



USED CAR TURN-TIME PERFORMANCE CHECKLIST

Category	Performance Target	Action Notes
Max Days to Turn	≤ 40 days for core inventory	Monitor daily; flag 30+ day units for review
Reconditioning Kickoff	Within 24 hours of arrival	Create same-day RO & timeline alerts
Photography & Listing	Live within 48 hours	Pre-set photo queue and merchandising checklist
Price Review Frequency	Every 7 days	Track SRP/VDP ratios and adjust by market movement
Weekly Aging Report	Every Monday	Highlight 30+ day units for pricing/exit review
Exit Trigger	45 days	Cut price, bundle promo, or wholesale out
Turn Speed Meeting	Weekly	Review bottlenecks and progress by manager