

ERIN KERRIGAN

Founder & Managing Director

KERRIGAN ADVISORS



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Erin Kerrigan is Managing Director of Kerrigan Advisors, which she founded in 2014. Kerrigan Advisors is the leading sell-side advisor and thought partner to auto dealers in the US. In the last five years, the firm has sold 89 dealerships, including five of the Top 100 Dealership Groups, representing over \$1.5 billion in client sales proceeds – more than any other firm in the industry. In addition to sell-side advisory services, Kerrigan Advisors raises capital for its clients who are seeking a financial partner and provides consulting services to dealers looking to increase the value of their business.

Prior to founding Kerrigan Advisors, Erin headed Presidio Automotive. Prior to Presidio, she was a Senior Vice President at AutoStar, a subsidiary of iStar Financial (NYSE: SFI), where she led transaction origination. Early in her career, she was dealer operator of her family's dealership, which she sold in 2006. She began her post-graduate career as an investment banker for Piper Jaffray.

Erin is a recognized industry expert on dealership buy/sells, valuation, real estate and private equity, and is a frequent speaker at leading auto retail events and conferences held by JD Power, NADA (#1 speaker in 2012), American Institute of Certified Public Accountants (AICPA), National Association of Dealer Counsel (NADC), Canadian Auto Dealers Association, and DrivingSales' President's Club. She has also been a key note speaker for events hosted by American Honda Motor Company, Audi of America, Bank of America, the New Car Dealers of Utah, US Trust, Pennsylvania Auto Dealers Association, Texas Automobile Dealer Association, Ohio Automobile Dealer Association, Colorado Automobile Dealer Association, and SunTrust Bank and has also led webinars for NADA and Automotive News. In 2018, she was named a Woman of Influence by Automotive News. Erin is the author of The Blue Sky Report®, the industry's leading buy/sell report, which is regularly featured and cited in Automotive News, CNBC, Wall Street Journal and Forbes.

Erin earned her undergraduate degree from Northwestern University and her MBA from The UCLA Anderson School of Management. She resides in Incline Village, Nevada with her husband and partner, Ryan Kerrigan, and their three children. Erin is a member of Young Presidents' Organization, the Foundation Board for the Orange County School of the Arts, the Bishop's Investment Committee for the Roman Catholic Diocese of Orange, and Northwestern University's Council of 100, a board of female executives who mentor students and recent graduates.

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