



vAuto
by Cox Automotive

Maximizing Internal Opportunities for Optimal Acquisition

Steve Fogle - Senior
Performance Consultant

*HOW THE BEST
RUN BETTER*

Global Search Lite

- Omni channel for acquisition channels all in one area.
 - This provides quick access to all vehicle sources that the dealership has access to.

Missed Appraisals

Group Inventory

KBB ICO

Service Drive

Lease Returns

The screenshot displays the vAuto Provision Global Search interface. At the top, there's a navigation bar with 'Provision' and 'vAuto Training Webinars & Workshops - Hover to register'. Below this, a menu includes 'Provisioning', 'Appraising', 'Pricing', 'Merchandising', 'Wholesaling', and 'Reporting'. The main heading is 'Global Search' with a 'NEW' badge. Underneath, there are tabs for 'Vehicles', 'Saved Searches', and 'Buy Lists'. A search bar is present with a search icon and a 'Recent' link. The interface shows 'Showing 1 to 25 of 91 vehicles' and 'Sort by: Best Match'. There are 'Export' and 'Search' buttons. A sidebar on the left lists 'Vehicle Sources (1)' and 'Status' with checkboxes and counts: Group Inventory (589), KBB ICO (291), Lease Return (12), Missed Appraisal (91), and Service Appointment (252). The 'Status' section includes 'Not Reviewed' (91). The main area shows 'Applied Filters: (3)' with 'Vehicle Needs: Cars I Need', 'Vehicle Needs: Unknown', and 'Sources: Missed Appraisal'. Three vehicle listings are visible, each with a 'Missed Appraisal' button and an 'Open Appraisal' button. The listings are: 2022 Ram 1500 Limited (Adj. Avg. Price \$44,283, Source Estimate \$34,500), 2016 GMC Yukon Denali (Adj. Avg. Price \$23,704, Source Estimate \$24,000), and 2025 Subaru Outback Limited (Adj. Avg. Price \$36,207, Source Estimate \$27,000).

Workflow – Missed Appraisals

- Selecting the “Missed Appraisal” for the list of available Sources
- All appraisals for the last 90 days
- Not showing listed on other dealer websites
- Appraisal photos (when taken) will show on the SRP

Vehicle Sources (1)

Sources (1)

- Group Inventory 673
- KBB ICO 307
- Lease Return 13
- Missed Appraisal 98
- Service Appointment 273

Clear All

	<p>2023 GMC Yukon XL Denali</p> <p>1GKS2JKL1PR440643 46,565 mi. MDS 52 / 60</p> <p>Appraise Last Modified October 3, 2025 Customer Information Unavailable</p> <p>Adj. Avg. Price \$65,037 Source Estimate \$49,000</p> <p>Distance — mi.</p>	<p>Missed Appraisal</p> <p>Open Appraisal ...</p>
	<p>2016 Chevrolet Colorado LT</p> <p>1GCGSCE3XG1364220 127,661 mi. MDS 53 / —</p> <p>Appraise Last Modified September 27, 2025 Customer *</p> <p>Adj. Avg. Price \$16,966 Source Estimate \$8,500</p> <p>Distance — mi.</p>	<p>Missed Appraisal</p> <p>Open Appraisal ...</p>
	<p>2017 Ford F-350SD Platinum</p> <p>1FT8W3BT3HEC63236 44,071 mi. MDS 54 / 75</p> <p>Apprai Last Modified September 10, 2025 Customer Information Unavailable</p> <p>Adj. Avg. Price \$48,715 Source Estimate \$56,000</p> <p>Distance — mi.</p>	<p>Missed Appraisal</p> <p>Open Appraisal ...</p>

Left Rail Filters

- Can narrow down the results:
 - Year
 - Make
 - ODO
 - Market Price
- AND MORE!!
- Ability to filter to Last Modified Date and Appraiser

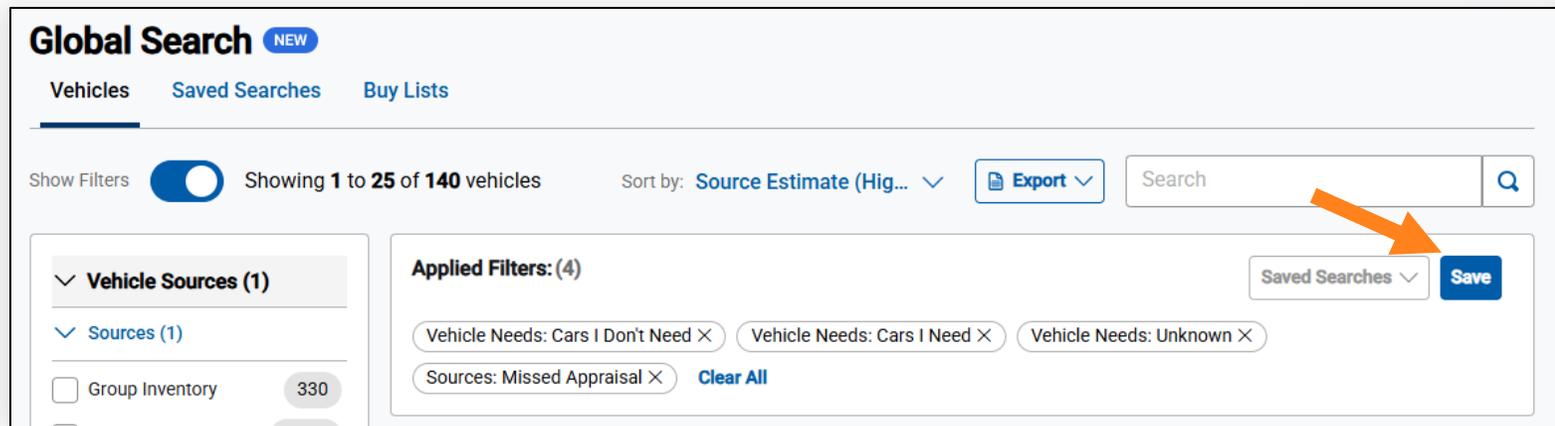
- > Max MDS
- > Vehicle Segment
- > Average Market Price
- > Strategy Action
- > Min Stocking Grade
- ✓ **Vehicle**
- > Year
- > Make
- > Max Distance

