	
Salem-B, LLC	Oregon	BMW of Salem
Salem-H, LLC	Oregon	Honda of Salem
Salem-V, LLC	Oregon	Volkswagen of Salem
Southern Cascades Finance Corporation	Oregon	
Baierl Auto Parts, Inc.	Pennsylvania	
Baierl Automotive Corporation	Pennsylvania	Baierl Acura Baierl Automotive

		Baierl Automotive Baierl Budget Cars Baierl Buick Baierl Chevrolet Baierl Chevrolet Cadillac Baierl Cadillac Baierl Collision Center Baierl Daewoo Baierl Honda Baierl Honda Pre-Owned Baierl Isuzu Truck Baierl Kia Baierl Mitsubishi Baierl Subaru Baierl Subaru-Buick Baierl Subaru-Mitsubishi Baierl Truck Depot Baierl Used Car Supercenter Baierl Used Cars
Baierl Chevrolet, Inc.	Pennsylvania	
Baierl Holding Corporation	Pennsylvania	
		Baierl Automotive Baierl Toyota-Scion Baierl Toyota
Cranberry Automotive, Inc.	Pennsylvania	
Elizabeth Collision, LLC	Pennsylvania	
Lithia Monroeville-A, LLC	Pennsylvania	
Lithia Monroeville-C, LLC	Pennsylvania	
Lithia Monroeville-F, LLC	Pennsylvania	
Lithia Monroeville-V, LLC	Pennsylvania	
Lithia Moon-S, LLC	Pennsylvania	
Lithia Moon-V, LLC	Pennsylvania	
Lithia Pittsburgh-S, LLC	Pennsylvania	
Lithia Pleasant Hills-T, LLC	Pennsylvania	
Lithia Uniontown-C, LLC	Pennsylvania	
		Baierl Ford Baierl Collision Center
Northland Ford Inc.	Pennsylvania	
PA Real Estate, LLC	Pennsylvania	
PA Support Services, LLC	Pennsylvania	
Zelienople Real Estate I, L.P.	Pennsylvania	
Zelienople Real Estate, L.L.C.	Pennsylvania	
Lithia Automotive, Inc.	South Dakota	
Lithia Bryan Texas, Inc.	Texas	Lithia Chrysler Jeep Dodge of Bryan College Station
Lithia CJDO, Inc.	Texas	All American Chrysler Jeep Dodge of Odessa
		All American Chrysler Jeep Dodge of San Angelo All American Autoplex
Lithia CJDSA, Inc.	Texas	
Lithia CM, Inc.	Texas	All American Chevrolet of Midland
Lithia CO, Inc.	Texas	All American Chevrolet of Odessa
Lithia CSA, Inc.	Texas	All American Chevrolet of San Angelo
Lithia DMID, Inc.	Texas	All American Chrysler Jeep Dodge of Midland
Lithia FLCC, LLC	Texas	Access Ford Lincoln of Corpus Christi

Lithia HMID, Inc.	Texas	Lithia Hyundai of Odessa
Lithia NSA, Inc.	Texas	Honda of San Angelo All American Autoplex
Lithia of Abilene, Inc.	Texas	Honda of Abilene
Lithia of Clear Lake, LLC	Texas	Subaru of Clear Lake
Lithia of Corpus Christi, Inc.	Texas	Lithia Chrysler Jeep Dodge of Corpus Christi Lithia Dodge of Corpus Christi
Lithia of Killeen, LLC	Texas	All American Chevrolet of Killeen
Lithia TA, Inc.	Texas	Lithia Toyota of Abilene Lithia Scion of Abilene
Lithia TO, Inc.	Texas	Lithia Toyota of Odessa Lithia Scion of Odessa
Lithia of Bennington - 1, LLC	Vermont	Carbone Ford of Bennington
Lithia of Bennington - 2, LLC	Vermont	Carbone Hyundai of Bennington
Lithia of Bennington - 3, LLC	Vermont	Carbone Honda of Bennington
Lithia of Bennington - 4, LLC	Vermont	Carbone Toyota of Bennington
Camp Automotive, Inc.	Washington	Camp BMW Camp Chevrolet Subaru of Spokane Camp Cadillac
Lithia Dodge of Tri-Cities, Inc.	Washington	Lithia Chrysler Jeep Dodge of Tri-Cities
Lithia of Bellingham, LLC	Washington	Chevrolet Cadillac of Bellingham Chambers Chevrolet Cadillac of Bellingham Chevrolet Buick GMC Cadillac of Bellingham
Lithia of Seattle, Inc.	Washington	BMW Seattle
Lithia of Spokane, Inc.	Washington	Mercedes Benz of Spokane
Lithia of Spokane II, Inc.	Washington	Lithia Chrysler Dodge Jeep Ram of Spokane
Lithia of Casper, LLC	Wyoming	Greiner Ford Lincoln of Casper

