

# Delivering full-wheel investor services for dealership owners

## Auto Dealerships Capital Markets

“Auto Dealerships Capital Markets helps car dealers sell or grow their business with a package of solutions no one else offers. Buy/sell. Financing. Real estate. Others focus only on the dealership. We look at both the blue sky and the dirt beneath it.

Our seasoned team brings the resources of the world’s largest real estate company to deliver full-wheel investor services customized for dealership owners.

”

### Realizing value across every dimension

#### Dealership buy/sell

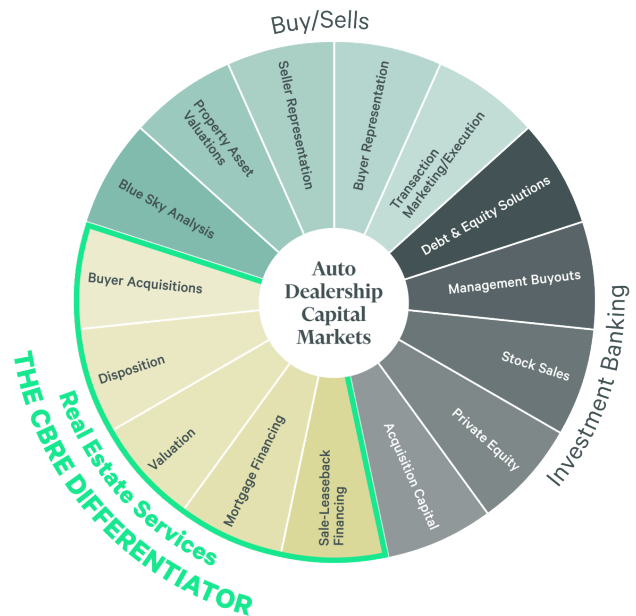
We know how dealerships work, what they’re worth, who’s in the market and how to get top dollar — so you leave no money on the table.

#### Investment banking

We bring a world of experience in finance, backed by global connections in banking, private equity, family investors and beyond.

#### Real estate services

As part of the world’s largest commercial real estate firm, we have access to intel and insights no one else can match.



### From our clients

“Mitchell and his team managed the process by providing the appraiser with the various LOI’s procured during the marketing process offering to purchase the property for the list price... **The result was millions of dollars in added value for the real estate!**”

Bill Mutryn  
Family Advisor  
Jack Taylor Alexandria Toyota

“...Ultimately, we ended up in contract with a new buyer under better terms. More importantly, Mitchell and his team worked with us all the way through to closing to ensure the economics of the deal held steady. From beginning to end, **my team always felt they were in our corner**

Gordon Riddle  
CEO  
Browns Automotive

James Mitchell  
[james.mitchell1@cbre.com](mailto:james.mitchell1@cbre.com)  
+1 202 585 5534

Joe Connolly  
[joe.connolly1@cbre.com](mailto:joe.connolly1@cbre.com)  
+1 949 300 3850

Erin Rice  
[erin.rice@cbre.com](mailto:erin.rice@cbre.com)  
+202 585 5506

Sign up to receive quarterly  
buy/sell reports

# Delivering full-wheel investor services for dealership owners

## Auto Dealerships Capital Markets

### Our Team

We have client-driven focus on all transactions whether it involves the financing of a single point operation, or a 16-dealership buy/sell in multiple states with a portfolio of leased and owned real estate. The team never dilutes its fiduciary to the client with blurred loyalties simultaneously to a buyer and seller.



#### James Mitchell

An automotive dealership veteran with 28 years of experience in the automotive industry, spanning from retail – James created and managed a chain of used car dealerships, real estate and OEM relations. James has been leading automotive brokerage groups since 2008.



#### Joe Connolly

A former managing director of a national bank with over 32 years experience in dealership finance and real estate, Joe is uniquely positioned to work directly with dealership principles throughout the U.S



#### Erin Rice

Erin has been in commercial real estate for over 20 years, with 16 years specializing in automotive dealerships. Prior to brokerage, Erin was a portfolio manager at Capital Automotive Real Estate Services (CARS), where she closed over \$250M of sale-leaseback transactions and \$1.4B in debt refinancings.



#### Tani Saldana

Tani keeps the team running, providing an array of business solutions and services for automotive clientele—including marketing, research and administrative projects.

### Closed Transactions



The sale of this portfolio was the industries' largest buy/sell transaction of 2022. [Click to read more.](#)



Our deal structure allowed our client to avoid real estate taxes on the sale of a major dealership. [Read more. Click to read more.](#)

#### James Mitchell

[james.mitchell1@cbre.com](mailto:james.mitchell1@cbre.com)  
+1 202 585 5534

#### Joe Connolly

[joe.connolly1@cbre.com](mailto:joe.connolly1@cbre.com)  
+1 949 300 3850

#### Erin Rice

[erin.rice@cbre.com](mailto:erin.rice@cbre.com)  
+202 585 5506

Sign up to receive quarterly  
buy/sell reports