



**HAIG PARTNERS ADVISES HODGES FAMILY ON SALE OF TWO MAZDA STORES –
SETTING A RECORD FOR THE HIGHEST PRICE FOR A MAZDA DEALERSHIP**

Fort Lauderdale, FL – June 25, 2025 – [Haig Partners LLC](#), a leading buy-sell advisory firm to auto and heavy truck dealers in the US, served as the exclusive sell-side advisor on the sale of Hodges Mazda of the Avenues in Jacksonville and Hodges Mazda of St. Augustine to Morgan Automotive Group, the largest dealership group in Florida and the #8 ranked group on the 2025 *Automotive News* Top 150 Dealership Groups list. The sale of Hodges Mazda of the Avenues in Jacksonville sets a record for the most blue sky value ever paid for a Mazda dealership.

This transaction marks a strategic exit from automotive retail for David Hodges, the principal owner of the dealerships, and his brother and minority partner, Dan Hodges. After decades of success in the industry, Dan and David are turning their focus to their diverse portfolio of non-automotive business ventures, which includes ownership in several minor league professional sports franchises and 925 Partners an independent insurance agency for David and a highly successful farming operation in Georgia for Dan

David Hodges shared, “It has been an honor and a privilege to steward our two Mazda franchises over the last decade. After much prayer and consideration, over the past year, it became evident that I was being led to move to the next chapter and exit the automotive business after 35 years. This was not a decision I took lightly as I am so bullish on the Mazda brand. However, it was clear and evident to me that God was moving me in a different direction.

I wish nothing but the best to Larry Morgan and his son Brett, the new owners of our dealerships. They are a large group with immense resources but remain a family business. Kevin Nill from Haig Partners is a friend who I have known for almost the entirety of my time in automotive retail. His professionalism and steady hand were such a blessing to have as we moved through this transaction.

I would like to thank our people who we have been blessed to work alongside over the years. They have been the backbone of our business and embodied our core values of Integrity, Service and Excellence so well. Also, to all the customers who have trusted us with their business, we say thank you as well. We thank you for your patronage and leave you in great hands with the Morgan Automotive Group. I also owe a special thank you to the Graham family who invested in me for over 25 years and made it possible for my brother and I to experience the dream of owning our own dealerships.

And I would be remiss if I did not thank my brother Dan. He has been an incredible trusted partner who ran our business with grace and class at a very high level. His leadership, drive and passion for growing people fueled our business to thrive and prosper. His wise counsel over our time in business together is something I am truly grateful for. “



David Hodges is no stranger to success in auto retail. He was formerly the CEO of Scott-McRae Automotive Group, a Jacksonville-based group that has long been a prominent name in the region. After leading Scott-McRae, David established Hodges Mazda of Jacksonville and later secured the open point for St. Augustine, which officially opened in November 2024. He also served as the most recent Chairman of the Mazda Dealer Advisory Council, where he helped shape the brand's strategic direction from a dealer's perspective.

"We are proud to have advised David and Dan Hodges on this important transaction," said Kevin Nill, Managing Director at Haig Partners, who led the engagement. "The Hodges family built a stellar reputation as Mazda dealers and were thoughtful about the timing and strategic fit of this sale. They found the ideal buyer in Morgan Automotive Group, which continues to expand its footprint across Florida. As we move into the second half of 2025, buyer demand remains exceptionally strong, especially in desirable geographic markets and for top-performing franchises. For dealers who have been waiting to see how macroeconomic trends like tariffs and interest rates would unfold, now may be the most opportune time we've seen in years to explore a sale."

Morgan Automotive Group continues to solidify its presence as Florida's most dominant auto retail group, with a consistent strategy of acquiring high-quality dealerships and retaining strong local brand equity.

"We're honored to continue the legacy that David and Dan Hodges have built at Hodges Mazda," said Larry Morgan, Chairman of Morgan Automotive Group. "I've known David for many years, and throughout this process, he demonstrated the same integrity and professionalism that have defined his career. We're grateful that he and Dan are entrusting us with their business, and we look forward to building on their success while continuing to serve the Jacksonville and St. Augustine communities."

This transaction adds to Haig Partners' unmatched track record in Florida. The team at Haig Partners has now advised on the [sale or purchase](#) of **95 dealerships** — more than any other firm. Last year, Haig Partners also advised on the sale of [Duval Honda, Duval Acura, and Subaru of Gainesville](#), three stores previously owned by Scott-McRae Automotive Group.

About Haig Partners

[Haig Partners](#) is a leading buy-sell advisory firm that helps owners of higher-value auto, heavy truck and RV dealerships maximize the value of their businesses when they are ready to sell. The team at Haig Partners has advised on the purchase or sale of more than 510 dealerships with a total value of over \$10 billion. It has represented 30 dealership groups that qualify for the Top 150 Dealership Groups list published by Automotive News, more than any other firm. Clients of Haig Partners benefit from the group's collective experience as previous executives with leading companies such as Ally Financial, AutoNation, Bank of America, Credit Suisse, Deloitte, FORVIS, J.P. Morgan, the Sewell Automotive



Companies and Toyota Financial Services. Leveraging its unmatched expertise and extensive relationships, Haig Partners guides clients to successful outcomes through a confidential and customized sales process. The firm authors [The Haig Report®](#), the longest-published quarterly report that tracks trends in auto retail and their impact on dealership values, and co-authors NADA's Guide, "Buying and Selling a Dealership." Haig Partners team members are frequent speakers at industry conferences and are regularly quoted in reputable media outlets, including Reuters, Forbes, The Wall Street Journal, The New York Times, CNBC, BBC, Automotive News, Wards, CarDealershipGuy and CBT News. For more information, visit <https://www.haigpartners.com>.

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