

## **Auto Dealerships**

Producing accurate auto dealership appraisals requires constant exposure to this specialty market. ZENGEL and Associates brings to your project up-to-date market knowledge earned from regularly conducting single and multi-site car dealership valuations for buyers, sellers and lenders.

## **Our Experience**

ZENGEL & Associates performs car dealership appraisals up and down the Sacramento and Central Valleys, throughout greater Northern California and the San Francisco Bay Area, covering multiple brands and varied sales and service site combinations.



Combined, since 2001 we have valued over 25 auto dealership sites with total real property values of over \$120 million. We handle virtually all project types, from single site to multiple sites, from auto mall to multiple site / city portfolios, to RV centers.

## **Our Clients**

We conduct appraisals for corporate auto dealership groups and traded companies; single site and chain dealership owners; buyers and sellers; dealer lessees; and dealership lenders from banks to the auto manufacturers. So, contact us for your car dealership appraisals -- chances are we have already handled a valuation situation similar to yours:

- Refinancing
- Condemnation
- Collateralization of single and multi-site acquisitions
- Rental value of the improvements and / or ground lease
- Leasehold value for sale / leaseback or loan collateralization
- Financing for new construction, modernization, rehab, expansion

## **Sample Engagements**

- A corporate entity, for traditional bank and auto manufacturer financing purposes, asked us to value a combination of its current and proposed dealerships at various times and sites in Northern and Central California, including metro Sacramento and Fresno:

**Combined valuation over \$26 million.**

- A local ownership group hired us to complete the valuation of an 8-dealer auto mall in Central California for internal asset management purposes:

**Valuation in excess of \$12 million.**

- For underwriting a refinancing, a California regional bank asked us to appraise two RV dealerships in Central and Northern California:

**Valuation over \$4.5 million.**