



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Used Car Sales and Car Finance Specialists Business for Sale

Hampshire

Asking Price: £500,000

Reference: CV02-ABS | Confidential Memorandum

Authorised and regulated by the Financial Conduct Authority to act as a credit broker not a lender.

Asking Price : £500,000 plus stock (circa £200,000- £250,000).

Turnover (Year Ending September 2024): £1,527,711 (accounts pending)

Business Profile:

This Business specialises in high-quality preowned vehicle sales, vehicle sourcing, part exchange, and AA warranties. The Business is also authorised and regulated by the Financial Conduct Authority to act as a credit broker, not a lender. Additionally, as a credit broker, the business makes it easy for clients to finance and purchase vehicles.

The business operates from a prominent car forecourt with accompanying office space. Cars are prepared and serviced ready for sale in-house, ensuring a rapid sales-to-collection turnaround. The business offers a unique advantage to the customers, by offering both Used Car Sales and Finance, driving profits and operational efficiency.

The business specialises in used car sales and car finance with a turnover of £1,527,711

The company has an excellent website. The owner is willing to provide a handover period.

The business operates from leasehold premises.

Key Strengths:

- Trusted name in the Hampshire area with an extremely high reputation.
- In-house rapid and reliable warranty repairs.
- Fast sales-to-collection turnaround.
- Consistent demand for vehicles and high profitability from Month 1.

Competitive Advantage:

- Synergy between the vehicle sales and Finance Specialists ensures a self-sustaining operation with streamlined repairs and maintenance.
- Established advertising presence on platforms such as Autotrader, AA, Google, and Facebook.
- Long-standing relationships with customers and trade associations, including Checkatrade membership.
- Location equipped with CCTV and necessary services: gas, electricity, water, and broadband.

Financials:

- Turnover: £1.5 million (2024 accounts pending).
- Profit Margins: Growing Month on Month. The vendor advises the operation generates between 30k and 60k gross profit per month, best month was September 2024 at 58k profit

- Stock value: Approximately £250,000 on the forecourt.
- Annual rent: £21,600 (leasehold with yearly reviews).

Opportunities for New Ownership:

- Immediate profitability: Generate high profits from Month 1.
- Potential for passive income: Train staff to oversee operations and reduce hands-on involvement.
- Growth potential by scaling advertising efforts and enhancing customer outreach.

Key Strengths:

- Established for 13 years with a trusted reputation in the local market.
- Specialises in rapid response and super-fast warranty repairs.
- Strong operational synergy with the Car Sales.

Opportunities for New Ownership:

- Expand the customer base by increasing marketing efforts.

Reasons for Sale

The owner has been relocating to the sun and is focusing on other ventures. Despite managing the businesses remotely, he feels it's the right time to pass on ownership to someone who can capitalise on their strong reputations and established operations. The owner is committed to supporting the new owner during the handover and providing training for 2-3 months as required.

Key Features of the Businesses

- Integrated Operations: Both car sales and the finance businesses work together seamlessly, enhancing profitability and efficiency.
- Established Customer Base: Trusted by local dealerships and customers for over a decade.
- Strong Online Presence: Website, social media advertising, and Checkatrade membership ensure visibility.
- High-Profit Potential: The vehicle sales business generates significant profits, with opportunities to scale further.
- Flexible Purchase Options: Businesses can be purchased individually or together.

Facilities & Premises Details

- Premises: Leasehold property with a car forecourt, office, and shipping container.
- Annual Rent: £21,600 with yearly reviews.
- Services: Gas, electricity, water, and broadband.

- Location: Hampshire.
- Security: CCTV installed for security.

Asking Price

Car Sales and Finance: £500,000 plus stock (circa £250,000).

Next Steps

If you are interested in acquiring either of these highly profitable businesses, please contact us for further details and to arrange a viewing. Comprehensive training and support will be provided to ensure a smooth transition for the new owner.

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Next Steps & Contact

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