- ✓ **Advanced Vehicle**
- > Odometer Range
- > Body
- > Cab Style
- > Fuel
- > Max Miles/Year
- > Cylinders
- > Displacement
- > Transmission
- > Drivetrain
- > Equipment
- > VIN

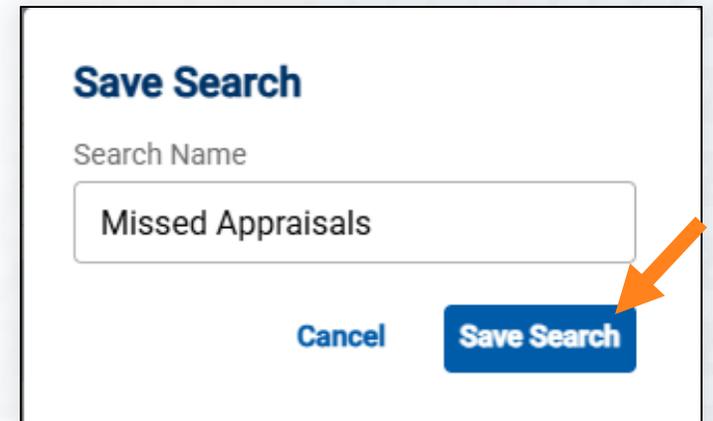
- ✓ **Missed Appraisal**
- ✓ **Last Modified Date**
- Last 1 Days 2
- Last 7 Days 5
- Last 14 Days 20
- Last 30 Days 38
- ✓ **Appraiser**
-  54
-  5
-  5
-  1
-  1
-  1

Save Search

- Saved Searches ensure that the team is on the same page of vehicles that need to be reviewed based on the expectations set by the filter parameters.



The screenshot shows the 'Global Search' interface. At the top, there are tabs for 'Vehicles', 'Saved Searches', and 'Buy Lists'. Below the tabs, there is a search bar with a magnifying glass icon. To the left of the search bar, there is a 'Show Filters' toggle switch and text indicating 'Showing 1 to 25 of 140 vehicles'. To the right of the search bar, there is a 'Sort by' dropdown menu set to 'Source Estimate (Hig...)' and an 'Export' button. Below the search bar, there is a 'Saved Searches' dropdown menu and a 'Save' button. An orange arrow points from the search bar area to the 'Save' button.



The screenshot shows the 'Save Search' dialog box. It has a title 'Save Search' and a 'Search Name' input field containing the text 'Missed Appraisals'. Below the input field, there are two buttons: 'Cancel' and 'Save Search'. An orange arrow points from the 'Save Search' button in the main interface to the 'Save Search' button in this dialog box.

Save Search

- This same workflow should be utilized for each of the available Sources
- Saved Searches should be reviewed each day
- Shows how many vehicles have been added since last review of the Saved Search

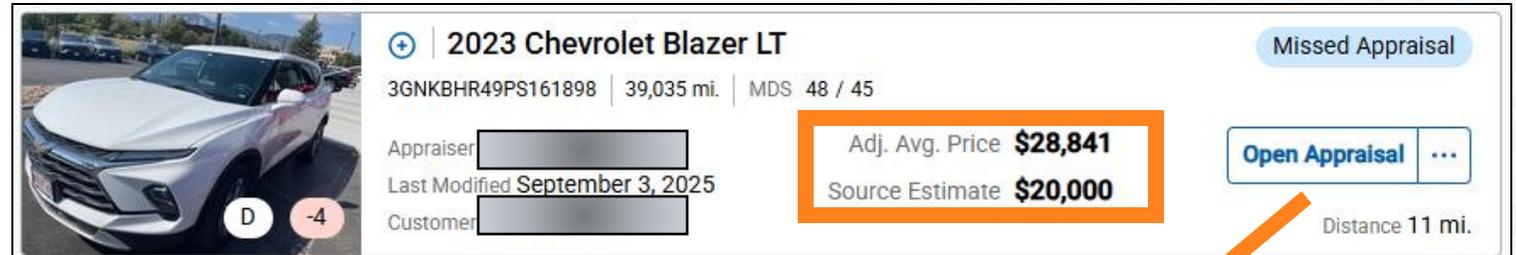
Global Search NEW

[Vehicles](#) [Saved Searches](#) [Buy Lists](#)

