



NANCY PHILLIPS
ASSOCIATES

THE BENEFITS OF HIRING A LOCAL MATCHMAKER

How to Confidently Sell or Buy an Auto Dealership



Curated Dealership Sales and Acquisitions

The most successful relationship connections are nurtured with a sharp focus on quality versus quantity. Our experienced team knows how to curate matches that make sense because they fit everyone's goals.

We don't waste anyone's time or resources. Our proven process of matching the right buyer with the right seller benefits our clients as well as their employees, customers and their franchisors.

Access to Well Matched Buyers and Sellers

We take the time to understand your unique circumstances and tailor our approach to support your goals. The dealers and investors we work with share several important characteristics:

- They are serious and committed to acquiring a dealership.
- They clearly define their acquisition criteria, allowing us to identify opportunities that align with their interests while minimizing unnecessary exposure.
- They provide financial and professional credentials for review.
- They are required to execute confidentiality agreements before receiving sensitive information.

Assured Privacy and Discretion

We understand that confidentiality is one of the most important aspects of any dealership transaction. Our process is designed to protect your business, employees, customers, and manufacturer relationships throughout every stage of the engagement.

Selective Buyer Prospecting

We carefully evaluate potential purchasers before introducing any opportunity. By focusing only on qualified candidates whose interests align with your dealership, we help ensure meaningful discussions while limiting unnecessary exposure.

Non-Disclosure Agreements (NDAs)

Every prospective buyer must complete our qualification process and execute a Non-Disclosure Agreement before receiving information about your dealership.

Buyer Qualification Process

Our team combines objective analysis with decades of industry experience to identify buyers who have both the capability and commitment to complete a successful transaction. This thorough review includes:

- Financial Capability
- Operational Performance
- Franchisor Approvability
- Character and Values
- Deal-Making Reputation

Thoroughly Screened Potential Purchasers

Finding the right buyer involves more than reviewing financial statements. Our experience in dealership transactions allows us to evaluate both the measurable and intangible factors that contribute to a successful acquisition. We carefully assess each prospect's qualifications, intentions, and fit for the opportunity before making introductions, helping to create productive discussions and stronger outcomes for all parties involved.

Personalized Strategy

We produce a professional and confidential formal prospectus to showcase your dealership opportunity. Our expert team compiles a wealth of data featuring your dealership to provide potential purchasers with the information they need to make an informed decision about your transaction. The information we present on your behalf is intentionally comprehensive, protecting you from costly re-negotiations driven by undisclosed or unforeseen issues that often arise when a sale is not carefully orchestrated.

Accountability and Momentum

We Manage Your Transaction's Due Diligence Process

Once your business is under agreement the buyer will need to satisfy contingencies and perform due diligence. Our Transaction Manager is responsible for keeping the buyer on schedule to perform the necessary steps to address all contingencies.

We Serve as a Valued Intermediary Between You and Your Buyer

Never underestimate the power of effective communication to enhance the sale of your dealership. Safeguarding the relationship between buyer and seller is critical. Our experienced team at Nancy Phillips Associates has the keen ability to relay the expressed needs and concerns of each party in a manner that is effective, constructive, and non-confrontational. Our most important role in protecting your interests is as the intermediary between you and your buyer. Our vast experience with complicated situations and complex transactions enables us to quickly resolve issues and successfully facilitate each dealership sale.

Not a Process to Navigate Alone

Negotiating Without Experienced Representation

Deal structure, working capital targets, real estate terms, manufacturer requirements, tax implications, and blue-sky negotiations are highly specialized. Attempting to manage these complexities without experienced guidance can lead to costly mistakes, delayed closings, or failed transactions. Equally important, negotiating the sale of your own dealership can be difficult because there is no buffer between buyer and seller. Conversations can become personal or uncomfortable, and owners may feel pressured to respond or agree to terms in the moment without having adequate time to evaluate the full impact of a decision. An experienced intermediary provides objectivity, creates separation between the parties, and helps ensure negotiations remain strategic, professional, and thoughtfully considered throughout the process.

WHY NANCY PHILLIPS ASSOCIATES



EXPERIENCE

Decades of expertise in the automotive industry and the New England market.



DEDICATION

A dedicated team committed to protecting your interests.



FOCUS

Strategic guidance and personalized attention every step of the way.



CONFIDENTIALITY

Your information and your transaction are always protected.

Professional Guidance, Preparation and Negotiation

We Manage Every Step of Preparing Your Dealership for a Successful Sale

Our proven process supports you with an unwavering commitment to achieving your goals in preparing your dealership for sale. We walk you through every step necessary, ensuring that any obstacles are identified and addressed in advance of a streamlined and successful closing.

Our Expert Negotiation Ability Protects Your Interests

Our skillful negotiations have resulted in hundreds of successful dealership transactions during our 35 years in business. We understand what buyers and sellers need to create a fair and equitable transaction. Negotiating and closing a dealership sale is based on building a relationship of trust between all parties. Our representation gives you a tremendous advantage throughout the negotiation process.

