



R&Co Webinar Series for Auto Dealers

Driving Dealership Value: Preparing for a Sale or Future Growth

KERRIGAN ADVISORS



ROSENFELD & Co. PLC
TRADITIONAL VALUES | EXTRAORDINARY RESULTS

Speakers



Gabe Robleto
Kerrigan Advisors



Paul Dumm
Rosenfield and Co.

Moderator



Alysha Webb
Rosenfield and Co.



What is Value Really Based On?

Keep In Mind – Value Is Based On Future Expectations

Value is a function of the expectations for:

- Growth
- Profitability
- Risk

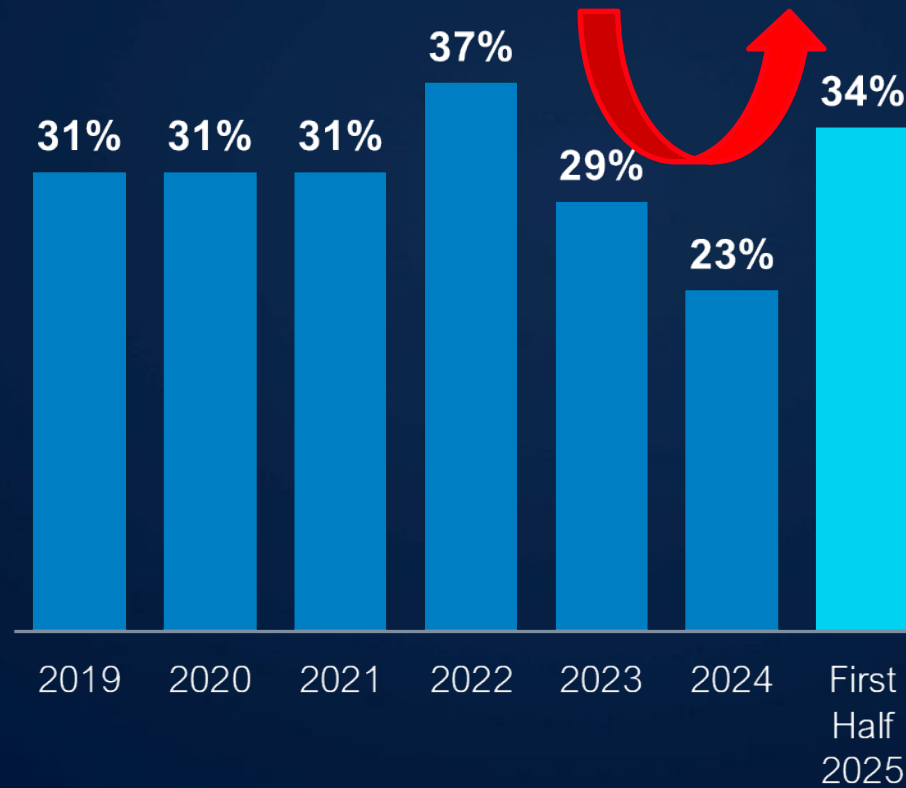
Blue Sky Multiple boils these down into a range based on the current market