Name	New Vehicles	Last Used	Created By	
KBB ICOs	5	10/23/2025, 11:23 AM	Lisa Pack	Delete
Service Appointments	2	10/23/2025, 11:23 AM	Lisa Pack	Delete
Lease Return	0	10/23/2025, 11:22 AM	Lisa Pack	Delete
Missed Appraisals	11	10/23/2025, 11:22 AM	Lisa Pack	Delete

Reviewing Vehicles in Saved Search

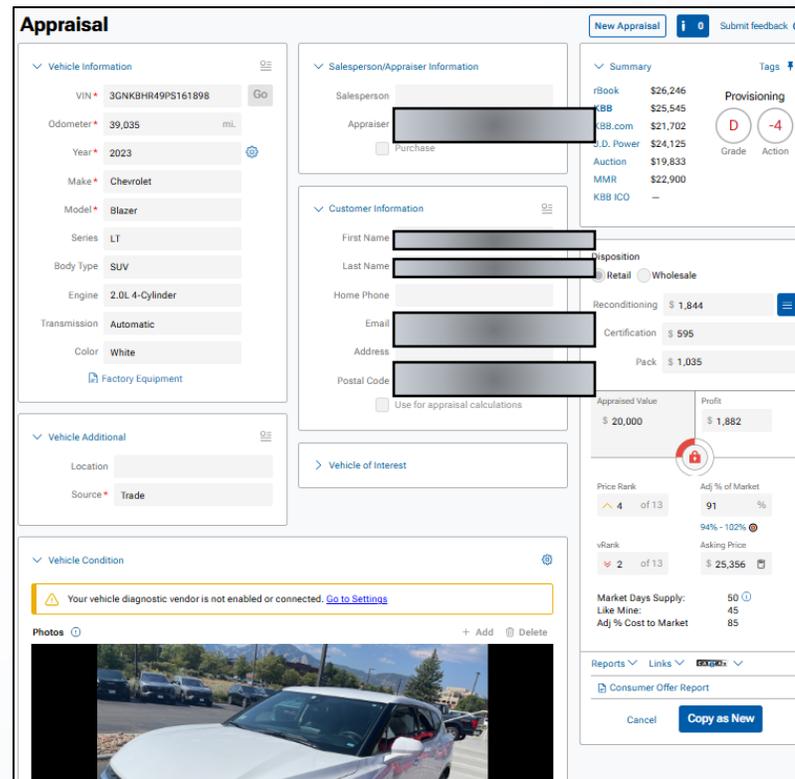
- Source Estimate – The appraised value by the dealership
- Adj Avg Price – Average adjusted rBook
- Open appraisal to review and make necessary adjustments and updates.



2023 Chevrolet Blazer LT
3GNKBHR49PS161898 | 39,035 mi. | MDS 48 / 45
Appraiser [Redacted]
Last Modified September 3, 2025
Customer [Redacted]

Adj. Avg. Price **\$28,841**
Source Estimate **\$20,000**

Missed Appraisal
Open Appraisal ...
Distance 11 mi.



Appraisal

Vehicle Information
VIN: 3GNKBHR49PS161898
Odometer: 39,035 mi.
Year: 2023
Make: Chevrolet
Model: Blazer
Series: LT
Body Type: SUV
Engine: 2.0L 4-Cylinder
Transmission: Automatic
Color: White

Salesperson/Appraiser Information
Salesperson: [Redacted]
Appraiser: [Redacted]

Customer Information
First Name: [Redacted]
Last Name: [Redacted]
Home Phone: [Redacted]
Email: [Redacted]
Address: [Redacted]
Postal Code: [Redacted]

Summary
rBook: \$26,246
rBB: \$25,545
rBB.com: \$21,702
J.D. Power: \$24,125
Auction: \$19,833
MMR: \$22,900
KBB ICO: -

Disposition: Retail (selected) Wholesale
Reconditioning: \$1,844
Certification: \$595
Pack: \$1,035
Appraised Value: \$20,000
Profit: \$1,882

