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Kerrigan Advisors is the primary exclusive intermediary for auto dealership sales nationwide. Since its inception in 2014, it has been a pioneer in the industry with over 280 dealership sales worth \$9 billion, including the third-largest deal - Jim Koons Automotive Companies to Asbury Automotive Group. The company provides comprehensive advisory services to leading dealership groups, enhancing value throughout their business lifecycle. Led by seasoned experts in investment banking, private equity, and real estate, Kerrigan Advisors crafts customized sales strategies for each client. In addition to its sell-side advisory services, the firm offers a suite of automobile dealership consulting and investor services, including market valuation assessments, capital allocation, and operational improvement. Kerrigan Advisors publishes The Blue Sky Report quarterly, providing in-depth analysis on dealership buy/sell market trends and valuations. They also release The Kerrigan Index, tracking dealership valuation trends and offering insights into factors influencing the auto retail industry. The firm is co-author of NADA's Guide to Buying and Selling a Dealership and ranks top 150 dealership groups based on 2023 new-vehicle retail sales. The following list includes information about various automotive groups and their respective CEOs or presidents. The groups are listed in alphabetical order, along with their addresses and contact numbers. Some notable groups include: * Asbury Automotive Group: President & CEO Bryan DeBoer * Hendrick Automotive Group: Chairman & CEO Rick Hendrick * Ken Garff Automotive Group: President & CEO John Garff * Morgan Auto Group: President & CEO David Hult * Sonic Automotive Group: Director & CEO Mike Manley Other groups include: * Victory Automotive Group: President & CEO Roger Penske The list also includes information about the number of dealerships and employees within each group, as well as their total revenue. Please note that some of this information may be publicly available, while other details (such as private company data) are not. The top dealership groups in the automotive industry are ranked by their revenue. The top group, Lithia Motors, had revenue of \$31 billion in 2022. This is followed by AutoNation with \$26.9 billion and Penske Automotive Group with \$29.5 billion. Here are the top 10 dealership groups: 1. Lithia Motors: \$31.04 billion 2. AutoNation: \$26.95 billion 3. Penske Automotive Group: \$29.53 billion 4. Asbury Automotive: \$17.87 billion 5. Sonic Automotive: \$14.8 billion 6. Hendrick Automotive Group: \$14.36 billion 7. Morgan Automotive Group: \$12.8 billion 8. Wilson Automotive: \$8.16 billion 9. Findlay Auto: \$6.46 billion 10. Ourisman Motor: \$3.55 billion The rest of the list includes 40 other dealership groups, with the majority being privately owned. A record number of dealership transactions occurred in the first nine months of 2024, with 330 deals completed and 544 franchises sold. This represents a significant increase of 93% compared to 2019, driven by sellers capitalizing on high blue sky values for their stronger franchises while offloading weaker ones. The luxury import market is driving some of this activity, as dealers seek to upgrade their image at a substantial cost. However, many are choosing to sell rather than invest in expensive upgrades. Overall, the auto dealership buy/sell market continues to thrive, with more sellers entering the market and historically high blue sky values fueling the trend. Note that I've kept the core information of the original text while rephrasing it for clarity and brevity. According to Erin Kerrigan, Founder and Managing Director of Kerrigan Advisors, the buy/sell market is on pace for another record-breaking year. Notably, the top 150 US dealership groups have seen a significant increase in their market share, reaching 30% of total industry revenue in 2023, a 5% rise over five years. If this growth rate continues, Kerrigan Advisors projects that the largest groups will dominate industry revenue by 2043. The main driver behind this acceleration is the preference for higher-volume dealerships among the largest group members. Since 2021, the average dealership revenue for these top performers has jumped 7% to over \$83 million, 16% higher than the overall industry average. Kerrigan warns that if consolidation rates persist, the top 150 US Dealership Groups could control up to 50% of industry sales within the next 20 years, potentially marking a turning point for further consolidation in the following decades.

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