

AUTOMOTIVE PROPERTY OWNER'S GUIDE

A clearer path from property to possibility.

A practical guide for automotive property owners considering a sale, a lease, retirement or redevelopment.

THE STARTING POINT

Choose your direction before your price.

Your property may represent both years of investment and the platform that supports your business. Before discussing price or rent, clarify what you want the real estate to accomplish: immediate proceeds, continuing income, room to operate or flexibility for a future transition.

01 Your Objective

Decide whether you want to sell, lease to another operator, remain in place or phase your exit. Your preferred timeline shapes the strategy and the audience.

02 Your Business

Determine whether the business and property will transfer together. Equipment, inventory, employees and occupancy arrangements may require separate decisions.

03 Your Priorities

Balance proceeds, income, confidentiality, timing and ongoing responsibilities. Consider how much approval risk, capital investment and management you want to retain.

THREE PERSPECTIVES ON VALUE

One property. More than one possibility.

Automotive Use

Your bays, vehicle storage, access and existing improvements may make your property a strong fit for another automotive operator. We identify who needs that space and what they may pay.

Rental Income

Leasing may let you keep the property and create ongoing income. We help you evaluate market rent, find qualified tenants and weigh the costs and responsibilities of remaining an owner.

Redevelopment

Your land may offer an opportunity beyond automotive use. We evaluate likely users, zoning and site feasibility to help you understand whether redevelopment could deliver greater value.

A business sale does not automatically require a property sale. You may retain the building and lease it to a new operator, or coordinate separate transactions. Plan the lease, timing and responsibilities before committing to either path.

UNDERSTAND THE REAL ESTATE

Square footage is only the beginning.

Automotive properties serve very different operations. A sales lot, collision center and service shop can have different requirements even when their buildings appear similar. Confirm what the site can support before defining the buyer or tenant audience.



Look Beyond The Building

- Access and turning movements
- Bays, doors and ceiling clearance
- Parking, queues and vehicle storage
- Utilities, drainage and site history
- Boundaries and neighboring uses

01 Permitted Operations

Verify approved activities and any conditions on hours, outdoor storage, signage or intensity of use. Confirm what a new operator or changed activity will require; a long-running business does not establish approval for every future use.

02 Building and Equipment

Review bay count, door height, ceiling clearance, lifts, electrical capacity, ventilation and paint booths. Identify equipment ownership and condition. Specialized improvements may be valuable to one operator but costly to remove for another.

03 Access and Site Capacity

Test customer parking, tow trucks, delivery vehicles, circulation and stored cars together. A site that looks spacious may have limited usable area once setbacks, fire access and parking are considered. Some operators also need workable queues and specialized utility capacity.

04 Environmental History

Environmental factors can be the biggest hurdle in an automotive real estate deal. Misunderstanding environmental conditions can put financing, regulatory compliance, costs and marketability at risk. It's critical to identify the right questions and coordinate qualified environmental professionals before unresolved issues disrupt a transaction.

05 Future Flexibility

Review easements, utility capacity, stormwater, flood exposure and neighboring uses before assuming expansion or redevelopment is feasible. Identify restrictions and likely approval steps early so buyers and tenants can evaluate realistic alternatives.

Zoning, operating licenses and environmental conditions are separate parts of the property review. A change in ownership, occupant or use can raise different questions. Confirm each with the appropriate authorities and qualified advisors before relying on a proposed operation.

SELL OR LEASE

Compare the full transaction.

The strongest outcome is not always the highest offer or starting rent. Evaluate the counterparty, the conditions that must be satisfied, the capital you must contribute and the responsibilities you keep after closing or lease commencement.

SELL

Position the asset. Qualify the buyer.

Identify The Buyer

Operators may value usable bays, approvals and equipment. Investors focus on income and tenant credit; developers evaluate the land and project economics. Position the property for the audiences that can realistically execute within your desired sale goals.

Define The Transaction

Separate the real estate from business assets, inventory and equipment. Clarify what stays, what must be removed and whether you need continued occupancy. If the business is being sold separately, coordinate timing, access and responsibilities between the transactions.

Evaluate Execution Risk

Compare financing, deposits, inspections, approval contingencies and closing dates alongside price. Understand when the buyer can terminate, request changes or extend the process. A redevelopment offer may justify a different timeline and risk allocation than an operator purchase.

Manage The Marketing Process

Agree on confidentiality, qualification and tours before marketing. Protect daily operations while making reliable property information available. Establish who communicates with staff, tenants, customers and advisors, and how requests for inspections will be handled.

LEASE

Select the operator. Define the obligations.

Qualify The Tenant

Review experience, financial capacity, proposed activities and fit with the property. Evaluate the actual entity signing the lease and any guaranty. A recognizable trade name alone does not explain who is responsible for rent or the strength of that obligation.

Compare Total Economics

Assess rent increases, concessions, improvements, taxes, insurance, maintenance and capital repairs. Clarify who pays for equipment upgrades or code-related work. Compare the expected income after owner costs, not simply the quoted rent per square foot. And most importantly, understand the market for your specific property.

Address Automotive Details

Work with counsel to define permitted activities, outdoor storage, equipment ownership, waste handling and environmental responsibilities. Establish expectations for maintenance, inspections and restoration at the end of the lease. Document property condition at handover.

Protect Your Future Options

Review term, renewals, assignment, purchase rights and any restrictions on future use. A lease that fits today's tenant may affect a later sale or redevelopment. Align possession, alterations and end-of-term obligations with your long-term ownership and retirement plans.

REDEVELOPMENT EXPERTISE

See what the property could become.

Redevelopment is a core part of our advisory approach. We help owners compare continued automotive use with alternative uses, coordinating feasibility, approvals, financial analysis and deal structure before a concept becomes a commitment.

01 Zoning + Approvals

Test uses, overlays, setbacks and parking. Map the likely approval path, public process and timing. Determine whether pursuing approvals before a sale is worth the investment.

02 Site Feasibility

Coordinate concept planning for access, circulation, utilities, demolition, environmental conditions and stormwater. Identify constraints that can change the buildable area or cost.

03 Financial Analysis

Compare potential sale proceeds or rent with demolition, remediation, site work, approvals and carrying costs. Test timing and cost assumptions rather than relying on an optimistic headline value.

04 Deal Structure

Evaluate an as-is or approval-contingent sale, ground lease or developer partnership. Define deposits, milestones, extensions and who funds approvals so risk and reward match your objectives.

Potential Users: A Wider Field Of Possibilities

Convenience + Fuel • Restaurants + Coffee • Auto Services + Parts • Medical + Banking



CALIBER | COLLISION



Illustrative brands, not client affiliations or site commitments. Suitability and demand require site-specific review. Logos belong to their respective owners.

Prepare Your Starting File

Gather site plans, leases, approvals, equipment ownership details, environmental records, property expenses and repair history. Add known capital needs, your business plans and preferred timing. We use that starting file to identify information gaps, evaluate options and build a coordinated plan.

REVIEW

STRATEGIZE

MARKET

NEGOTIATE

CLOSE

Request a property review.



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