We Keep Your Buyer Committed Through Closing

Keeping your buyer engaged and committed is one of the most important aspects of our service. Both you and your buyer need to trust us and have faith in the process we establish for your dealership transaction. We build trust through thoughtful creative strategies that guide both parties through the entire process – from its start through the closing. With a nearly 100% sale rate, virtually every dealership we list is sold and successfully consummated.

Our Resources Include Essential Business Partners

Our long-term automotive business associates work to expedite and accurately execute every step necessary to prepare your dealership for sale. These essential services are performed through referrals to our team of proven professional associates:

- **Automotive Real Estate Appraisal** – Our trusted providers for real estate appraisal of your property work within the automotive sector of our most experienced firm.
- **Environmental Assessment** – Our bank approved environmental firm provides expedient and cost effective services to dealers throughout Greater New England from Phase 1 through remediation of any issues that could impede your transaction.
- **Expert Automotive Attorneys** – One of our highly experienced automotive attorneys who understands the intricacies of auto dealership buy/sells will work efficiently to support your transaction.
- **Parts Inventory Services** – Our preferred professional parts inventory company has performed hundreds of inventories throughout the region. They are consistent, available and cost effective for all of our closings.
- **Certified Automotive Accountant** – We recommend our impartial and highly experienced automotive accountant as part of every closing team.

Time Management and Emotional Energy

Unlike brokerage firms without robust processes that simply introduce buyers and sellers, our team at Nancy Phillips Associates takes on full responsibility for every facet of your dealership sale. We have experienced essentially every issue that can emerge in the process of buying and selling a dealership and we know how to overcome challenges that can prevent a sale from moving forward.

WHY we are Committed to Your Transaction:

A full-time commitment is required to successfully execute all the important details in the process of:

- Preparing your dealership for sale
- Initiating a targeted buyer selection process
- Preparing a Letter of Intent and negotiating all terms and agreements
- Managing every step of the transaction

HOW we Demonstrate Our Commitment to Your Success:

Our team demonstrates our full-time commitment by:

- Removal of Obstacles to Sale – We advise you regarding issues that you should address in advance of a sale such as real estate values, environmental matters, used vehicles, excess parts inventories, uncollected receivables, and potential legal issues.
- Maintaining full oversight of all documents throughout the sale process.
- Working with time-tested agreements that have been developed specifically for our clients and are accepted by franchisors.
- Consistent communication with all parties to a transaction including franchisors, attorneys, accountants, environmental professionals, lenders and other important counterparts.

Our proven process and dedicated team save you time and emotional energy by enabling you to:

- Confidently focus on running your business
- Avoid the stress, complications and danger of trying to connect on your own with the buyer or seller
- Avoid everything that typically goes wrong when dealers try to sell on your own

Examples of What Can Go Wrong If You Try to Sell on Your Own

- **Inadequate Preparation** – Lack of preparation can include failure to remove all obstacles to sale as well as not having all documentation in order and available for potential purchasers to review.
- **Misunderstanding or Skipping Important Steps in the Process**
 - Choosing the wrong purchaser
 - Lack of proper financial qualification
 - Awkward or stalled negotiations
 - Being unaware of franchise market area plans that may impact a sale
- **Becoming Distracted by Details** – Successful transaction management requires strict adherence to contingencies, contractual dates and the buyer application process. Our dedicated transaction manager takes ownership of the process, keeping every party on track, eliminating delays, and maximizing the likelihood of a smooth, timely closing.



INSIGHTS FROM THOSE WE ADVISE

A standard our clients recognize

Ralph Grava / Dealer/Principal / Grava Chrysler Dodge Jeep Ram SRT / Medford, MA (sold to Matt McGovern)

"I never realized just how much was involved in the purchase and sale of a dealership until I went through the process. Carrie guided me from start to finish with professionalism, responsiveness, and genuine care. Anytime we hit a hiccup, she was immediately on the phone and quick to resolve it. What stood out the most was Carrie's communication—whether I called or texted, she always responded promptly and made me feel supported every step of the way. Even when we were hesitant to move forward, she remained patient and understanding until we were ready. This deal had unique complexities, including the real estate component, and Carrie's expertise extended across all aspects. She had trusted connections for everything—from business attorneys and land experts to accountants for closing day. She truly had every tool needed to keep the process running smoothly. I would absolutely recommend that any dealer – buyer or seller – work with a broker, and more specifically, choose Carrie and the team at Nancy Phillips Associates. They made what could have been a stressful process feel seamless and supported."

