

# 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 \$500 royalty on retail and \$250 on wholesale sales per vehicle only
- 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

**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

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Schedule a virtual discovery day



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/>