

*Performance*

BROKERAGE SERVICES

# TEXAS & MIDWEST QUARTERLY

Q4 2025



# BEYOND THE TRANSACTION

## The Heart of the Dealership Market



### The Human Side of Dealership Transitions

Every time we sit down with a dealer who's thinking about buying or selling, we're reminded that these moments are much bigger than balance sheets or market trends. They involve families, identity, community ties, and the legacy someone has built over a lifetime. That's exactly what Jesse Stopnitzky and Jimmy Robinson spoke to during their presentation at this year's AICPA & CIMA Dealership Conference in Indianapolis, and it's why their message struck such a chord in the room.

What resonated most was the focus on something we see every day but rarely hear discussed on stage: **more than 90 percent of dealership owners operate between one and five rooftops.** These are the dealers who keep this industry grounded. They sponsor local programs, build strong teams, and create the kind of customer loyalty that only comes from decades of showing up for their communities. They represent the true heartbeat of automotive retail, even though they don't always make the publication's headlines.

### What the Headlines Tend to Miss

In contrast, most industry reports spotlight the largest groups and the biggest transactions. Those organizations play an important role, but they represent less than one percent of all owners nationwide. When the discussion focuses only on them, it leaves out the practical and personal realities most dealers face. It overlooks the day-to-day pressures of running a local business, the complexities of family transitions, the challenge of accessing capital, and the importance of preserving culture when change is on the horizon.

Jesse and Jimmy highlighted something that often gets lost in the noise. Every buy-sell is a turning point in someone's life. For sellers, it can mark the end of a long chapter that shaped not only their career but their identity. For buyers, it is usually the result of years of work and financial risk to reach the point where ownership or expansion is possible. Behind every valuation and negotiation, there is a story of commitment, sacrifice, and hope for what comes next.

### Why Relationships Still Matter Most

This human side of the business rarely gets airtime at conferences, but it is at the center of the work we do at Performance Brokerage Services. After more than 900 completed transactions across North America, one thing has never changed. No two dealers are the same. A single-point family store has different concerns than a regional group building out its next location. A first-time buyer has different motivations than a second-generation dealer planning for their own succession. The most important part of our job is understanding what matters most to each person and guiding them through a process that aligns with their goals.

This is especially true where dealership ownership is deeply rooted in the community. Many of the transactions in these areas involve owners and buyers who share similar values and a strong sense of responsibility to their teams. They want continuity. They want to know their employees will be treated well. They want someone who will carry on what they worked so hard to build.

Our approach has always been based on relationships first. Good outcomes come from trust, honest communication, and respect on all sides. Numbers matter, of course, but they never tell the whole story. The real success comes from how people feel at the end of the process and how well their goals were honored along the way.

**"Buy-sells aren't just transactions. They are life-changing moments."**

As Jesse said during the presentation, "Buy-sells aren't just transactions. They are life-changing moments. For the owner whose identity is tied to their store. For the family planning what comes next. And for the buyer who is betting everything on the opportunity ahead." That perspective continues to guide us in every engagement.

Whether you are thinking about expansion, preparing for a future transition, or simply wanting to understand what your business might be worth in today's market, we take the time to listen and understand your goals. You deserve a process that respects the history behind your store and the people who helped build it.

To watch Jesse Stopnitzky and Jimmy Robinson's full presentation from the AICPA & CIMA Dealership Conference, scan the QR code.



# FEATURED TRANSACTION

## KOLOSSO TOYOTA

### APPLETON, WISCONSIN

Acquired by Keith Kocourek  
from Bill and Barb Kolosso



This was our first time going through a buy-sell and we couldn't have been more pleased with the experience. From our very first meeting, Jamie Farley of Performance Brokerage Services guided us through every step of the process, determining value, securing offers quickly, and keeping us informed the entire way. Her follow-up was impeccable, and she made what could have been an overwhelming process feel as simple as possible.

**Most importantly, Jamie and the Performance Brokerage Services team always listened to what was important to us and made sure those priorities were respected throughout the transaction.**

In the end, we were truly happy with the outcome and grateful for how quickly and smoothly everything came together.

Bill and Barb Kolosso



Jamie Farley of Performance Brokerage Services was outstanding to work with throughout this process. She was always available, quick to answer questions, and served as an excellent liaison between me and the seller.

Jamie, Paul Kechnie, and the entire Performance Brokerage Services team handled every detail, large and small, with professionalism and care.

**Jamie's Toyota expertise especially stood out, and her guidance through the OEM application and approval process made the journey to closing smooth and successful.** I truly appreciated her dedication and support every step of the way.

