

## Tom Hodges-Selling quality vehicles at affordable prices

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**Hollywood, MD-** In 1990, Tom Hodges opened a small used car lot, with a tiny office inside his family's old 1930's farmhouse. Today it's a massive new and used car lot with a state-of-the-art tire and service center. Now a fixture in Southern Maryland, even with its own street name, Tom Hodges can't be beat with the quality of cars, expert staff and affordable pricing.

Tom Hodges recently became a Mitsubishi dealership, in addition to selling used vehicles. "When we opened the new showroom we also became a Mitsubishi franchise," explained Evin Hodges, marketing manager and Tom Hodges' son. "Mitsubishi offers a great value for the cost. Plus, their 10 year/100,000 warranty is enticing to a lot of customers." Evin also note the Mitsubishi Mirage is the most fuel efficient non-hybrid on the market and starts around \$12,000.

Long before selling new cars, Tom Hodges converted two rooms inside the family's farmhouse to serve as an office and added a small paved lot. Evin said his dad's good business practices and local reputation helped the business grow into the huge facility it is today. "We have a very good relationship with the community. The Hodges are from Southern Maryland and we're proud to service the region."

The one-person operation has grown into a staff of more than 25, including sales managers, a finance director, Internet manager, service managers, technicians and the sales staff. "We have a very low turnover rate for a car dealership. Some of our employees have been with us for more than two decades." Evin note.

In October of 2016, Tom Hodges opened its brand new showroom. It includes a customer lounge, a children's play area, offices and more. Back in 2008, the dealership spent \$1.6 million to add a state-of-the-art tire and service center, including a car wash. "We do a thorough inspection on all of the pre-owned vehicles and having a service center on site allows us to oversee all of the work." Evin explained. By the way, you get a free car wash with every service.

"We try to select the best options for used, later model vehicles. We strive to provide higher quality cars that offer a wide range of pricing," Evin said. "Our finance department works with dozens of different lenders so we have plenty of financing options for you to explore." Evin also noted you won't find the sales personnel breathing down your neck while you're shopping, "We're not a real hard sell dealership. We try to focus on being informative and try to help our customers make informed decisions."

If you visit the lot and can't find exactly what you're looking for, Evin said that's not a problem. "We have access to a number of whole sale auctions. If you're looking for a specific make, model or even color, we can help you find the car you're looking for."

Evin said when customers drive away with their purchase they're pleasantly surprised at how smooth the process was, "We want to offer better quality products and better quality people."

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