Drivers of Blue Sky Multiples

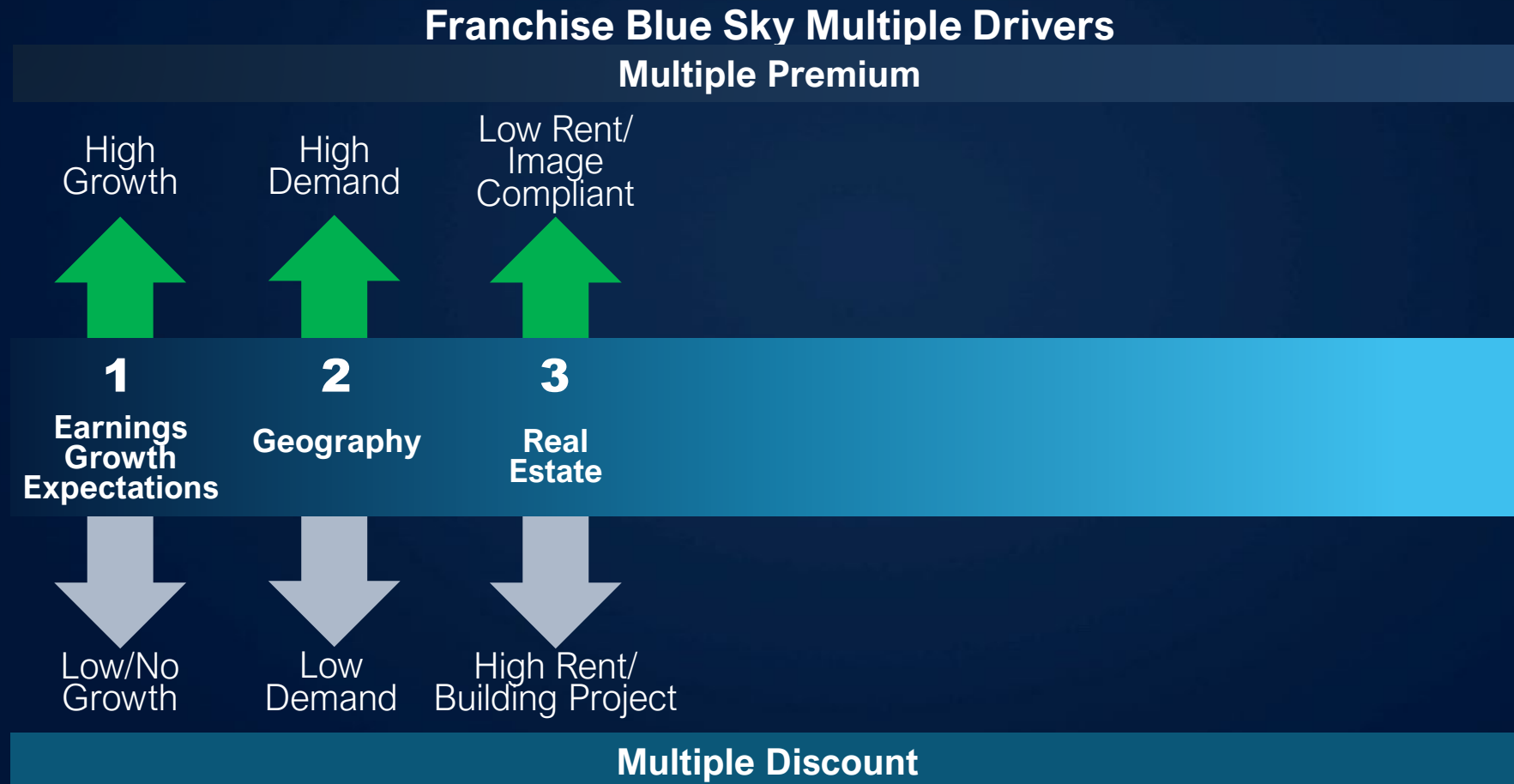


Demand Rebounds in CARB States – Reversing Trend

Percent of Total Transactions in CARB states

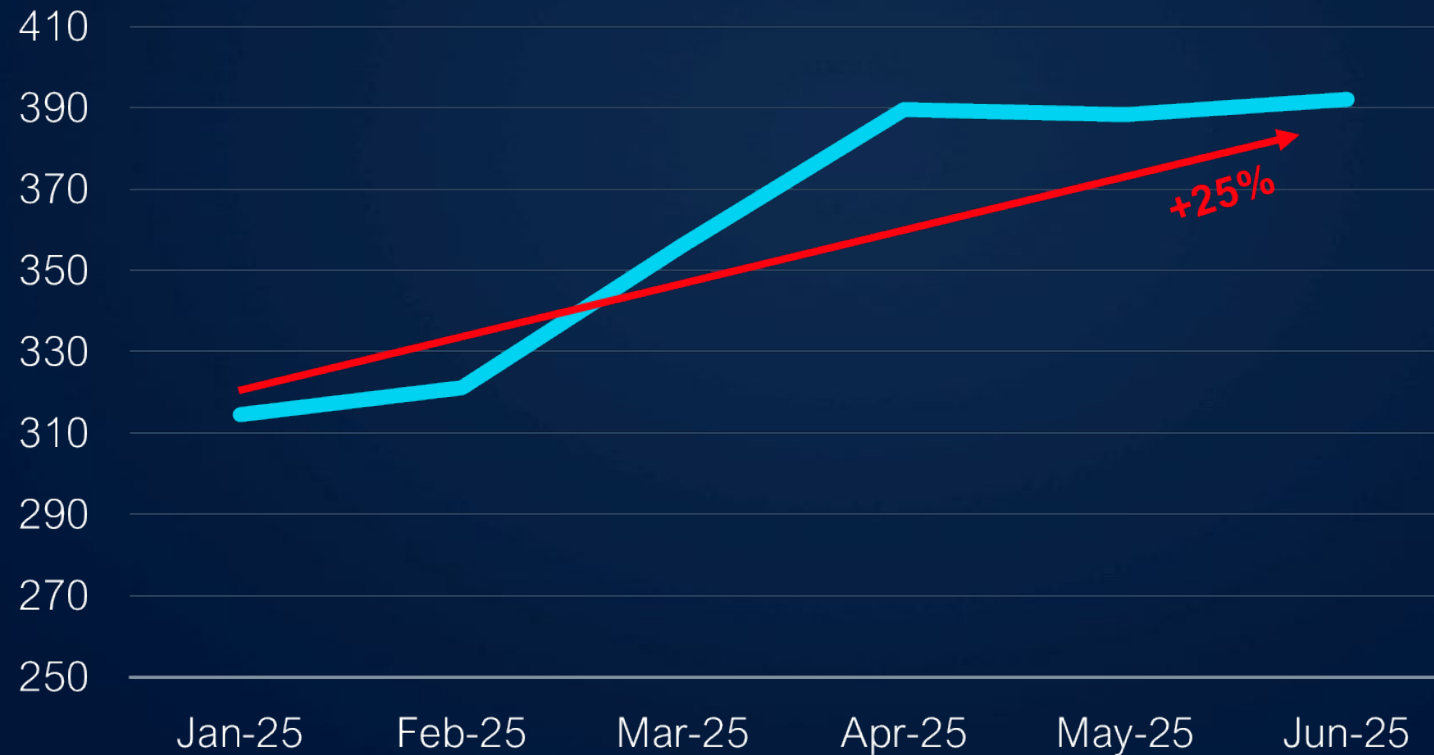


Drivers of Blue Sky Multiples



Construction Costs Continue to Rise

Producer Price Index by Commodity: Metals and Metal Products: Cold Rolled Steel Sheet and Strip, Index Jun 1982=100, Monthly, Not Seasonally Adjusted