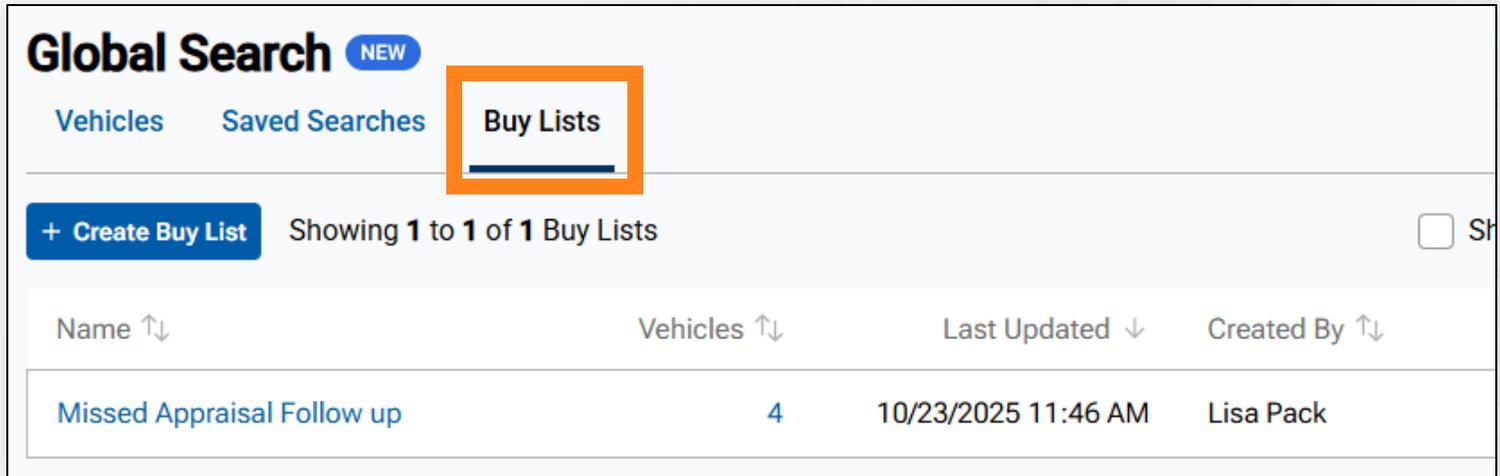
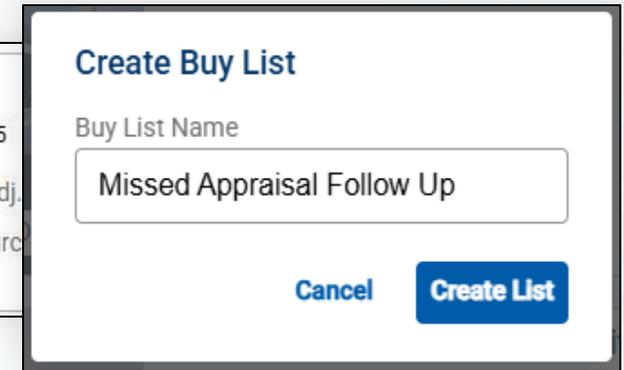
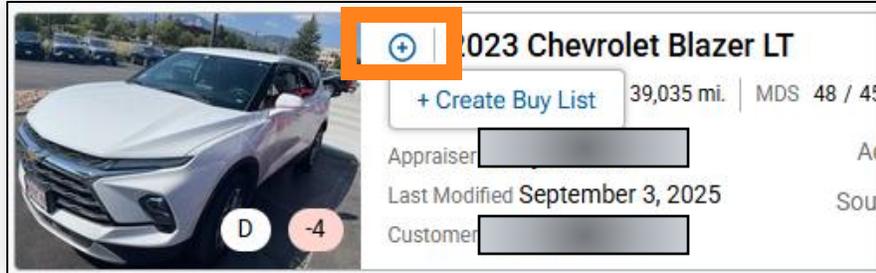
Price Rank: 4 of 13
Adj % of Market: 91%
vRank: 2 of 13
Asking Price: \$25,356

Market Days Supply: 50
Like Mine: 45
Adj % Cost to Market: 85

Consumer Offer Report
Copy as New

Buy Lists

- Vehicles that have been reviewed and the dealership will work efforts to re-engage with the client will be added to a buy list.
 - This ensures that the team stays organized on efforts with the customers.



Reviewing Buy Lists

- Buy Lists should be reviewed and worked daily
- Marking the Status of the vehicle to “Active” helps leadership to know which vehicles are actively being worked.

