# The Profitable Pre-Owned Sourcing Playbook

#### The LMDS + Scarcity Velocity Framework

By Craig White — Profitable Pre-Owned

#### 1. The Core Formula

**Formula:** Low LMDS + High Scarcity Index (300+) + Positive Strategy Need + B- or Better Grade = Velocity Inventory.

This combination identifies vehicles with high demand, low supply, and strong market performance.

| Metric                       | What It Means                                | Target                      |
|------------------------------|--|-----------------------------|
| LMDS (Like-Mine Days Supply) | Days to sell your exact year/make/model/trim | 0-40 (ideal <35)            |
| Autotrader Scarcity Index    | Demand-to-supply ratio (scaled 100–1,500)    | 300+ (600+ = high velocity) |
| Stockwave Strategy Need      | Fit with current inventory mix               | Positive or High            |
| Provision Grade              | System confidence in turn & margin           | B– or higher                |

### 2. Why It Works

Most dealers chase price — that's yesterday's game. This model chases **velocity** where demand exceeds supply. LMDS shows how fast your exact unit moves, the Scarcity Index shows how many buyers are looking now, Provision Grade validates turn confidence, and Strategy Need aligns to your lot mix.

## 3. Buy Plan Types

**Velocity Plan:** LMDS < 35, Scarcity Index > 600, B or higher grade. **Margin Plan:** LMDS 35–55, Scarcity Index 300–600, A/B grade.

Market Blend: Balance both; use MDS averages and demand patterns.

#### 4. Data Sources

vAuto for LMDS, Stockwave for Strategy Need and Market Pricing, Autotrader for Scarcity Index (scaled 100–1,500). Combine these to form a local Velocity Score.

## 5. Interpreting Results

**Low LMDS + High Scarcity (300–600+):** Fast-turn, high-demand units.

Low LMDS + Low Scarcity: Limited market — price aggressively.

**High LMDS + High Scarcity:** Seasonal or regional trend — monitor closely.

**High LMDS + Low Scarcity:** Avoid or wholesale early.

## 6. Example Vehicle

Example: 2022 Toyota RAV4 XLE

LMDS = 32, Scarcity Index = 420, Strategy Need = Positive, Provision Grade = B+

**Result:** Velocity Car — high demand, low supply, fast-turn opportunity.

### 7. Implementation Steps

1. Identify key segments for your store.

- 2. Export LMDS, Scarcity Index, and Provision data weekly.
- 3. Rank vehicles by Velocity Score.
- 4. Create buy plans in Stockwave: LMDS  $\leq$  40, Scarcity  $\geq$  300, Grade  $\geq$  B-.
- 5. Review weekly with acquisition team.

### 8. Bonus Tip

You can now add the **Autotrader Scarcity Index module** directly into your vAuto **Glance Box** view — allowing you to see market demand in real time alongside LMDS, Provision Grade, and Strategy Need.

Fun fact: this feature was originally suggested by **Craig White** and implemented by vAuto after dealer feedback.

| CARFAX Pillars  MMR Adjusted  \$30,400 310,400  | CARFAX Pillars  MHR Adjusted  \$30,400  \$40,400 |                           |  |                                 | Orig. MSRP: \$71.645   66.768              |
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## 9. Closing Note

This isn't about chasing cheap cars — it's about chasing fast ones. When you combine **data + discipline + demand**, your inventory becomes a profit machine.

"That's not just a good car — that's a Profitable Pre-Owned car."