

4 ESSENTIAL METRICS TO DRIVE USED VEHICLE SUCCESS

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DAYS IN INVENTORY

INCREASE TURN TO INCREASE PROFITS

When vehicles start to age on your lot, you learn two things: Your inventory isn't appealing to your buyers, and gross profits won't meet your mark. Every day you own a vehicle means \$28 in holding costs and lost gross, according to NADA. Days in Inventory measures the age of any specific car, or of your inventory as a whole. The more you work to reduce age, the better off your gross profit will be.

30 DAYS
**\$840
LOST**



45 DAYS
**\$1,260
LOST**



60 DAYS
**\$1,680
LOST**



AIM TO MAINTAIN AT LEAST 55% OF RETAIL INVENTORY UNDER 30 DAYS OF AGE

HOW DAYS IN INVENTORY IMPROVES YOUR INVENTORY MANAGEMENT:



Maximize gross with
fresher inventory



Price to move, based
on live market data



Optimize listings
to drive traffic

Provision gives you the tools you need to get more out of your metrics, including Days in Inventory. See it in action at vAuto.com/age