

# Out Of Stock

## Current Market Conditions

- Not all vehicles on a dealer's lot are for sale to fleet companies
- Many vehicles are being sold above MSRP with no discounts
- A large percent of units "showing" available are pre-sold before they arrive on the dealer's lot

### Most challenging vehicles to find:

- Cargo Vans (all OEMs)
- Heavy Duty Trucks (all OEMs)
- Chevrolet Malibu
- Chevrolet Trax

	Pre-Chip Shortage	Chip Shortage
Vehicles on dealer's lot	250	15
Exact match found / timing	60 to 70% / 1 to 2 days	25 to 30% / 5 to 7 days
Suitable alternative found / timing	100% / 1 to 2 days	70% / 2 weeks

## Vehicle Acquisition Difficulties

**Example:** 2021 Chevrolet Equinox AWD LT

When looking at the illustration below we left color and options completely open and received 50 available units at the dealer level. When you start to become particular on color, options, CAP pricing vs retail - the pool continues to dwindle down.

It is **very important to be flexible** on your options, pricing, and distance from driver to secure units. One of the biggest things we continue to see is in regards to pricing: dealers are selling retail vs fleet due to the allocation from the manufacturers.

Clients will need to be open to retail pricing for the foreseeable future to secure stock vehicles.







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## Most requested vehicles and alternatives

OEMs are still experiencing long production delays for particular vehicle models. Commercial vehicles such as vans and pickup trucks continue to be the hardest to acquire, and CUVs and small SUVs are also in high demand. If you can afford to be flexible with your choice of vehicle make, model and options, then there are some quality alternatives available:

	Most requested	Alternatives	
	Ford Transit*	RAM Promaster*, Chevrolet Express*	
	Chevrolet Express*	Ford Transit*, RAM Promaster*	
	RAM Promaster*	Ford Transit*, Chevrolet Express*	
	Ford Transit Connect	None	
	GM, Ford & RAM pickup trucks	Nissan Titan, Toyota Tundra	
	Chevrolet Equinox	Nissan Rogue, Toyota RAV4, GMC Terrain	
	Nissan Rogue	Chevrolet Equinox, Toyota RAV4, GMC Terrain	

\*These vehicles are all in extremely short supply

## Current Vehicle Acquisition Workflow

A **pre-approved spend limit** would help to speed up the process and would result in a much higher probability of securing the desired vehicles. . . . .

