

# How our brokerage works.

Automotive broker vs. dealer  
Understanding the difference



# Independent by design

RGB Motors is an independent automotive brokerage, not a traditional automobile dealership. While both dealers and automotive brokers connect buyers and sellers, they operate quite differently.

An automotive broker, sometimes called a vehicle broker or automotive consultant, serves as an intermediary in the purchase or sale of a vehicle. Unlike a traditional dealer, a broker typically does not buy vehicles for inventory or maintain a showroom full of vehicles for sale.

Instead, the vehicle usually remains with its owner while the broker manages marketing, inquiries, negotiations, documentation, and transaction coordination.

## THE VEHICLE STAYS WITH ITS OWNER

No surrender to dealer inventory. The automobile can remain safely in the owner's garage until it is sold.

## ONE CLIENT. ONE SIDE.

RGB Motors represents either the seller or the buyer in an assignment—never both parties in the same transaction.

## DIRECT PURCHASE FUNDS

RGB Motors does not receive, hold, process, or transfer the buyer's purchase funds. Buyer pays seller directly.

## THE PRACTICAL RESULT

The seller retains control of the automobile. The buyer receives a clearly coordinated process. Everyone knows who RGB Motors represents.

Prospective buyers are not charged a brokerage fee for making an inquiry, requesting information, reviewing a vehicle presentation, or discussing a vehicle offered through RGB Motors.

# The advantage for the seller

Professional reach, without surrendering control of the automobile.

One of the principal advantages of using an automotive broker is that the owner does not have to surrender the vehicle to a dealership or place it into dealer inventory. The automobile can remain safely in the owner's garage until it is sold.

## RGB MOTORS CAN COORDINATE

- Professional presentation and marketing
- Photographs, specifications, history and documentation
- Advertising and direct outreach to potential buyers
- Responses to inquiries
- Screening of prospective buyers
- Negotiation and communication between buyer and seller
- Coordination of inspections when requested
- Preparation and coordination of the sales process
- Vehicle transportation arrangements
- Domestic and international transportation assistance

When a serious offer is received, RGB Motors presents it to the owner. The seller ultimately decides whether to accept, reject, or negotiate the offer.

## SELLER BROKERAGE FEES

The fee is agreed with the seller before the assignment and is payable upon successful completion. Fees are negotiable and typically range from 5% to 10% of the final selling price, based on vehicle value, scope, and required services.

No upfront brokerage commission for simply offering the vehicle, unless otherwise agreed.

# Searching for a specific vehicle?

RGB Motors can act exclusively on a buyer's behalf to source a particular automobile. Tell us the make and model, preferred year or generation, condition, specifications, colors or options, realistic price range, and other requirements important to you.

## WHEN THE BUYER IS OUR CLIENT

- Locating suitable vehicles through our network and market research
- Contacting private owners, collectors, brokers, dealers, and other sources
- Reviewing available history and documentation
- Obtaining detailed vehicle information and photographs
- Comparing potential vehicles
- Arranging an independent pre-purchase inspection when requested
- Coordinating mechanical inspections and test drives by qualified independent specialists
- Negotiating the purchase price on the buyer's behalf
- Assisting with transportation arrangements after the purchase

Once we locate a vehicle that meets the requirements, we provide the available description, photographs, documentation, and other relevant details. Upon request, we can coordinate an independent pre-purchase inspection or appraisal; those costs are paid separately by the buyer directly to the service provider.

## SOURCING & ACQUISITION FEES

Every assignment is different. Scope and sourcing fee are agreed in advance. If the buyer purchases a vehicle introduced or located by RGB Motors, an acquisition fee may also apply—and its amount or method is agreed before the search begins.

There are no surprises: the scope and applicable fees are established before the assignment.

# One client. One side.

RGB Motors represents only one party in a transaction—either the seller or the buyer, never both.

## WHEN SELLING: SELLER IS THE CLIENT

The owner retains RGB Motors to market and sell the vehicle and pays the agreed brokerage fee.

