

THE PRESIDIO GROUP LLC ADVISES ON THE SALE OF DESERT EUROPEAN MOTORCARS OF RANCHO MIRAGE, CALIFORNIA

Buy-Sell Market Remains Strong for Higher Value Dealerships and Dealership Groups

SAN FRANCISCO, August 14, 2013 – [The Presidio Group LLC](#), through its subsidiary Presidio Merchant Partners LLC, is pleased to have advised Desert European Motorcars on the sale of its Audi, Bentley, Jaguar, Land Rover, Lotus, Maserati, Porsche, Rolls Royce and Aston Martin dealerships located in Rancho Mirage, California. Desert had been owned for 17 years by Frank D. Hickingbotham, David Murphy, Gary Whitaker, Jerry Johnson, and Gene Whisenhunt. The purchaser, Todd Blue, Chairman and Dealer Principal of [IndiGO Auto Group](#), also operates Porsche and Lamborghini dealerships in Houston, Texas.

The transaction was completed on August 12, 2013. Terms were not disclosed.

“We enjoyed building Desert European Motorcars and appreciate all the hard work of our associates over the years. When our team decided to move on to other ventures, Presidio helped us find a buyer that met our expectations as well as satisfying our manufacturer partners. We wish them all much success,” said Mr. Hickingbotham. Mr. Murphy said, “It has been a rewarding experience over the past 17 years and I am looking forward to my next chapter in the auto business.”

“This is one of the premier luxury and performance dealerships in the United States. Under the leadership of Mr. Hickingbotham and his team, Desert European Motorcars has developed a tremendous reputation and is located in one of the finest communities in the country,” said Mr. Blue. “We’ve been working for many years to enter the California market and we’re ecstatic to make our entrée with an asset of this quality.”

Alan Haig, Managing Director at Presidio and head of the firm’s automotive practice stated, “This transaction is another example that the market for dealerships is very strong and the number of large deals is increasing. Buyers are eager to put capital to work and are interested in a wide variety of franchises in almost every market.”

Manning, Leaver, Bruder & Berberich served as legal counsel for Desert and Bass Sox Mercer served as legal counsel for IndiGO.

[Presidio’s automotive practice](#) focuses on dealership transactions over \$10 million in value. Presidio’s professionals have closed more than 150 auto retail related purchases, sales, and capital raises totaling more than \$4.5 billion. They also publish Presidio’s *Automotive Retail Buy-Sell Report*, a leading source of information on auto retailers and acquisition activity, write for *Dealer Magazine* on current buy/sell trends, and speak at industry conferences, including NADA, NADC, NAMAD, and AIADA.

About The Presidio Group LLC. [The Presidio Group LLC](http://www.thepresidiogroupllc.com) is a personal and corporate financial services firm with approximately \$4 billion in client assets. Through its interconnected investment banking, private equity, and wealth advisory units, Presidio is uniquely capable of addressing the lifecycle challenges of wealth from its creation, through its retention and growth, to its transfer to successive generations. The firm's principals have extensive experience running businesses, creating wealth of their own, and understanding and managing risk. Presidio and its subsidiaries currently serve clients throughout the United States, through its professionals in San Francisco, Dallas, Newport Beach and Fort Lauderdale. Presidio Merchant Partners LLC is a member of FINRA and SIPC. For more information on Presidio's auto retail practice, visit www.thepresidiogroupllc.com .