



# Cardinal Auto Sales — Achieve a better sale with OffDeal

---

# Market Opportunity in Used Car Dealerships

---

- Used car sales surged 15% YoY in 2025, reflecting strong consumer demand and shifting preferences for affordability.
- Aging dealership owners are driving consolidation, creating a ripe environment for strategic acquisitions and higher valuations.
- Private equity interest in automotive sectors is increasing, with firms seeking scalable, tech-enabled dealerships for investment.
- Lower interest rates are facilitating financing options, making it easier for buyers to acquire businesses like Cardinal Auto Sales.
- Q2 2025 saw a spike in deal supply, indicating a favorable market for sellers looking to capitalize on current valuations.

# Why Choose OffDeal

---

- Access to 1,000+ strategic buyers—15x more than traditional methods—maximizing competitive offers.
- Receive initial offers in under 45 days, significantly faster than the typical 4-6 month timeline.
- Competitive auctions generate offers that are approximately 30% higher, enhancing your sale value.
- No upfront fees—our success-based model aligns our interests with yours for optimal outcomes.
- Dedicated M&A advisors provide white-glove support throughout the entire selling process, ensuring a seamless experience.

# Your Business Positioning

---

- Strong revenue range of \$7-10M positions Cardinal Auto Sales as an attractive target for buyers seeking established cash flow.
- Recurring customer relationships and service offerings enhance the dealership's appeal to strategic acquirers.
- A solid reputation in the Baltimore market boosts brand value, attracting buyers looking for local expertise.
- Potential for tech integration and online sales channels can significantly increase scalability and buyer interest.
- Well-maintained inventory and customer base create a low-risk profile, appealing to both private equity and corporate buyers.

# Our Proven Process & Next Steps

---

- Start with a signed NDA to ensure confidentiality and trust in our process.
- We prepare a comprehensive CIM that highlights your dealership's strengths and market position.
- Engage in one-on-one buyer meetings to present your business directly to interested parties.
- Receive multiple Letters of Intent (LOIs) to evaluate offers in a competitive landscape.
- Close the deal efficiently with our expert negotiation support—schedule a call today to get started!