



Cardinal Auto Sales — Achieve a better sale with OffDeal

Market Opportunity in Used Car Dealerships

- Used car dealership valuations are rising due to increased consumer demand and limited inventory, making this an opportune time for sellers.
- In 2025, the automotive sector sees a surge in acquisitions as aging owners retire, driving consolidation in the marketplace.
- Buyers are increasingly focused on scalable businesses with strong digital presence, leveraging technology for efficiency and customer engagement.
- Private equity firms are actively pursuing profitable dealerships, offering higher multiples as competition intensifies among strategic buyers.
- The favorable financing environment, with lower interest rates, enhances buyer capacity, creating a robust market for quality dealerships.

Why Choose OffDeal

- Access 1,000+ strategic buyers through our AI-driven matching—15x more than traditional methods.
- Receive initial offers in less than 45 days, significantly faster than the typical 4-6 month timeline.
- Competitive auctions lead to offers that are approximately 30% higher, maximizing your sale value.
- Enjoy \$0 upfront fees—our success-based model aligns our interests with yours for optimal outcomes.
- Benefit from white-glove advisory support, ensuring expert guidance throughout the entire M&A process.

Your Business Positioning

- Strong revenue growth and a loyal customer base position your dealership favorably in a competitive landscape.
- Recurring revenue through service contracts and financing options enhances buyer appeal and perceived stability.
- A robust online presence and digital marketing efforts attract tech-savvy buyers looking for scalable operations.
- Established relationships with suppliers and financing partners add significant value and operational continuity.
- Your dealership's unique inventory and market share in Baltimore provide a strategic advantage for acquirers.

Our Proven Process & Next Steps

- Sign an NDA to ensure confidentiality as we begin the process.
- Prepare a comprehensive Confidential Information Memorandum (CIM) showcasing your dealership's strengths.
- Engage in one-on-one buyer meetings to present your business directly to interested parties.
- Receive Letters of Intent (LOIs) from potential buyers, streamlining negotiation efforts.
- Close the deal efficiently with our expert support—schedule a call to start your journey with OffDeal.