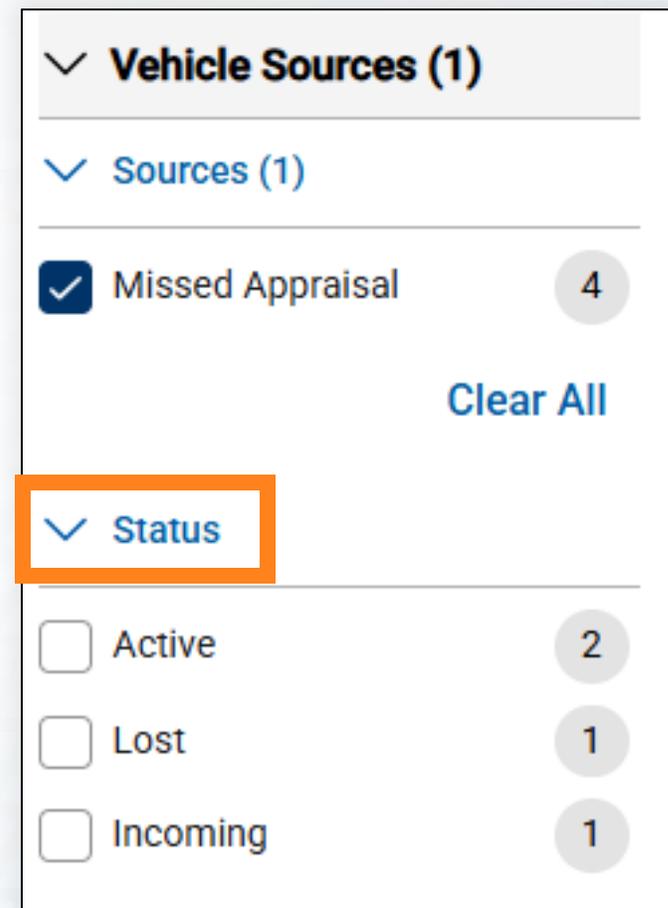
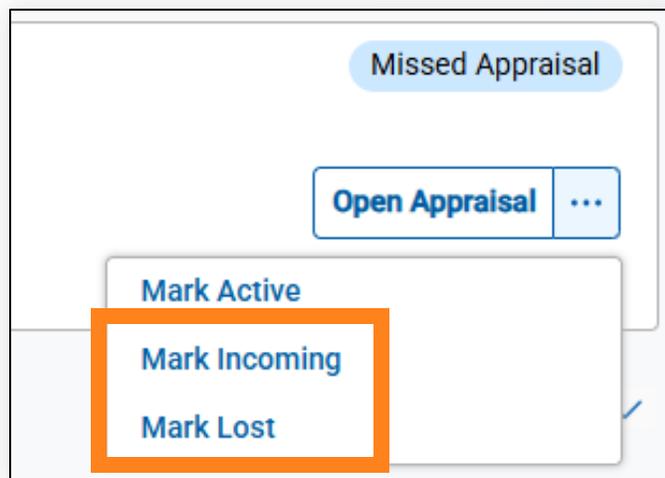
The screenshot displays a 'Buy List: Missed Appraisal Follow up' interface. At the top right, there is a checkbox labeled 'Include Inactive'. The list contains four vehicle entries, each with a status indicator in a circle and a count in a red circle:

- 2021 Ford Expedition Limited**: Status 'C', count '-'. Adj. Avg. Price: \$41,137. Source Estimate: \$30,000. Distance: 7 mi. Action: 'Open Appraisal ...' (highlighted with an orange box).
- 2020 Mercedes-Benz GLS GLS 450**: Status 'D+', count '-3'. Avg. Price: \$39,617. Distance: 28 mi. Action: 'Open Appraisal ...' (highlighted with an orange box).
- 2023 [Vehicle]**: Status 'C', count '-'. Distance: 67 mi. Action: 'Open Appraisal ...' (highlighted with an orange box).
- 2023 Chevrolet Blazer LT**: Status 'D', count '-4'. Distance: 11 mi. Action: 'Open Appraisal ...' (highlighted with an orange box).

A modal menu is open over the second vehicle, showing three options: 'Mark Active', 'Mark Incoming', and 'Mark Lost'. The 'Mark Active' option is highlighted with an orange box. An orange line connects this box to the 'Open Appraisal ...' button of the first vehicle. Another orange box highlights the 'Active' status in the third vehicle's status indicator, with an orange line connecting it to the 'Open Appraisal ...' button of the fourth vehicle.

Status

- When the dealer can win the client back and an appointment has been made, Status should be updated to “Mark Incoming”
- If the client does not engage or declines, Status should be updated to “Mark Lost”
- Can now filter your Missed Appraisals based on these statuses to understand efforts and results.



Consumer Offer Report

Appraised Value	Profit
\$ 25,500	\$ 2,350
Price Rank	Adj % of Market
▲ 31 of 42	100 %
	100% - 110% 🎯
vRank	Asking Price
▲ 21 of 42	\$ 30,000 📄
Market Days Supply:	56
Like Mine:	56
Adj % Cost to Market	91
<input type="radio"/> Wholesale	
Reports	Links
Consumer Offer Report	
Cancel	Actions

Consumer Offer Report

VIN# 1GYFZDR47PF142117
Offer Date: Oct 28 2025

is interested in your
2023 Cadillac XT4 Premium Luxury
Dealer Offer
\$25,500
Expires on 11/04/2025 or in 250 miles

Mileage: 28,545 Engine: 4-Cyl, Turbo, 2.0 Liter Transmission: Automatic, 9-Spd Drivetrain: AWD

Vehicle History Report

Provided by CARFAX

- 1 One Owner
- 0 Accidents Found
- Clean Title
- No Odometer Issues

View more details on the full report

Diagnostic Report

No data available

View all item(s) on the full report

Condition Summary

Total: \$1,500

MISC MEDIUM	\$1,000
SAFETY INSPECTION	\$500

Kelley Blue Book® Vehicle Insights

Kelley Blue Book provides valuable market data by tracking changes in the market.

