

Mel Rapton Honda

Sacramento, CA

“

Mel Rapton Honda was started by my father and was a major presence in the Sacramento marketplace. After his passing, my sister and I continued running the dealership for many years as our only location. The direction of the car business made me and my sister contemplate a sale of the store. **However, we wanted to keep the real estate and lease it to the new owner.** We explored a sale and even interviewed several brokers.

A mutual friend introduced me to James Mitchell. His team's value proposition of having expertise in the real estate aspect of a buy/sell felt like a very good fit for our needs. They ran a professional marketing process and we chose to proceed with selling to Group 1 Automotive. The transaction was very smooth with no changes to the deal.

More importantly, Mitchell's team created a deal structure based on a short-term lease of my real estate, allowing me to pursue an alternative real estate investment that would qualify under the 1031 Exchange Tax Code. **I now have time to sell the property to Group 1 when I'm ready, resulting in significant tax savings.**

Curtis Rapton
Previous Owner

”

James Mitchell
Executive Vice President
James.Mitchell1@cbre.com

Joe Connolly
First Vice President
Joe.Connolly1@cbre.com

Erin Rice
Vice President
Erin.Rice@cbre.com