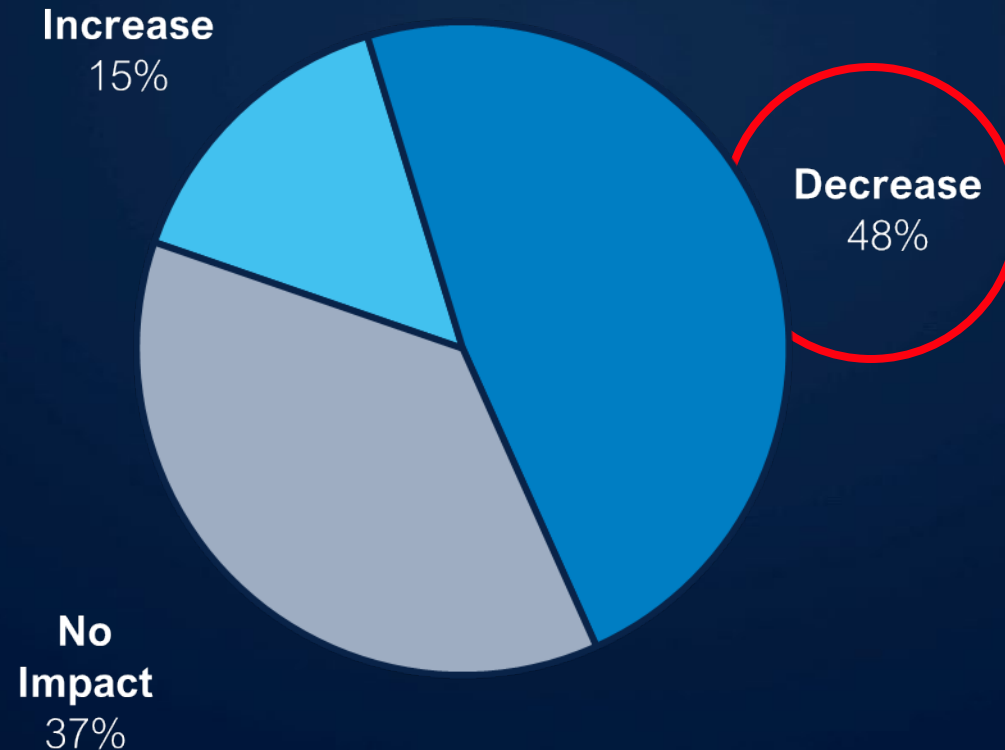


KERRIGAN ADVISORS

Non-Compliant Real Estate Results in Discounted Blue Sky Multiples

2024 Kerrigan Dealer Survey Results

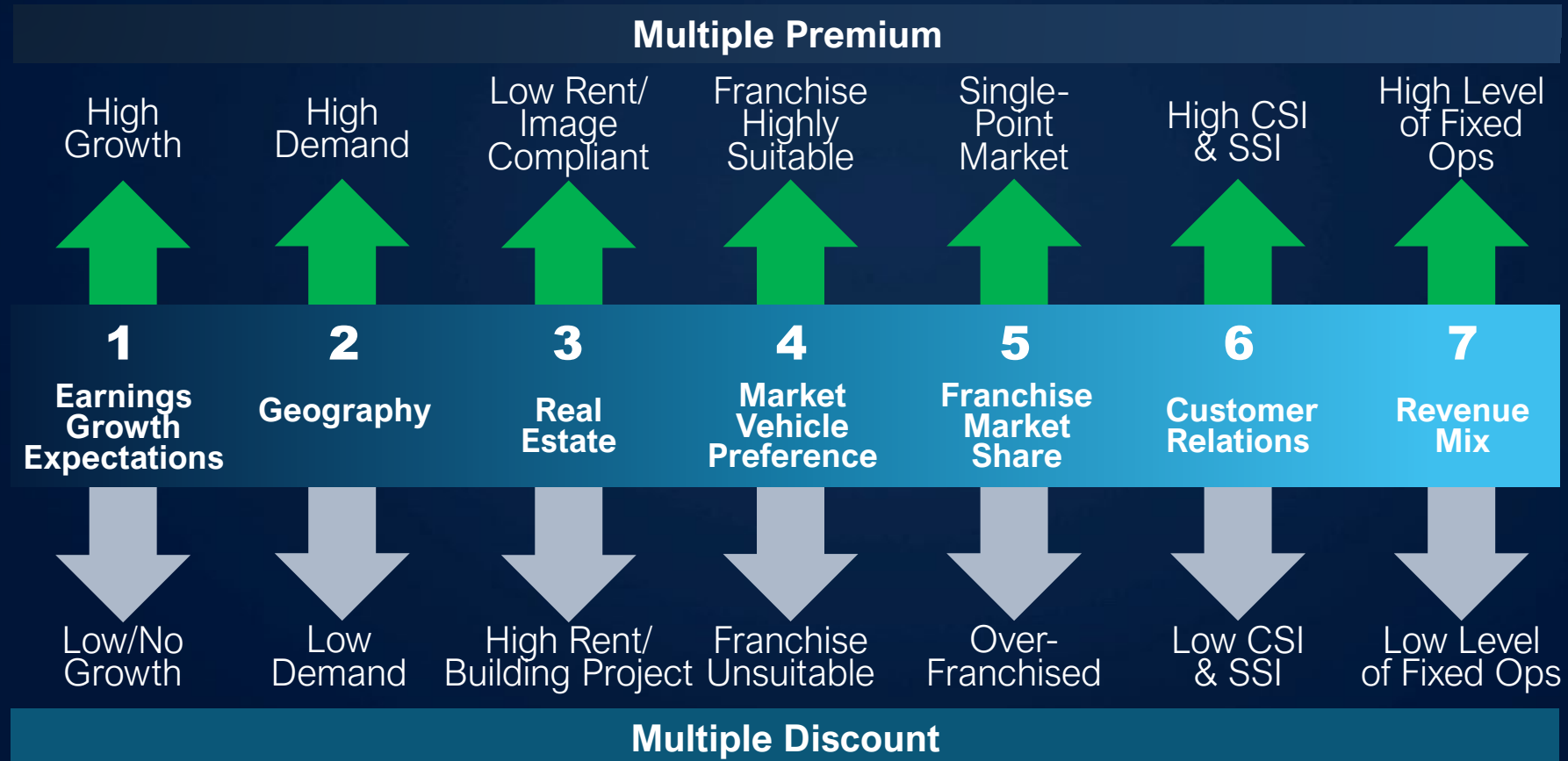
How do you expect real estate and property investment requirements by the OEM, including EV infrastructure, to impact future dealership profits?



