

PPO Q4 Aging Inventory Checklist

SUVs

- Review all large SUVs over 70 days on lot.
- Check payment position versus key competitors in your market.
- Re-run pricing against current market-day supply and VDP signals.

Trucks (100k–120k miles)

- Identify trucks acquired at early-fall pricing that now show softening demand.
- Evaluate reconditioning drag and total cost-to-market position.
- Decide: retail push with refreshed merchandising or wholesale exit.

High-line Sedans

- Audit SRP and VDP activity over the last 14 days.
- Tier price by trim-level demand instead of model averages.
- Use updated comments/AI copy to clarify value story.

Market & Process

- Tighten review cadence: move from weekly to daily aging reviews for Q4.
- Re-merchandise at least 20 aging units this week (photos, price, comments).
- Set clear aging thresholds at 15, 30, and 45 days with defined actions.

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