

Sonic Automotive

38 Locations
16 Markets

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Sonic, one of the largest car dealership groups in the U.S., created Echo Park as its own brand to bring a completely new experience in buying a used car. We wanted to grow fast by opening points in every major market in the U.S. **We needed a real estate brokerage that not only had national reach but an understanding of the nuances** behind automotive dealership real estate as well.

We went with James Mitchell and his team at CBRE because not only did they have a national real estate infrastructure at their disposal, but they had a deep bench of experience in transacting on automotive dealerships and related real estate.

The union allowed us to parachute into whatever market Sonic designated for its next Echo Park presence. Moreover, CBRE's local agents are plugged into their markets bringing municipal relationships to the table that significantly simplified Sonic's closing process on multiple properties across the U.S. What started in 2014 with 6 locations in Denver grew to 38 locations in 16 markets. **And the expansion is continuing.**”

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