



Cardinal Auto Sales — Achieve a better sale with OffDeal

Market Opportunity in Used Car Dealerships

- Used car sales have surged, with a 15% increase in pricing YoY, driven by high demand and limited inventory.
- Consolidation trends are rising as aging owners seek exits, creating a favorable environment for sellers.
- Private equity firms are increasingly targeting scalable auto dealerships, recognizing strong growth potential and recurring revenue streams.
- In 2025, deal volumes in the automotive sector are rebounding, presenting a unique window for sellers to maximize value.
- Favorable economic conditions, including lower interest rates, facilitate financing for buyers, enhancing deal attractiveness.

Why Choose OffDeal

- Access to 15x more strategic buyers via our AI-driven matching process, expanding your potential buyer pool significantly.
- Receive initial offers in less than 45 days, speeding up the sale process compared to traditional timelines of 4-6 months.
- Achieve offers approximately 30% higher through competitive auctions, maximizing the value of your business.
- No upfront fees; we operate on a success-based model, ensuring alignment of interests throughout the process.
- Benefit from white-glove support by dedicated M&A advisors, guiding you through every step of the sale.

Your Business Positioning

- Strong revenue range of \$7-10M positions you well in a competitive market, appealing to both strategic and financial buyers.
- Recurring revenue from service contracts enhances your business's stability and attractiveness to potential acquirers.
- Established market presence in Baltimore, providing a solid foundation for growth and scalability in a consolidating industry.
- Possession of valuable customer relationships and brand reputation, critical factors that drive buyer interest.
- Potential for technology integration to streamline operations, making your dealership more appealing to tech-focused buyers.

Our Proven Process & Next Steps

- Sign an NDA to ensure confidentiality and protect your business information.
- Receive a comprehensive Confidential Information Memorandum (CIM) detailing your business's strengths and market position.
- Engage in one-on-one buyer meetings facilitated by our experienced advisors to showcase your dealership effectively.
- Receive Letters of Intent (LOIs) from interested buyers, providing clear offers for consideration.
- Close the deal efficiently with our support, ensuring a smooth transition and maximizing your exit value.