- Mileage: MILEAGE GOOD
- Color: COLOR NOT AVAILABLE
- Equipment: EQUIPMENT VERY GOOD
- Supply and Demand: SUPPLY AVERAGE, DEMAND AVERAGE

Price Guide

J.D. Power \$28,550

Comments

This voucher good towards a vehicle purchase - NO CASH VALUE, NON TRANSFERABLE, VOID WHERE PROHIBITED

Global Search Lite Enhanced with Stockwave

Future Integration

- Currently only available to ProfitTime Clients
- Creates a better efficiency of quickly evaluating vehicles:
 - Utilization of the Lightbulb
 - Star Functionality
 - Glance Components for ease of financial book review
 - Access to VHR
- Adds the additional Source channel of Auction vehicles!

The screenshot displays the vAuto Global Search Lite interface. On the left, there is a sidebar with filters for Group Inventory (125), KBB ICO (21), Missed Appraisal (2), Private Party (189,021), and Auction (326,111). Below these are filter options for Auction, Auction Date, Auction Type, Auction State, Auction House, CR Grade Range, Current Bid, Buy It Now, Sale Type, Seller, CARFAX: Accident Reports, CARFAX: Number of Owners, CARFAX: Service Records, and CARFAX: Vehicle Use.

The main area shows a list of auction vehicles:

- 2023 Chevrolet Bolt EV 1LT**: 1G1FV6S0XP4112292, 34,869 mi, MDS 12 / 9, CR 2.8. Max Bid \$13,500. Source Estimate \$12,201. Current Bid \$12,200. Distance 2,435 mi.
- 2025 Nissan Rogue SV**: 5N1BT3BB0SC796181, 21,139 mi, MDS 14 / 17, CR 4.8. Max Bid \$19,900. Source Estimate \$17,700. Distance 2,390 mi.
- 2025 Chevrolet Equinox EV LT**: 3G07DLRFXS111601, 3,282 mi, MDS 15 / 23, CR 4.5. Max Bid \$22,500. Source Estimate \$22,001. Current Bid \$22,000. Distance 2,685 mi.
- 2023 Chevrolet Bolt EV 2LT**: 1G1FX6S09P4120607, 86,981 mi, MDS 16 / 16, CR 4. Max Bid \$14,500. Source Estimate \$9,500. Current Bid \$8,900. Distance 1,659 mi.
- 2025 Toyota Sienna XSE**: 5TDDKCEC8S241200, 13,426 mi, MDS 15 / 39, CR 4.6. Max Bid \$49,500. Sale Not Ready.

The detailed view for the 2023 Chevrolet Bolt EV 2LT (VIN 1G1FX6S09P4120607) is shown on the right. It includes the following information:

- Orig. MSRP**: \$30,765 | 86,981 mi
- CARFAX Status**: AutoCheck Accident Check
- MMR Adjusted**: \$10,850 (7 vehicles)
- rBook Avg Odometer**: 30,018 mi
- rBook Days Supply**: 18
- rBook Adj Avg List Price**: \$16,991 (12 vehicles)
- KBB Fair Purchase Price**: \$14,242
- Condition Report**: Grade 4.0
- Vehicle Details Page**: SHOW
- Ready Logistics Transport Cost**: \$1,371
- Appraisal**: START

Additional details include a New Note section, a CARFAX report, and Ready Logistics Transportation information: Estimate: \$1,371, Delivery: 11-13 Days, Distance: 1,917 Miles. A "Request Transport" button is available, along with contact information for Ready Logistics (602-837-5809).

Current Strategy Page

PROVISIONING STRATEGY
 Define the ideal inventory by vehicle segments and price class with visibility to your live market.
 Last refreshed Yesterday at 8:16 pm | [Edit Strategy in General Settings](#)

Overall [Click here to queue the refresh of this data.](#) [Stocking Optimizer](#) [Edit All Target Days Supply](#) [Export](#)

<input checked="" type="checkbox"/> Expanded View	\$0-\$14,999	\$15,000-\$24,999	\$25,000-\$29,999	\$30,000-\$34,999	\$35,000-\$44,999	\$45,000-\$54,999	\$55,000-\$64,999
Cadillac Certified	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0
GMC Certified	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0
Car							
Subcompact	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0
Compact	TDS 35 0 / 0	TDS 35 -1 2 / 1	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 +1 0 / 1	TDS 35 0 / 0	TDS 35 0 / 0
Intermediate	TDS 35 0 / 0	TDS 35 -1 1 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0
Sport	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0
Luxury	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 +1 0 / 1	TDS 35 0 / 0	TDS 35 0 / 0
Luxury Sport	0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 -1 1 / 0	TDS 35 -1 1 / 0
Luxury High	0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0	TDS 35 0 / 0