KERRIGAN ADVISORS

Drivers of Blue Sky Multiples

Franchise Blue Sky Multiple Drivers



KERRIGAN ADVISORS

Kerrigan Advisors' Blue Sky Multiples – Q3 2025

Kerrigan Advisors' Third Quarter 2025 Blue Sky Multiples & Analysis: Non-Luxury



KERRIGAN ADVISORS

Higher Sales Per Franchise = Higher Blue Sky Multiple



KERRIGAN ADVISORS

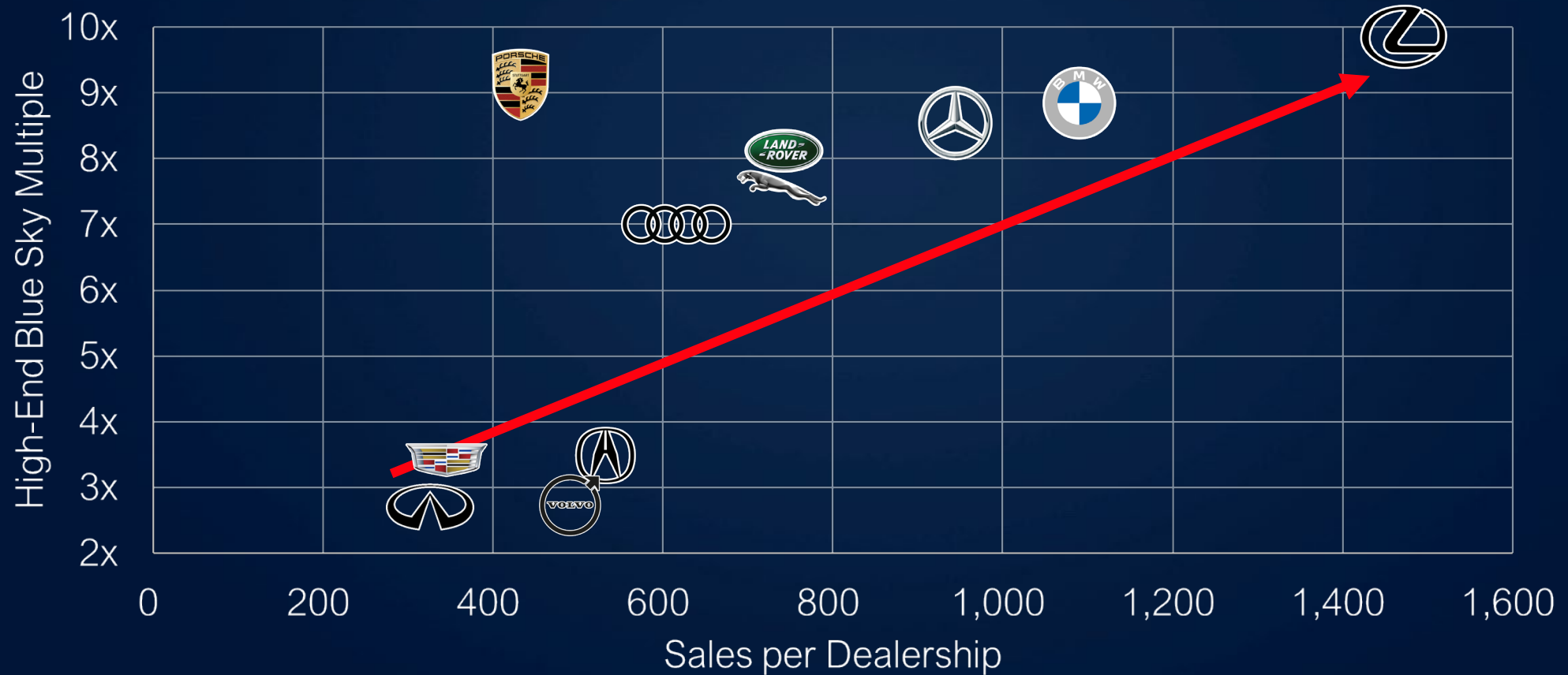
Kerrigan Advisors' Blue Sky Multiples – Q3 2025

