

CarMart OC

FRIENDS DON'T LET FRIENDS BUY NEW CARS™



Franchise Overview

WE'VE RAISED THE BAR ON THE 'WOW' FACTOR

It never gets old hearing, "Oh, wow!" every time a buyer walks in the door. We have created a rewarding business environment of carefully selecting pre-owned, luxury vehicles. Our customers love the selection and quality vehicles we offer all while inside our climate controlled showroom.

- Pleasant shopping experience in a climate controlled showroom
- Impressive inventory of high-end, used cars with low mileage
- Consignment sales advantage in a clean, protected enclosed space

HOW WE'RE DIFFERENT

- ✓ Convenient online purchasing available
- ✓ Nationwide shipping
- ✓ Nationwide Financing
- ✓ We use automation which allows the franchise to operate with just two people
- ✓ Indoor storage reduces cleaning, vandalism, and weather damage
- ✓ We offer consignments
- ✓ Luxury cars buy here pay here
- ✓ Auto brokerage services offered
- ✓ Our 1 Touch Promise

OWNING A CARMART OC **JUST MAKES SENSE**

You've never seen an used car auto dealer quite like CarMart OC. We have a "No Haggle" price policy with no hidden fees. This means the price is the price and it makes the traditional car buying experience a "thing of the past."

WE HAVE A "NO HAGGLE" PRICE POLICY.

**OUR 1 TOUCH PROMISE
1 PERSON 1 PRICE 1 HOUR**



Owning a CarMart OC provides discounted pricing and unique operating procedures to:

- 🔑 Lower your business insurance expenses
- 🔑 By reducing water waste, we are environmentally friendly
- 🔑 Requires fewer employees than a traditional auto dealer
- 🔑 Eliminates private security expenses
- 🔑 Franchise owner and their family can drive any luxury vehicle from their CarMart OC franchise inventory

WHAT TO EXPECT

CarMart OC is founded on Trust, Integrity, Transparency and Respect. This is how we will treat you throughout the franchising process as well.



- Vehicle inventories tend to be liquid which create a lower risk investment
- We have a low 2.5% royalty on retail sales
- Our franchise fee is \$40,000
- The estimated total initial investment is between \$351,150 to \$691,917 *see item 7 in the 2021 FDD.
- Most of the initial investment is available through financing to purchase inventory
- Our wholesale royalty is reduced to 10% on gross profit only. This means if you don't make any money on a wholesale, neither do we.

VEHICLE INVENTORIES ARE LIQUID → LOWER RISK INVESTMENT!

A TRACK RECORD OF RECOGNITION

- 🏆 Since 2013 CarMart OC has been a leading luxury used car dealer.
- 🏆 Better Business Bureau Rating = A+ since 2016
- 🏆 Ranked #1 by Yelp.com out of more than 3,000 dealers in Orange County.
- 🏆 Yelp.com Rating = 5 star out of 134 reviews
- 🏆 Google Reviews Rating = 4.4 out of 46 reviews
- 🏆 Cars.com Rating = 5 star out of 22 reviews
- 🏆 CarGurus.com Top Rated Dealer for 7 consecutive years



All ratings sites referenced as of: March 25, 2021.

Ready to Start Your Franchise Engine?

There's never been a better time than now to own a fulfilling business. Whether it's a showroom sale or an online transaction on the other side of the U.S., **owning a CarMart OC just makes sense! Ask us why we think we are a pandemic resistant franchise.**

CONTACT JAMIE DANISHMENT, OWNER

CarMart OC, LLC, 1916 Placentia Ave., Bldg. A

Costa Mesa, Orange County, CA 92627

Ph: 949-690-7227



Schedule a virtual discovery day



**JOIN THE \$119 BILLION*
USED CAR INDUSTRY!**

Disclaimer: This information is not intended as an offer to sell, or the solicitation of an offer to buy, a franchise. It is for information purposes only. An offer is made only by Franchise Disclosure Document (FDD). Currently, the following states regulate the offer and sale of franchises: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Oregon, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin. If you are a resident of, or wish to acquire a franchise for a CarMart OC, LLC to be located in, one of these states or a country whose laws regulate the offer and sale of franchises, we will not offer you a franchise unless and until we have complied with applicable pre-sale registration and disclosure requirements in your jurisdiction. CarMart OC, LLC, 1916 Placentia Ave., Bldg. A, Costa Mesa, Orange County, CA 92627 (949) 288-6898

*IBISWorld.com, 2019 Used Car Industry Report: <https://www.ibisworld.com/united-states/market-research-reports/used-car-dealers-industry/>