Market Based Inventory Strategy

MARKET BASED INVENTORY STRATEGY																											
0																											
Dealership Market Radius / Size		100	40,545																								
PREOWNED RETAIL SALES & STOCKING OUTLOOK																											
0 2025																											
RETAIL OBJECTIVE				200																							
STOCKING COUNT OBJECTIVE				267																							
TARGET DDS				40																							
CERTIFIED ONLY		DEALER IN STOCK		DEALER SOLD_45 DAYS											Enter the % of your stocking outlook based on Dealer & Market Performance												
CERTIFIED TOTAL		Active	%	Sold	%	Variance																					
		41	24.4%	47	27.3%	6																					
SEGMENT	CLASS	DEALER IN STOCK					DEALER SOLD_45 DAYS											MARKET SOLD_45 DAYS				SALES/STOCKING PLAN			% Sold 90 Days % Sold 365 Days		
		ACTIVE	%	DDS	TRADE	PURCHASE	%	SOLD	%	VARIANCE	ADS	CTM %	INVESTMENT \$	MARKUP \$	TRADE	PURCHASE	%	UNITS	%	MDS	DEALER SHARE	UNITS	%	ACTION	%	%	
Car Total		76	45.2%	15	0	0	0%	85	49.4%	9	45	85%	\$33,556	\$3,670	0	0	0%	14,979	36.9%	\$3,670	0.57%	125	47.0%	49	50%	17%	
CAR	Subcompact	4	2.4%	15	0	0	0%	12	7.0%	8	41	80%	\$16,562	\$1,956	0	0	0%	475	1.2%	61	2.53%	21	8.0%	17	6%	0%	
	Compact	15	8.9%	40	0	0	0%	17	9.9%	2	32	92%	\$26,941	\$2,445	0	0	0%	6,037	14.9%	56	0.28%	32	12.0%	17	12%	2%	
	Intermediate	4	2.4%	180	0	0	0%	1	0.6%	(3)	21	91%	\$13,445	(\$447)	0	0	0%	4,628	11.4%	66	0.02%	13	5.0%	9	1%	11%	
	Sport	3	1.8%	34	0	0	0%	4	2.3%	1	22	82%	\$27,771	\$5,801	0	0	0%	997	2.5%	60	0.40%	0		(3)	2%	1%	
	Luxury	22	13.1%	34	0	0	0%	29	16.9%	7	45	81%	\$32,257	\$5,868	0	0	0%	1,638	4.0%	62	1.77%	45	17.0%	23	16%	1%	
	Luxury Sport	19	11.3%	78	0	0	0%	11	6.4%	(8)	59	90%	\$61,068	\$3,631	0	0	0%	439	1.1%	85	2.51%	0		(19)	9%	2%	
	Luxury High	9	5.4%	37	0	0	0%	11	6.4%	2	63	91%	\$42,159	\$1,164	0	0	0%	765	1.9%	65	1.44%	13	5.0%	4	5%	0%	
SUV Total		89	53.0%	0	0	0	0%	84	48.8%	(5)	66	93%	\$39,180	(\$103)	0	0	0%	20,625	50.9%		0.41%	141	53.0%	52	49%	55%	
SUV	Compact Sport Utility	13	7.7%	42	0	0	0%	14	8.1%	1	63	98%	\$27,868	(\$209)	0	0	0%	9,329	23.0%	59	0.15%	13	5.0%	0	6%	28%	
	Intermediate Sport Utility	7	4.2%	79	0	0	0%	4	2.3%	(3)	60	79%	\$16,282	\$1,689	0	0	0%	4,597	11.3%	69	0.09%	13	5.0%	6	2%	17%	
	Large Sport Utility	0	0.0%	-	0	0	-	0	0.0%	0	-	-	-	-	0	0	-	696	1.7%	77	0.00%	0		0	0%	6%	
	Luxury Sport Utility	69	41.1%	47	0	0	0%	66	38.4%	(3)	68	93%	\$43,025	(\$191)	0	0	0%	6,003	14.8%	60	1.10%	115	43.0%	46	41%	4%	
Truck Total		0	0.0%	0	0	0	-	3	1.7%	3	50	94%	\$53,380	\$1,869	0	0	0%	3,982	9.8%		0.08%	0	0.0%	0	1%	26%	
TRUCK	Small Pick-up	0	0.0%	-	0	0	-	0	0.0%	0	-	-	-	-	0	0	-	1,155	2.8%	77	0.00%	0		0	0%	3%	
	Large Pick-up	0	0.0%	0	0	0	-	3	1.7%	3	50	94%	\$53,380	\$1,869	0	0	0%	2,796	6.9%	77	0.11%	0		0	1%	23%	
	Chassis	0	0.0%	-	0	0	-	0	0.0%	0	-	-	-	-	0	0	-	31	0.1%	110	0.00%	0		0	0%	0%	
Van Total		3	1.8%	0	0	0	0%	0	0.0%	(3)	-	-	-	-	0	0	-	959	2.4%		0.00%	0	0.0%	(3)	0%	2%	
VAN	Small Van	3	1.8%	-	0	0	0%	0	0.0%	(3)	-	-	-	-	0	0	-	603	1.5%	66	0.00%	0		(3)	0%	1%	
	Full Size Vans	0	0.0%	-	0	0	-	0	0.0%	0	-	-	-	-	0	0	-	356	0.9%	85	0.00%	0		0	0%	1%	
TOTAL INVENTORY*		168	100.0%	0	0	0	0%	172	100.0%	4	55	1	36,633	1,807	0	0	0%	40,545	100.0%		0.42%	267	100%	99	100%	100%	
5 CORE SEGMENT & CLASS		39	23%					39	23%									27,387	68%	STOCKING COUNT OBJECTIV	267	27.0%			22%	81%	

Upgraded Sales Planning and Stocking Page

Future Enhancement

- Planning your monthly Stocking Strategy based off your dealership sales goals, seasonality index and market performance.
- Have a strategic stocking plan built on data to build and align your inventory for maximum impact to drive traffic and sales.

