



**HAIG PARTNERS SERVES AS THE EXCLUSIVE ADVISOR ON THE SALE OF MATHEWS HONDA OF PARIS,
LOCATED IN TEXAS**

Fort Lauderdale, FL – May 5, 2026 – [Haig Partners LLC](#), a leading buy-sell advisory firm to auto retailers in the United States, served as the exclusive sell-side advisor to Mathews Auto Group on the sale of Mathews Honda of Paris in Paris, Texas to Bill Dickason and Steve Hall, respected operators within the Texas automotive market.

John Mathews will retain ownership of his Nissan dealership in Paris, reaffirming his long-term commitment to his employees, the community and the Nissan brand. The transaction represents a strategic decision by Mathews to reallocate capital into the full-size truck segment, while continuing to invest in and serve the Paris market.

John Mathews, Dealer Principal of Mathews Auto Group, shared, “When I contacted Haig Partners, my sole goal was to find a buyer who would commit to our brand, franchise, people and community. Derek Garber lived up to the reputation for which Haig Partners is known. I congratulate Bill Dickason and Steve Hall, two highly respected operators in the Texas automotive community, on the acquisition.”

“What stood out most, though, was that Derek was not just a broker facilitating a transaction. He acted as a true advisor throughout the entire process, from preparing the business for market, navigating diligence and driving the deal to a successful close. Haig Partners was our matchmaker and our trusted partner.”

Mathews’ story is one that embodies the entrepreneurial spirit of the automotive retail industry. From dropping out of high school and experiencing homelessness early in life, he worked his way into the business as a lot porter. Through relentless effort, discipline and belief in himself, he rose through the ranks to General Manager before ultimately taking a leap of faith alongside his longtime business partner, Tim Anderson, to become a dealer principal. Mathews and Anderson have worked together for more than 20 years, beginning at one of the highest-volume Toyota dealerships in the country before building their own operations in Paris, Texas.

“Always bet on yourself and the ones you trust around you,” Mathews added.

Despite the sale of the Honda dealership, Mathews emphasized that his commitment to his team and community remains unchanged. “We are proud of what we’ve built here,” said Mathews. “Our focus remains on continuing to support our employees, serve our customers and grow our Nissan business here in Paris.”

Derek Garber, Managing Director at Haig Partners who served as the exclusive sell-side advisor, stated, “It has been a privilege working alongside John. This business is unique in that it continues to provide opportunity for individuals willing to outwork, outlearn and outlast. John’s story is a powerful reminder of these principles. Transactions like this are not just about maximizing value; they are about helping entrepreneurs secure their legacy while positioning them for what comes next. I learn something from



every client I work with, and John's journey is one I won't forget. The sale of Mathews Honda continues to showcase the strength of the Texas market, which remains one of the most active and sought-after regions for dealership acquisitions in the country. Buyer demand continues to be strong, particularly for high-quality franchises like Honda."

With the sale of Mathews Honda, the team at Haig Partners has been involved in the purchase or sale of 57 dealerships in Texas. To learn more about this sale or to inquire about auto retail market conditions, contact Derek Garber, Managing Director at Haig Partners, at Derek@HaigPartners.com or **(407) 949-2549**.

About Haig Partners

Haig Partners is a leading buy-sell advisory firm that helps owners of higher-value 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 580 dealerships and has represented 32 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 former executives with leading companies such as AutoNation, Bank of America, Credit Suisse, Deloitte, FORVIS, J.P. Morgan, Lexus, Porsche 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 leading quarterly report tracking 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 Reuters, Forbes, The Wall Street Journal, The New York Times, CNBC, BBC, Automotive News, Wards and CarDealershipGuy. For more information, <https://www.haigpartners.com>.

Transaction Contact:

Derek Garber
Managing Director
Haig Partners
derek@haigpartners.com
(407) 949-2549

Media Contact:

Aimee Allen
Chief Growth Officer
Haig Partners
aimee@haigpartners.com
(603) 933-2194