







Strategies to Combat Inventory Risk

Leverage this checklist to determine if your dealership's inventory strategy is ready to take on the changing market.

2024 production levels are anticipated to rise with a forecasted 1% growth in new vehicle sales, totaling 15.7 million units. This, along with an upsurge in electric vehicle demand and other factors, makes it imperative for dealers to implement an adaptive and well-aligned automotive inventory approach.



Managing your dealership's risk factors will be crucial in achieving sales and profitability in 2024.

-  **Know Your Dealership's Share of Shoppers**
Get to know the market for your available inventory, right down to the ZIP code.
-  **Inspect Your Dealership's Digital Delivery**
Know which channels are supporting your sales goals.
-  **Set Dealership Delivery Goals for Every VIN**
Take a proactive stance toward selling your inventory.
-  **Know Your Market Share By Segment**
View real-time market share rankings versus the overall market and key competitors.
-  **Identify VIN Specific Challenges & Opportunities**
Understand how every vehicle is positioned within the marketplace.
-  **Execute a VIN-Specific Plan to Reduce Your Inventory Risk**
Control your strategy at the VIN-level to avoid waste and ensure profit.

Lotlinx's VIN Management Platform has all the information needed to complete this checklist, expose inventory risk, and help you sell cars faster and more profitably.

Request your dealership's inventory risk analysis today!
[Lotlinx.com/demo](https://lotlinx.com/demo)

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