Kerrigan Advisors' Third Quarter 2025 Blue Sky Multiples & Analysis: Luxury



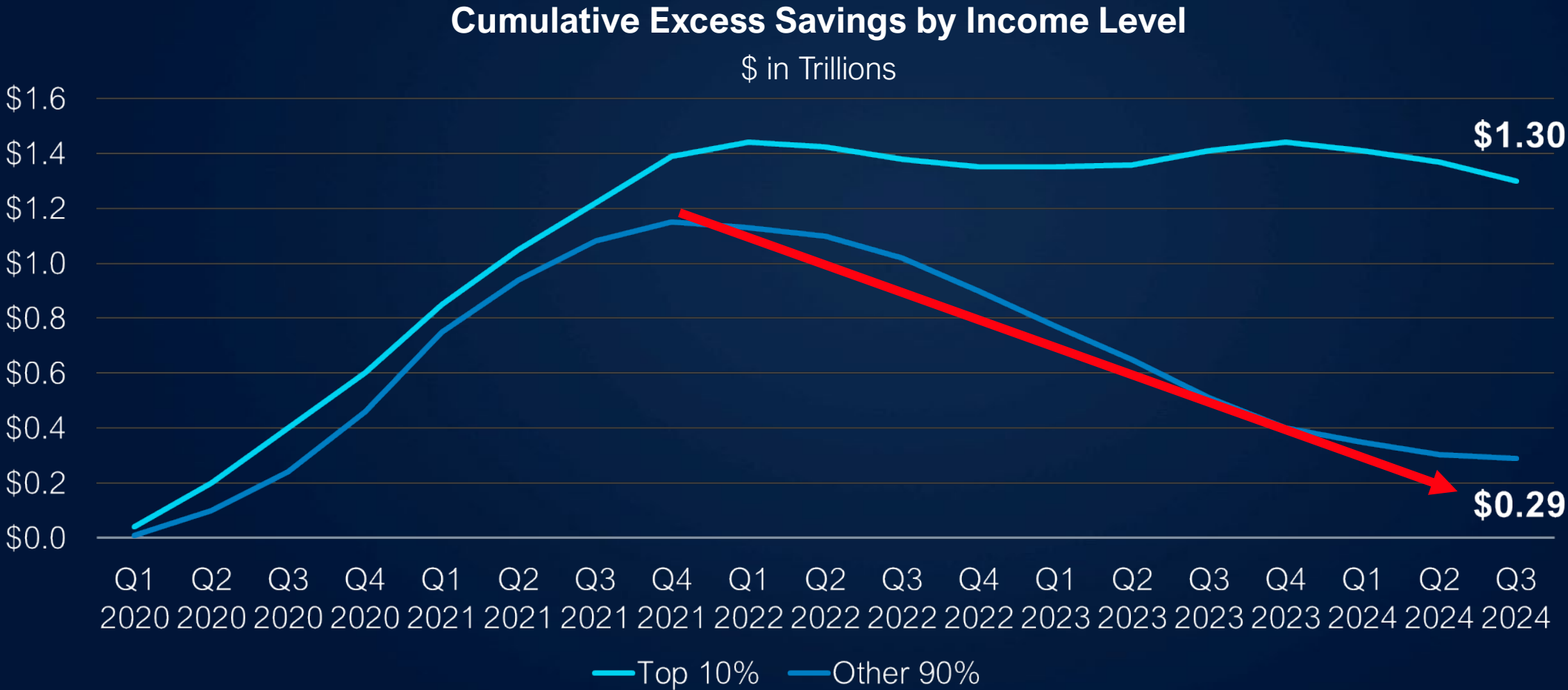
Generally Higher Sales per Franchise = Higher Multiple

High-End Blue Sky Multiple (Q3 2025) vs. Sales per Dealership (TTM 2025)

