

# 25% Faster EV Turn Time for Bay Area Leader

Del Grande Dealer Group (DGDG) is a national leader in used EV sales with 19 locations in Northern California. In a market that leads the country in EV adoption, DGDG has become the trusted brand.

## Opportunity

After years of limited EV supply and surging interest, the pre-owned electric car market is evolving. A combination of rising interest rates, price cuts by manufacturers, and novel tax credits are causing price volatility, creating inventory risks for dealerships. *Time to sale* is becoming a critical factor in the profitability equation.

Daily holding costs for used EV dealership inventory often exceeds \$60 per car. That means a used EV that sits on a lot for an extra 2 weeks can erode a large portion of the dealership margin.

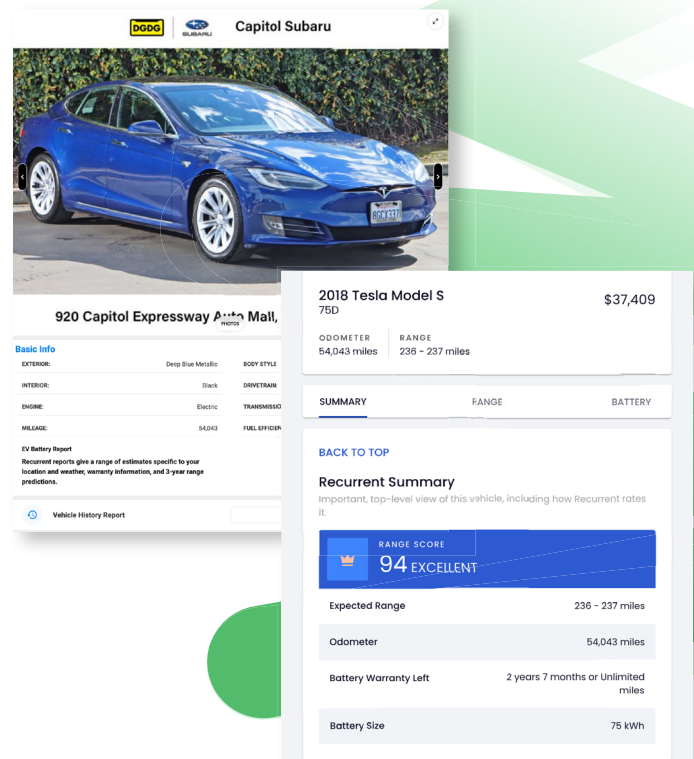
## Outcome

*Time to sale* for pre-owned vehicles dropped by roughly 25% in the first 6 months for EVs with Range Scores and Recurrent Reports. That's tens of thousands in inventory savings that can be reinvested into the dealership or passed back to customers.

*"Reducing time to sell by 25% across our pre-owned BEV line up is a big deal,"* said Nathan Hollenbeck, VP of Marketing at Del Grande Dealer Group. *"Many of our customers in the Bay Area are considering an electric car, but they naturally have questions about the battery and how it holds up over time. Recurrent Reports help to answer those questions with transparency, and that's a good thing for all parties."*

Recurrent Reports help shoppers make informed decisions when buying a used EV. As customers search for their car at one of DGDG's nearly two dozen rooftops, they can look at detailed information about each EV, such as the remaining battery warranty, max expected range today, and how that range will change in the future.

Recurrent Reports also include a value called Range Score that compares current expected range to what was normal for that car when new. For example, a Range Score of 97 means that the vehicle should still achieve 97% of its original range.



*"DGDG's reputation in the auto industry speaks for itself,"* said Scott Case, CEO at Recurrent. *"We are excited to support them as a partner as they play a key role in the adoption of EVs in Northern California."*