

R&CO WEBINAR SERIES FOR AUTO DEALERS

# Unlocking Capital Through Dealership Sale Leasebacks

Live Panel Discussion with Industry Experts





# Panel Speakers



**Daniel E. Garces**  
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Founder & Partner at  
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**Alysha Webb**  
Moderator





# Why Dealers Should Care

- 01 Designed for multi-store groups & single rooftop operators
- 02 Gain practical insights for making real estate decisions today
- 03 Focus: Sale leasebacks as a tool to unlock capital, manage debt, and fund growth



# Current Market Dynamics



Shifts in interest rates, valuations, and lending environments.



M&A trends impacting dealership real estate.



How these changes affect your financing options



Growing interest in sale leasebacks as a strategic capital tool



# Comparing Capital Options

- Sale leasebacks vs. traditional debt or private equity
- Key considerations: flexibility, risk, long-term impact
- When a sale leaseback may be the smartest move





# Tax Considerations

- CPA perspective on sale leasebacks
- High-level impacts on taxes and depreciation
- Potential advantages for your dealership strategy





# Real-World Examples

Successful uses of sale leasebacks



**Partner  
Buyouts**



**Estate  
Planning**



**Dealership  
Expansion**



**Debt Paydown  
& Re-  
Capitalization**



**Growth  
Capital**





# Risks & Nuances

- When holding property might be better
- Market, growth strategy, and location considerations
- Key questions to evaluate before making a decision





# The Future Outlook

- Emerging trends: tariffs, interest rates, and dealer financing strategies
- How the market may evolve for sale leasebacks







# Questions?





# Thank You!

## Connect With Us



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