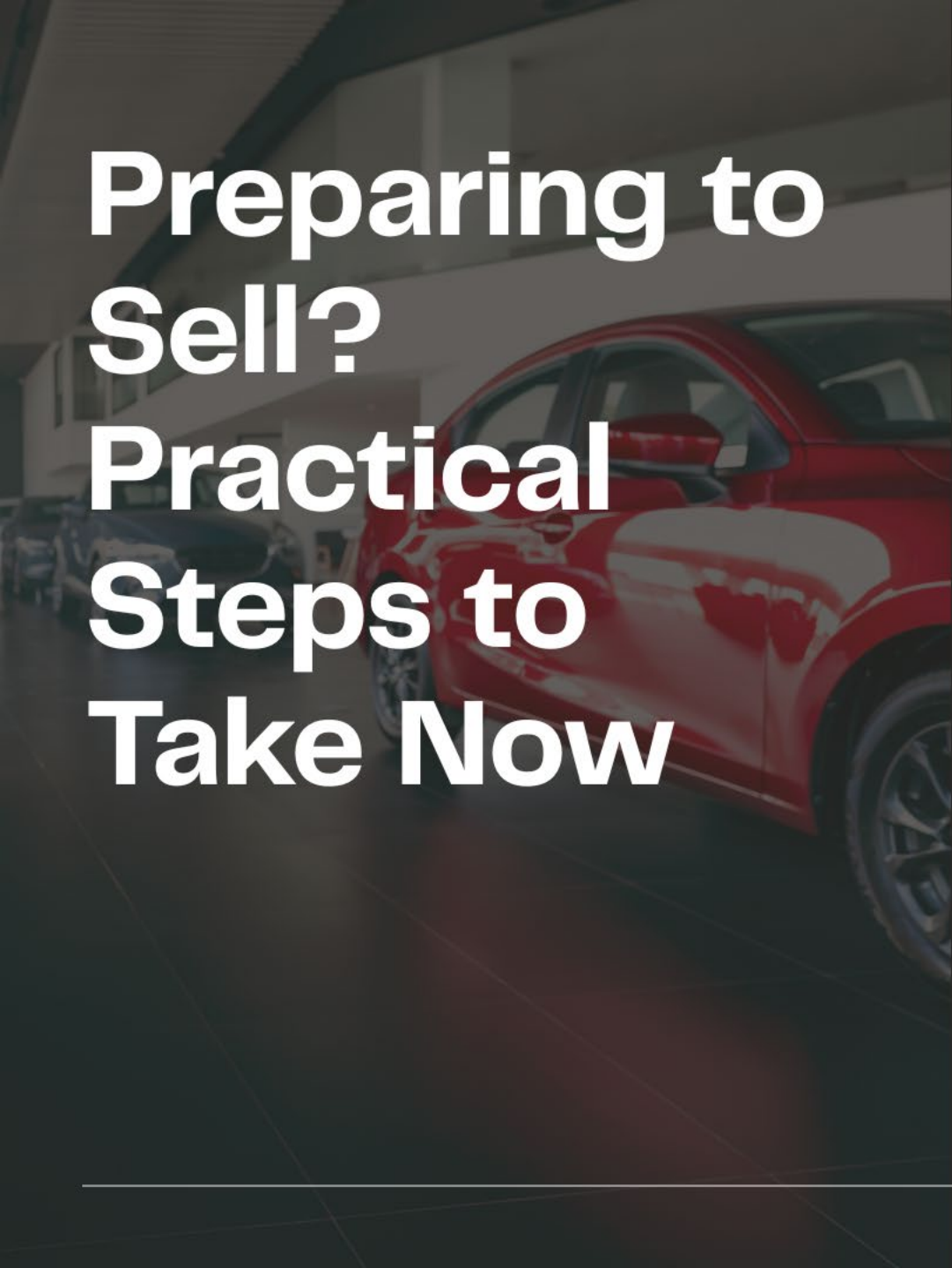


KERRIGAN ADVISORS

High-End Consumer Still Financially Strong



Source: Moody's Analytics, Wall Street Journal

A red sports car is parked in a showroom, with other cars visible in the background. The car is the central focus of the image, and its reflection is visible on the polished floor.

Preparing to Sell? Practical Steps to Take Now

Perform due diligence on yourself

- Know and track your metrics – evaluate trends and anomalies
- Strengths and weaknesses, opportunities and threats
- Be honest with yourself

Control the controllable

- Know and track your metrics
- Make incremental, sustainable changes

Plan for the uncontrollable (as much as you can)

- Tariff policies
 - Competitor actions
-



Preparing to Sell? Practical Steps to Take Now

Evaluate condition of facilities

- Cost/benefit analysis of improvements

Clean up the accounting

- Reconciliations
 - Writeoffs and writedowns
 - Reserves
-



Questions?

Thank you!



Gabe Robleto
Kerrigan Advisors
gabe@kerriganadvisors.com
703-303-9670



Paul Dumm
Rosenfield and Co.
pauld@rosenfieldandco.com
407-340-9861

Get in touch with us

KERRIGAN ADVISORS