George Smith/Dealer/Pincipal/Grieco Auto Group/Methuen, MA (sold to John Crowley)

"Nancy Phillips Associates made the sale process straightforward and efficient from beginning to end. Their knowledge of the New England dealership market is a real asset, and they consistently bring qualified buyers who are genuinely interested and a good fit for the opportunity. That saves a lot of time and effort for everyone involved. Carrie Forbes is a straight shooter who brings honesty and transparency to every conversation. She has a natural ability to manage the many personalities and egos that often come with dealership transactions, helping keep discussions productive and the deal moving forward. Throughout the transaction, the NPA team did an excellent job coordinating the many parties involved, keeping communication productive, and helping move the deal forward. Their ability to guide the process and keep everyone focused on a successful outcome is one of the reasons we continue to work with them."

Richard Gill |Former Owner of Brigham-Gill CDJR | Natick, MA (sold to Village Auto Group)

"I chose Nancy and Carrie based on their reputation and who they had worked for in the past. They had some really high-quality references from people I know in the business that I think very highly of, and who had worked with them more than once. I wasn't really planning on selling at this time, but when Carrie approached me and said they had someone interested, I started to feel like the timing might be right. We talked about what I would prefer in a buyer and for the future of the store, and how I wanted to see the staff treated, which was important to me as a family-owned business. The buyer they brought me was another local, family-owned business, which was very attractive to me. As a car dealer, I know how to make a deal and put a deal together without a broker, but I saw the value in their administration of the process. They were also able to bring me a buyer I might not have found otherwise because of their connections within the industry. They are well-versed in all the intricacies of dealing with the franchisor for a smooth transition. They are absolute pros and that made the process easier. Knowing that they were behind the scenes, making sure everything that was supposed to happen happened on time, allowed me to continue to run the store while the sale was being finalized."

Andy Fink, CFO of Village Automotive Group | New owner of Brigham-Gill CDJR

"Nancy Phillips Associates is well known in the industry. When it came time to expand, we were not interested in buying something just for the sake of buying, it had to be the right opportunity. When we looked at this dealership, we felt it was a good match. It was already functioning well, and the prior owner wasn't in a hurry to sell. Working with Carrie was awesome. She has a great demeanor and made sure that we stayed on target to complete all of the tasks we were supposed to do throughout the transaction. While I had a sense of the process, Carrie was great at giving me reminders at the right me. She communicates well and was extremely responsive to us. Throughout this transaction, we never had any issues with the other parties involved, which is a credit to Carrie and Nancy's expertise."

Brian Kelly, Kelly Auto Group | Kelly Ford, Beverly, MA (sold to Matt McGovern)

"I've known Nancy for a long time, and she has always been incredibly professional. When I was looking to buy another store, Nancy was my first call. Although that opportunity didn't come together, the chance to sell my dealership did — and with Nancy's help, I was able to get a fair price and the perfect match with the buyer. The process was smooth and effortless from start to finish. Even when a few hiccups came up along the way, Nancy and her team were always on top of things. I was kept in the loop every step of the way and received regular check-ins. Everything was handled fairly and transparently, and I couldn't have asked for a better experience. Nancy's experience in the industry is truly priceless. I've already recommended Nancy Phillips Associates to others and will continue to do so. I'm still looking for new opportunities and will absolutely work with Nancy and her team again in the future. Beyond the professionalism, I just like Nancy as a person. She values both family and business, and working with her feels less like dealing with a business associate and more like working with a friend."

Jay Mattie | Former owner of Mattie Volkswagen Audi | Fall River, MA (sold to David Rosenberg)

"Nancy Phillips has been a powerhouse in the industry for over 30 years. When we were considering who to hire to represent our company, her name was on everyone's list. In our initial meeting, she laid out the framework of how everything worked and all of the services her company would provide and made us feel very comfortable. She put us together with a top automotive real estate appraisal company, an excellent environmental company, an efficient parts inventory firm and everything else we needed to prepare ourselves for a seamless sale. Her entire staff made us feel very comfortable throughout the process. Nancy Phillips Associates was of vital importance to the control of our sale. Both sides of the transaction were supported and guided to a successful closing and NPA's efforts protected us from any trip falls during our transition from Dealers to Retirees."

Sheree Kaplan-Allen, President / Kaplan Auto Group / RI MA NH

"Nancy and her team could not have made the purchase of my Subaru dealership any easier or more seamless. Dealership transactions can be a nightmare, but Nancy has this process down to a science! Her professionalism goes far beyond expectations. She is both friendly and easy to talk to but most importantly she understands the auto industry in general and the dealer's specific needs. Nancy is constantly thinking of what's best for her clients both in the short and long term. I look forward to our next transaction and a long lasting relationship with Nancy Phillips Associates."



For more testimonials
visit our website at

nancyphillips.com/customer-testimonials

Highest Success Rate

Nancy Phillips Associates is the most established and trusted automobile dealership broker in the Greater New England Region. We consistently sell the highest percentage of brokered transactions because we cultivate significantly more long-term relationships with buyers and sellers in this area than any national or outside broker that is less familiar with our dealers, franchisors and other industry colleagues who call New England and New York their home.

Contact us for a confidential discussion: team@nancyphillips.com