EXHIBIT 23

Consent of Independent Registered Public Accounting Firm

The Board of Directors
Lithia Motors, Inc.:

We consent to the incorporation by reference in the registration statements (Nos. 333-190192, 333-43593, 333-69169, 333-156410, 333-39092, 333-61802, 333-106686, 333-116839, 333-116840, 333-135350, 333-161590 and 333-168737) on Form S-8 of our reports dated February 23, 2018, with respect to the consolidated balance sheets of Lithia Motors, Inc. and subsidiaries as of December 31, 2017 and 2016, and the related consolidated statements of operations, comprehensive income, changes in stockholders' equity, and cash flows for each of the years in the three-year period ended December 31, 2017, and the related notes (collectively, the "consolidated financial statements"), and the effectiveness of internal control over financial reporting as of December 31, 2017, which reports appear in the December 31, 2017 annual report on Form 10-K of Lithia Motors, Inc.

Our report on the effectiveness of internal control over financial reporting as of December 31, 2017 contains an explanatory paragraph stating that management excluded from its assessment of the effectiveness of Lithia Motors, Inc. and subsidiaries' internal control over financial reporting as of December 31, 2017, 18 acquired stores' internal control over financial reporting. The total assets of these 18 stores represented approximately 11% of consolidated total assets as of December 31, 2017 and approximately 6% of consolidated revenues for the year ended December 31, 2017. Our audit of internal control over financial reporting for Lithia Motors, Inc. and subsidiaries also excluded an evaluation of the internal control over financial reporting of these 18 stores.

/s/ KPMG LLP

Portland, Oregon
February 23, 2018

EXHIBIT 31.1

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER
PURSUANT TO RULE 13a-14(a) OR RULE 15d-14(a)
OF THE SECURITIES EXCHANGE ACT OF 1934**

I, Bryan B. DeBoer, certify that:

1. I have reviewed this annual report on Form 10-K of Lithia Motors, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: February 23, 2018

/s/ Bryan B. DeBoer
Bryan B. DeBoer
President and Chief Executive Officer
Lithia Motors, Inc.

EXHIBIT 31.2

**CERTIFICATION OF CHIEF FINANCIAL OFFICER
PURSUANT TO RULE 13a-14(a) OR RULE 15d-14(a)
OF THE SECURITIES EXCHANGE ACT OF 1934**

I, John F. North, III, certify that:

1. I have reviewed this annual report on Form 10-K of Lithia Motors, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures

- (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
- (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
- (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: February 23, 2018

/s/ John F. North, III

John F. North, III

Senior Vice President and Chief Financial Officer

Lithia Motors, Inc.

EXHIBIT 32.1

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER
PURSUANT TO RULE 13a-14(b) OR RULE 15d-14(b)
OF THE SECURITIES EXCHANGE ACT OF 1934 AND 18 U.S.C. SECTION 1350**

In connection with the Annual Report of Lithia Motors, Inc. (the "Company") on Form 10-K for the year ended December 31, 2017 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Bryan B. DeBoer, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Bryan B. DeBoer

Bryan B. DeBoer

President and Chief Executive Officer

Lithia Motors, Inc.

February 23, 2018

EXHIBIT 32.2

**CERTIFICATION OF CHIEF FINANCIAL OFFICER
PURSUANT TO RULE 13a-14(b) OR RULE 15d-14(b)
OF THE SECURITIES EXCHANGE ACT OF 1934 AND 18 U.S.C. SECTION 1350**

In connection with the Annual Report of Lithia Motors, Inc. (the "Company") on Form 10-K for the year ended December 31, 2017 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, John F. North, III, Senior Vice President and Chief Financial Officer, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of

operations of the Company.

/s/ John F. North, III

John F. North, III
Senior Vice President and Chief Financial Officer
Lithia Motors, Inc.
February 23, 2018