

## Turnkey Used Car Dealership with Real Estate Included

### Financial Snapshot (\$USD)

	Revenue	Net Income
2024	3,418,543	59,311
2023	4,169,195	84,798
2022	2,915,236	(147,357)

### Description

This well-established used car dealership has been serving the central Maine community since the 1980s. The business has built a strong reputation for providing quality all-wheel drive foreign vehicles and trucks to customers throughout central Maine.

With over three decades of operation, the dealership has established itself as a trusted name in the pre-owned automotive market, known for superior service, fair pricing, and treating customers with transparency.

The dealership operates from a strategic 3.61-acre location along a high-traffic route that provides excellent visibility and accessibility to customers throughout the region. The business model focuses on specializing in serviced inventory of foreign AWD vehicles and trucks, which creates a distinct niche in the local market.

The facility includes modern equipment with five lifts and three air compressors, enabling the business to thoroughly inspect, service, and prepare vehicles before sale. The dealership maintains a strong online presence through multiple platforms including their website, Autotrader, Carfax, and Dealer Car Search, which drives consistent customer traffic.

With approximately 80% of customers utilizing third-party financing and strong repeat business driven by word-of-mouth referrals, the dealership has established sustainable revenue streams and a loyal customer base throughout central Maine.

### Company Snapshot

Asking Price	\$1,350,000
NAICS Code	441120
Industry	Used Car Sales and Service
Locations	Maine
Workforce	1 Full-Time Employee
Reason for Selling	Retirement
Seller Transition Period	90 days to 6 months negotiable
Non-Compete	Negotiable
Exclusions from Sale	Inventory (estimated value up to \$500,000 can be purchased separately)

### Growth Opportunities

- Implement comprehensive digital marketing strategy including Google Ads, Facebook advertising, and targeted social media campaigns
- Expand service department offerings to include routine maintenance packages for sold vehicles and generate recurring revenue
- Develop strategic partnerships with local mechanics and body shops for referral network and customer acquisition growth
- Expand financing relationships with regional and national lenders to offer in-house financing options and capture commission revenue
- Introduce certified pre-owned vehicle program with extended warranties to attract quality-conscious buyers and command premium pricing
- Optimize website for search engines focusing on local AWD vehicle keywords to capture high-intent organic search traffic

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