Stocking Control Panel

Monthly Sales Objective is your Annual Sales Objective spread out across every month using seasonality.

Select Seasonality Data Source
 Regional Seasonality – Averages the sales history of all dealers within your Provisioning Volume Distance
 My Dealership Sales – Averages your sales history from the past 5 years

Select a Source
 Regional My Dealership Sales

Data Source	Jan	Feb	Mar	Apr	May	Jun
Regional	8.0%	7.9%	9.1%	8.0%	8.6%	8.8%
My Dealership Sales	6.6%	7.6%	9.0%	7.2%	9.2%	9.7%

Annual Sales Objective
 Annual Sales Objective is the number of total units you need to sell this year to reach your goals. Consult your performance manager to set the optimum target for success. The system will set your target to +10% of your actual sales total from the previous year by default.

Annual Sales History (Past 5 Years)

2020	2021	2022	2023	2024
298	418	409	339	412

[Actual Retail Sales \(Past 5 Years\)](#)

2020	2021	2022	2023	2024
10.9%	9.7%	7.9%	6.1%	7.8%

Adjust Annual Sales Objective

Previous Year Total	Target Increase	Annual Sales Objective
412	+ 60%	= 660

Monthly Sales Objective vs Actual Sales
 Compare your actual sales to your Monthly Sales Objective. Adjust the objective for this month or next to account for sales shortfalls and to better align with your Annual Sales Objective.

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Year to Date
Monthly Sales Objective	26	27	30	27	29	29	66	61	46	38	49	52	379 (480 Total)
2025 Actual Retail Sales	41	27	40	39	38	36	30	43	24	25	–	–	343 (422 Projected)
Variance	+15	0	+10	+12	+9	+7	-36	-18	-22	-13	–	–	△ -36
Percent of Objective	158%	100%	133%	144%	131%	124%	45%	70%	52%	66%	–	–	102%

Stocking Target
 The Stocking Target is the number of vehicles needed to meet sales objectives. This target is broken down for each segment and price bucket on your Strategy Page.
[How we calculate this number](#)

Adjust Today's Stocking Target

Blended Sales Objective	Target Days Supply	Next 30 Days	Today's Stocking Target
45	x 37	÷ 30	= 55

Comparative Market Data



Strategy

Your stocking strategy is driven by your Monthly Sales Objective. This objective is derived from your Annual Sales Objective which is broken down into monthly goals based on seasonal sales trends. Then your Stocking Target and Strategy Actions (+/-) are calculated for each vehicle segment and price bucket below. Review the data that feeds these calculations in the [Stocking Control Panel](#).

Last refreshed Yesterday at 8:09 pm

[Overall by Make](#)
[Overall by Segment](#)
[Stocking Optimizer](#)

[Stocking Control Panel](#)
[Export](#)

55 ▲ Stocking Target ⓘ
38 Total Inventory ⓘ
38 Active Inventory ⓘ
32 Inventory Needed ⓘ
-15 Overstocked ⓘ
38 Dealer Day Supply ⓘ

Strategy Actions ⓘ		\$0-\$9,999 🔗	\$10,000-\$14,999 🔗	\$15,000-\$19,999 🔗	\$20,000-\$24,999 🔗	\$25,000-\$34,999 🔗	\$35,000-\$44,999 🔗	\$45,000-\$54,999 🔗	\$55,000-\$64,999 🔗
Car									
Subcompact 🔗		0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0
Compact 🔗	+3	2 0 / 1 +2	2 0 / 1 +2	1 / 0 -1	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0
Intermediate 🔗	+5	0 / 0	2 0 / 1 +2	0 / 0	1 0 / 1 +1	1 0 / 1 +1	1 0 / 1 +1	0 / 0	0 / 0
Sport 🔗	-1	0 / 0	0 / 0	0 / 1	0 / 0	1 / 0 -1	0 / 0	0 / 0	0 / 0
Luxury 🔗		0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0
Luxury Sport 🔗		0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0
Luxury High 🔗	-1	0 / 0	0 / 0	1 / 0 -1	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0
SUV									
Compact SUV 🔗	-3	1 / 0 -1	1 / 1 -1	3 2 / 2 +1	1 3 / 1 -2	4 4 / 3	0 / 0	0 / 0	0 / 0
Intermediate SUV 🔗	+6	0 / 1	0 / 0	2 1 / 1 +1	3 1 / 2 +2	10 6 / 6 +4	2 / 0 -2	1 0 / 1 +1	0 / 0
Large SUV 🔗	-2	0 / 0	0 / 0	0 / 0	1 0 / 1 +1	0 / 0	0 / 0	2 / 0 -2	1 / 0 -1
Luxury SUV 🔗		0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0	0 / 0
Truck									
Small Pick-up 🔗	+3	0 / 0	0 / 0	0 / 0	0 / 0	1 1 / 1	3 0 / 2 +3	0 / 0	0 / 0

Thank you!