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Sonic Automotive Acquires Jaguar Land Rover Santa Monica, Strengthening Top U.S. Retailer Position

Acquisition expands Southern California footprint, bringing total Jaguar Land Rover dealerships to 11

CHARLOTTE, N.C., Aug. 19, 2025 /PRNewswire/ -- Sonic Automotive, a Fortune 500 company and one of the country's largest automotive and powersports retailers, announced its acquisition of Jaguar Land Rover Santa Monica, expanding its operations throughout the essential Southern California market. The acquisition marks a significant milestone for the company, bringing its total number of Jaguar Land Rover dealerships in the United States to 11, solidifying its position as the largest volume Jaguar Land Rover retailer in the United States for the manufacturer. The company is already the largest Jaguar Land Rover retail ownership group in the United States by volume (2024 CY).

"This acquisition marks another important step in Sonic Automotive's growth journey," said David B. Smith, Chairman and Chief Executive Officer of Sonic Automotive. "The addition of Jaguar Land Rover Santa Monica strengthens our position in one of the world's most important luxury markets and reflects the energy driving our company forward. We see an extraordinary opportunity ahead, and we will continue to grow in ways that honor our guests, our teammates, our partners, and the brands we represent."

Sonic Automotive continues its aggressive growth plan through this acquisition and commitment to the Jaguar and Land Rover brands. The Santa Monica location joins other recent Jaguar Land Rover dealership announcements, further strengthening the company's robust portfolio. This acquisition cements Sonic's status as the leading Jaguar Land Rover retail ownership group in the U.S. and underscores its growing influence in shaping the future of premium automotive customer experiences.

"We are incredibly proud of the legacy we've built here in Santa Monica, and we're grateful for the collaborative and seamless process with Sonic Automotive," said Sudhir Sood, CEO of Redwood Automotive I, LLC, and the Dealer/Principal of Jaguar Land Rover Santa Monica. "Their proven leadership in the luxury automotive space makes them a trusted partner to carry our business forward, and we're confident this transition sets up our team and customers for continued success."

This acquisition follows Sonic Automotive's recent announcement of the acquisition of four additional Jaguar Land Rover dealerships in California. As the No. 1 retailer by volume of Jaguar Land Rover vehicles in the United States, Sonic Automotive continues its strategic initiatives to strengthen its national market position and drive long-term growth.

Jeff Dyke, President of Sonic Automotive, said, "This expansion is about elevating the customer experience and driving innovation across our network. The Santa Monica dealership will help us better serve the vibrant Southern California market and boost our overall sales. More importantly, it allows us to refine our operations and build stronger connections with our customers. We're committed to bringing a consistent, high-quality experience as our presence continues to grow."

In addition to its 179 automotive and powersports franchises at 126 locations, Sonic operates 18 EchoPark Automotive locations nationwide. EchoPark, ranked as the No. 1 used car buying experience in America, continues to expand the company's reach in the high-quality pre-owned segment.

About Sonic Automotive
Sonic Automotive, Inc., a Fortune 500 company based in Charlotte, North Carolina, is on a quest to become the most valuable diversified automotive retail and service brand in America. Our Company culture thrives on creating, innovating, and providing industry-leading guest experiences, driven by strategic investments in technology, teammates, and ideas that ultimately fulfill ownership dreams, enrich lives, and deliver happiness to our guests and teammates. As one of the largest automotive and powersports retailers in America, we are committed to delivering on this goal while pursuing expansive growth and taking progressive measures to be the leader in these categories. Our new platforms, programs, and people are set to drive the next generation of automotive and powersports experiences. More information about Sonic Automotive can be found at sonicautomotive.com and ir.sonicautomotive.com.

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