## WHEN SOURCING: BUYER IS THE CLIENT

The buyer retains RGB Motors to locate and help acquire a specific vehicle and pays the agreed search or acquisition fee.

## PURCHASE FUNDS

Buyer → Direct payment → Seller

RGB Motors coordinates — never holds funds.

### WHY THIS MATTERS

The buyer always knows that RGB Motors is acting as the broker, and the automobile is being sold by its owner. This approach avoids conflicts of interest and makes it clear whose interests RGB Motors represents during negotiations.

# From decision to delivery

Once a buyer decides to proceed, a broker-arranged purchase will typically follow six clearly coordinated steps.

## 1. BUYER IDENTIFICATION

The buyer provides copies of the front and back of a valid driver's license or other identification acceptable for the transaction.

## 2. INVOICE & BILL OF SALE

The owner/seller provides the transaction documents and payment instructions, including banking information when payment is made by wire transfer.

## 3. PAYMENT

Broker-arranged sales typically do not require a deposit unless agreed. Buyer pays the full purchase price directly to the owner/seller, normally by bank wire or bank cashier's check. Cash is generally not accepted.

## 4. CONFIRMATION OF FUNDS

Once the seller's bank confirms receipt of cleared funds, the seller signs the vehicle title over to the buyer named in the transaction documents.

## 5. VEHICLE DOCUMENTS

PDF copies of the executed title and Bill of Sale can be supplied electronically. Originals and other available documents are sent by trackable courier.

## 6. TRANSPORTATION

RGB Motors can obtain quotes for open or enclosed transport. The buyer contracts with and pays the transportation company directly; RGB Motors coordinates pickup with seller and transporter.

RGB Motors does not receive, hold, deposit, process, or transfer any portion of the vehicle purchase price.

# At a glance

| Traditional dealer                                      | Automotive broker                                                                          |
|---------------------------------------------------------|--------------------------------------------------------------------------------------------|
| Usually owns or controls vehicle inventory              | Usually does not own the vehicle                                                           |
| Vehicle is commonly located at the dealership           | Vehicle can remain with its owner                                                          |
| Dealer is the seller in many transactions               | Vehicle owner remains the seller when the broker represents the owner                      |
| Operates primarily from its own inventory               | Markets vehicles individually for clients or sources specific vehicles for buyers          |
| Dealer generally represents its own business interests  | Broker represents one client—either seller or buyer, never both                            |
| Dealer earns its profit through the vehicle transaction | Broker receives an agreed brokerage, search, or acquisition fee from the party represented |
| Dealer normally receives the vehicle purchase payment   | Buyer pays the vehicle owner/seller directly                                               |
| Dealer handles the financial transaction                | Broker does not receive, hold, or handle the vehicle purchase funds                        |
| Buyer purchases a vehicle from the dealership           | Broker can source and assist in acquiring a specific vehicle on behalf of a buyer          |
| Primarily sells vehicles it has available               | Broker can search for and locate a specific vehicle on behalf of a buyer                   |

# Clarity at every stage

When representing a seller, we professionally market the automobile, identify and communicate with prospective buyers, coordinate negotiations, and assist through closing and transportation.

When representing a buyer, we source suitable automobiles, evaluate opportunities, coordinate inspections, and negotiate with the buyer's best interests in mind.

In either case, RGB Motors acts as the broker and does not receive, hold, or process the vehicle purchase funds.

## IMPORTANT TRANSACTION INFORMATION

Unless otherwise stated in writing, vehicle pricing and availability are subject to change without notice.

Vehicles brokered by RGB Motors are generally privately owned and offered AS IS AND WHERE IS, without warranty, express or implied, except as expressly stated in applicable sales documents.

Prospective buyers are encouraged to conduct any inspections, verifications, research, or professional evaluations they consider appropriate before completing a purchase.

## START A CONVERSATION · RALF G. BAHR

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Connecting exceptional automobiles with exceptional owners worldwide.