Keith Kocourek

*Jamie Farley with Bill Kolosso, Keith Kocourek, and Barb Kolosso following the successful sale.*





# TEXAS & MIDWEST TRANSACTIONS



**PHILLIPS HYUNDAI  
OF BRADLEY**  
Bourbonnais, Illinois

Acquired by  
Patriot Motors  
from Phillips Auto Group



**SARCHIONE  
AUTO GROUP**  
6 Locations, Ohio

Acquired by  
Ken Ganley Auto Group  
from John & Joe Sarchione



**FIGHERER  
BUICK GMC**  
Hamilton, Ohio

Acquired by  
Tom Gill  
from Tom & Dan Fiehrer



**KOLOSSO  
TOYOTA**  
Appleton, Wisconsin

Acquired by  
Kocourek Automotive  
from Bill & Barb Kolosso



**ZUMBROTA  
FORD**  
Zumbrota, Minnesota

Acquired by  
Mosaic Auto Group  
from Steve Johnson Family



**RAY LAETHEM  
CDJR**  
Detroit, Michigan

Acquired by  
Golling Automotive Group  
from Jeff Laethem



**NORSEMAN  
MOTORS, INC.**  
Detroit Lakes, Minnesota

Acquired by  
Muscatell Automotive  
from Daniel Sauvageau



**ZEIGLER NISSAN  
OF GURNEE**  
Gurnee, Illinois

Acquired by  
Jason Prado\*  
from Zeigler Auto Group



**GREGG YOUNG  
CDJR**  
Plattsmouth, Nebraska

Acquired by  
Janssen Auto Group  
from Gregg Young Automotive Group



**KRUSEN  
MOTORS**  
Mt. Pleasant, Iowa

Acquired by  
Coleman Automotive Group  
from the McKinzie Family



**FORD  
OF OTTUMWA**  
Ottumwa, Iowa

Acquired by  
Vaughn Automotive  
from Gregg Young Automotive Group



**FRED MARTIN  
OF YOUNGSTOWN**  
Youngstown, Ohio

Acquired by  
#1 Cochran Automotive  
from Fred Martin



**ERNST  
AUTO GROUP**  
Columbus, Nebraska

Acquired by  
Gregg Young Automotive Group  
from John & Jim Ernst



**FORD OF  
GALESBURG**  
Galesburg, Illinois

Acquired by  
Jason Prado & Rik & Ray Fregia  
from Dan Kuna & Tony Lozich



**MARK  
CHEVROLET**  
Wayne, Michigan

Acquired by  
Golling Automotive Group  
from Charles Cabana



**SUBARU**  
**MONEY  
SUBARU**  
Salina, Kansas

Acquired by  
Midway Motors  
from Mike Money



**PREMIER  
TOYOTA**  
Amherst, Ohio

Acquired by  
Kevin Wuepper  
from Robert Fisher



**COAD CHEVROLET &  
COAD FORD**  
Anna, Illinois

Acquired by  
JP Sides Automotive Group  
from Rick Kennard and Tim & Mike Coad



**CHEVROLET**  
**LAKESIDE  
CHEVROLET**  
Rockwall, Texas

Acquired by  
Hiley Automotive Group  
from Bob Holliman & Carl & Michael Grady



**MARTIN  
KIA**  
Bowling Green, Kentucky

Acquired by  
Don Franklin Auto Group  
from Martin Management Group



**KARL  
FORD**  
Story City, Iowa

Acquired by  
Casey, Nick & Matt Johnson  
from Karl Auto Group



**CHEVROLET**  
**VALLEY  
CHEVROLET**  
Hastings, Minnesota

Acquired by  
Tri-Rivers Chevrolet  
from Valley Auto Group



**SUBARU**  
**MUSCATELL  
SUBARU**  
Moorhead, Minnesota

Acquired by  
Corwin Automotive Group  
from Muscatell Automotive



**VAN HORN  
FORD & CHEVROLET**  
Newhall, Iowa

Acquired by  
Sky Auto Mall  
from Van Horn Automotive Group



**GMC OF  
DODGE CITY**  
Dodge City, Kansas

Acquired by  
Lewis Automotive Group  
from the G1 Group



**DICK MASHETER  
FORD**  
Columbus, Ohio

Acquired by  
Oleg Kislyansky of Drive Choice  
from Bob Masheter



**CHEVROLET**  
**APPLE  
CHEVROLET**  
Northfield, Minnesota

Acquired by  
Keffer Auto Group  
from Apple Auto Group



**VALU  
FORD & CHRYSLER**  
Morris, Minnesota

Acquired by  
Veero Auto Group  
from Krusemark Automotive



**DUTCH MILLER  
GMC**  
El Dorado, Kansas

Acquired by  
Wilson Auto Family  
from Dutch Miller Auto Group



**TEAM CHEVROLET  
GMC**  
Alice, Texas

Acquired by  
Payne Auto Group  
from Mike Terry Auto Group

\*Co-Brokered, Representing Buyer

# OUR TEXAS & MIDWEST TEAM



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## WHY SHOULD I HIRE A BROKER?

