

2020 Revenue
Est.
\$109,000,000

2020 EBITDA
Est.
\$4,400,000

BUSINESS HIGHLIGHTS

The Company is a premier multi-location used car dealership situated in a growing major metropolitan area. With over 600 vehicles in stock, the Company carries an attractive mix of highly desirable cars, trucks and SUVs.

The Company's modern and attractive facilities are in high-traffic areas and have large fully-stocked service centers. It differentiates itself from the competition by carrying a carefully curated inventory and offering customers a variety of financing sources and highly-lucrative F&I products.



Customer Market Mix



COMPANY STATS

Over 16 yrs of operations

Over 240,000 customers

85 FT & 2 PT employees

GROWTH OPPORTUNITY

Develop Technology-based Platform

Expand Sales/Marketing

Geographic Expansion

INVESTMENT APPEAL

- **Strong Historical Growth** - Revenue during the historical period increased at an 9.5% CAGR growing from \$98.5M in 2017 to \$118.0M in 2019. Earnings (EBITDA) grew at a CAGR of 12.6%, reaching \$4.57M during the same time period.
- **Proprietary Systems and Procedures** - The Company has developed proprietary systems that enable it to purchase highly-desirable inventory at the right price and maintain dynamic market pricing which is listed across a variety of automotive platforms.
- **Essential Business** - Deemed an essential business, sales remained strong during the 2008-2009 recession and during the Covid-19 pandemic of 2020.
- **Ideal Locations** - The Company has modern and spacious facilities located on busy highways in rapidly growing areas.

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