

# Inventory+ Appraisal Central

## Leverage the power of being a dealer group.

The next generation of Inventory+ appraising is here through Appraisal Central. Take the emotion, appraisal inaccuracies and personal bias out of the appraisal valuation process by pushing your appraisals to one central location within your dealer group. Gain consistency in appraisals, operations and the customer experience across your group.

### What's in it for dealer groups?

- Leverage the power and advantages of being in a group.
- Profitably win more trades and close more deals.
- Optimize stocking by providing insight to where a vehicle is most likely to sell profitably at retail.
- Increase consistency in appraisals, operations and consumer experience across dealer groups.
- Upon implementing Inventory+ Appraisal Central, one major U.S. auto retail group experienced these successes.
  - 20% increase in average total front-end gross on appraised vehicles traded and retailed\*
  - 29% increase in win rate versus those non-centrally appraised
  - 16% increase in average total # of vehicles traded\*
  - 48% increase in average total # of appraisals completed\*
  - And centrally appraised vehicles grossed \$224 more per vehicle than non-centrally appraised vehicles\*

\*Cited averages are based on a study of 3 pilot stores from a large automotive group that participated in a 3-month pilot program of Appraisal Central from March 1-May 31, 2015. Average percentage increases are measured against results achieved by the same dealers from March 1-May 31, 2015.

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## Features and Benefits:

- Drive efficiency and reduce risk by centralizing the buying process with the flexibility to automatically or manually request a Central Appraiser's input.
- Gain visibility into the trading store, market level vehicle performance, surrounding market, and if on a sister store's buy list.
- Real-time TrueScore analytics, show which store needs a specific vehicle the most.
- Quickly identify underperforming stores or appraisers, and work towards increasing wins and higher profits with comprehensive reporting.
- Every acquired vehicle is "tagged" with a recommendation for the dealership with the greatest retail opportunity.
- Efficiently source and expedite buy bids from wholesale contacts if the car is not deemed viable at retail. This unique feature helps make sure that the vehicle is not lost after trade-in.
- Do business the way you want through settings that support your specific appraisal process, with options to require: Appraisal Value, Photos, Bookout, Condition Reports or Appraisal Notes.

