



Blue Jay Auto Sales — Achieve a better sale with OffDeal

Market Opportunity in Used Car Dealerships

- In 2025, used car dealership acquisitions will rise due to increased consumer demand and easier financing.
- Automotive deal values are climbing as buyers seek high-quality, scalable assets from aging owners.
- Private equity firms are targeting automotive businesses for their recurring revenue and growth potential.
- Consolidation is strong, with strategic buyers enhancing market share in competitive regions like Baltimore.
- Lower interest rates are creating favorable financing conditions, allowing sellers to achieve maximum exit value.

Why Choose OffDeal

- Access to 1,000+ strategic buyers—15x more than traditional methods—ensuring competitive offers.
- Receive initial offers in less than 45 days, dramatically reducing the typical 4-6 month timeline.
- Competitive auctions lead to offers that are approximately 30% higher than traditional sales methods.
- No upfront fees—our success-based model aligns our interests with yours, ensuring a focus on maximizing value.
- White-glove advisory support throughout the process, including CIM preparation and expert negotiation strategies.

Your Business Positioning

- Strong revenue range of \$7-10M positions Cardinal Auto Sales attractively in the growing used car market.
- Established customer base and reputation enhance buyer confidence and appeal, driving competitive offers.
- Potential for scalability through digital marketing and online sales channels, appealing to tech-savvy buyers.
- Recurring revenue from service contracts and warranties can significantly boost valuation in the M&A landscape.
- Strategic location in Baltimore provides access to a diverse buyer pool and growing regional demand.

Our Proven Process & Next Steps

- Sign an NDA to start the confidential process, ensuring your business information is protected.
- Receive a comprehensive CIM that highlights your business's strengths and market position.
- Engage in one-on-one buyer meetings to present your business and answer questions directly.
- Receive Letters of Intent (LOIs) from interested buyers, streamlining decision-making.
- Close the deal efficiently with our dedicated support, maximizing your exit value. Schedule a call to start.