

MD Johnson Inc. Completes 2011 With Significant High Line Deal Volume Including the Sale of 4 Mercedes Benz Dealerships, Audi, Lexus, Porsche and Two BMW Stores

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SEATTLE, Feb. 3, 2012 /PRNewswire/ -- MD Johnson Inc. has completed 2011 with a significant increase in buy and sell side deal volume. 2011 transactions include, among others, four Mercedes Benz dealerships, San Diego County, California's largest Audi dealership as well as Lexus of South Atlanta, Porsche and two BMW dealerships. MD Johnson Inc. previously represented Bruce Qvale in the acquisition of Audi of Coral Springs and Audi of Lighthouse Point in South Florida from Dave Maraj.

Mark Johnson, President of MD Johnson Inc., commented that "Our buy and sell side deal volume for 2011 can be attributed to a couple of factors. Buy side dealers are eager to implement their growth strategy while the market is showing signs of long term recovery. Although pricing is pro forma based, dealers continue to feel confident that they can execute on their pro forma and hit their targets over the next 36 months."

Johnson further commented, "Sell side dealers feel that they no longer want to wait to create some or total liquidity and that pricing is unlikely to increase dramatically in the near term. Most of our sell side clients know that we have a reputation of generating market or above market returns when selling their stores and are taking advantage of our expertise in doing so. Dealer groups and manufacturers refer to us as the 'premier provider of buy sell advisory services.' Our deal volume, size and quality indicates this is the case. We simply need to work on maintaining and earning that trust. Our corporate philosophy is 'plant trees under whose shade you never expect to sit.' We have a great deal of respect for your clients and simply appreciate the opportunities they give us."

MD Johnson Inc. is the premier US provider of automotive dealership buy sell financial advisory services. The firm advises dealers, both public and private on the purchase, sale, analysis, succession and valuation of automobile dealerships, dealership platforms as well as dealership real estate through their wholly owned real estate entity, MDJ Realty Inc. The firm represents clients nationwide supporting their buy sell activities and has advised on more than 2 billion dollars in transactions.

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Mark Johnson

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