A dealership often represents the majority of a family's net worth and should be handled with care by an experienced broker. We actively manage the buy-sell process from beginning to end.

### What PBS Does for You:

- We help you establish an asking price consistent with the market conditions and latest trends.
- Develop a custom-tailored marketing strategy to identify the buyers most qualified to meet your specific goals.
- Negotiate from a position of strength to maximize the value of your business.
- Guard your confidentiality.
- Guide you through the complexities of the transaction.
- Assist with the due diligence stage and through closing, while ensuring that your best interests are protected.

**We are a full-service brokerage firm, by your side every step of the way.**

## HOW DO YOU MAXIMIZE VALUE?

This is the last opportunity for the business to generate income for you. We work hard to maximize the value.

### Earnings Adjustments

We adjust the earnings to reflect discretionary and one-time expenses, which enhances the representation. We factor the upside potential, a host of intangible variables, and the market trends that further influence the value.

### Asset Adjustments

Accounting for accelerated depreciation, assets that are not booked, and varying valuation methods, the value may be significantly higher than book value.

### Expert Negotiations

We negotiate on your behalf from a position of strength, as industry experts, having relationships with the leading national and regional dealership groups.

### The Deal Flow

Creating a competitive environment among multiple buyers ensures you receive fair market value. Buyer's decision to buy is validated knowing others are also interested. A sense of urgency and fear of loss are introduced, expediting the process and ensuring timely performance and continued fair negotiations.

## WHY IS PBS DIFFERENT?

With PBS, you can expect the full force of a powerhouse brokerage firm with a personal touch. Family-owned and operated, we ensure that every client gets the proper attention he or she deserves, treating our clients like we would our own family.

Our reputation is governed by the highest level of integrity and ethical conduct. These core values run deep throughout our firm and are the foundation for our success.

As such, you can trust that your best interests are always at the forefront of our actions.

### Experience the Difference!

- We charge a success fee only with no upfront fees and no retainers.
- Our engagement agreements are straight-forward, fair, flexible, and with no fine print.
- We work hard to accomplish your unique goals.
- With a 90% closing rate, we actively manage the process to ensure a successful outcome.
- We provide regular updates on activity flow and expert guidance at every step.
- Having genuine care for our clients, they often become our friends in the end.

**Understanding these are life changing decisions, we take a no-pressure approach. Your satisfaction is our top priority and you will not be disappointed.**

## WHAT ARE YOUR FEES?

While providing an unmatched quality of service and a higher closing rate, we offer a competitive and reasonable fee structure.

We do not charge any retainers nor upfront fees like most other brokerage firms. We do not expect any reimbursement of marketing or travel costs.

**We charge a success fee only, paid at closing and after you are paid.**

## NORTH AMERICA'S HIGHEST VOLUME DEALERSHIP BROKERAGE FIRM

California • Utah • Texas • Iowa • Illinois • Ohio • New Jersey • Alabama • Florida • North Carolina • Virginia • Alberta • Ontario



# Performance

## BROKERAGE SERVICES

**We pledge to do it right, every time, one client at a time.**

Performance Brokerage Services is North America's highest volume dealership brokerage firm, specializing in buy-sell activity for automotive, RV, marine, powersports, commercial truck, and equipment dealerships.

With over 30 years of experience, 900 dealerships sold, and a 90% closing rate, our family-owned company is governed by an unwavering commitment to integrity and ethical conduct. We simply operate differently.

- We understand the decision to sell is often emotional and we take a no-pressure approach.
- With no upfront fees, retainers, nor reimbursement of costs, we are paid a success fee only, after you are paid.
- Our engagement agreements are fair, straight-forward, flexible, and with no fine print.
- We are so confident you will be satisfied with our service, we even allow for a termination clause.
- We do not hoard listings to build an inventory. We work hard to accomplish our clients' goals.

Headquartered in California and supported by regional offices in Utah, Texas, Illinois, Ohio, Florida, Virginia, New Jersey, Alberta, and Ontario, clients benefit from national exposure with local representation. With divisions dedicated to automotive, RV, marine, powersports, trucking, and equipment, our access to qualified buyers is unprecedented.

Contact our offices for a confidential consultation and a complimentary opinion of value on your business.

### Value Statement

1. Befriend your client
2. Lead your client with your expertise
3. Put your client's interests ahead of your own
4. Under all circumstances, do the right thing
5. The success will follow

**Confidentiality is the cornerstone of our business. All communications will be held in the strictest of confidence. No exceptions.**



[www.performancebrokerageservices.com](http://www.performancebrokerageservices.com)