



\$7.4bn

Total Sales

537K

Total Cars Sold

\$13.8K

Average Selling
Price

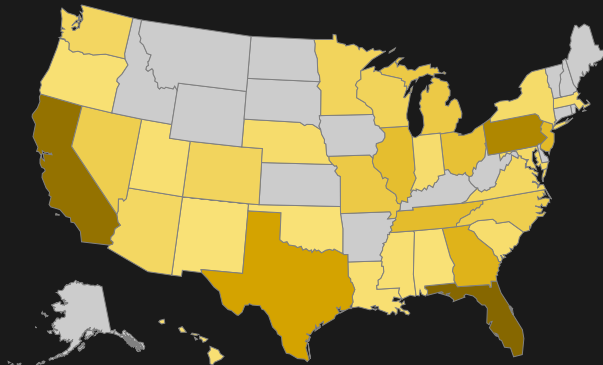
30.78

Average Condition

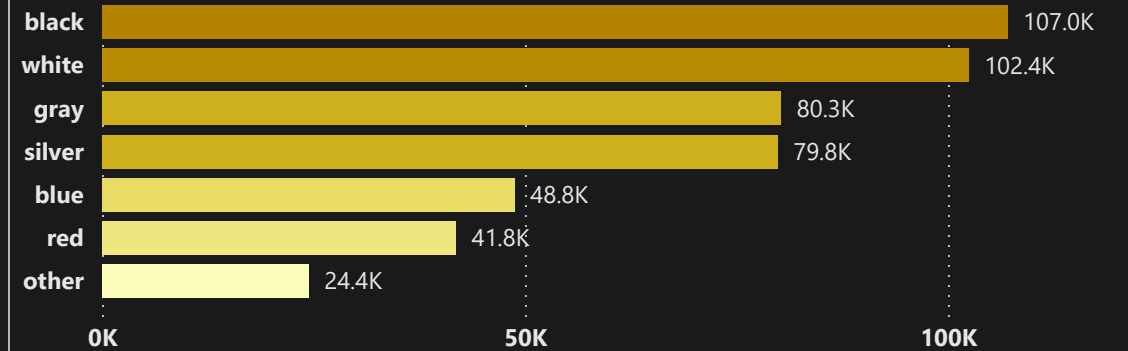
(\$82.0M)

Total Price Variance

Sales Distribution by Location



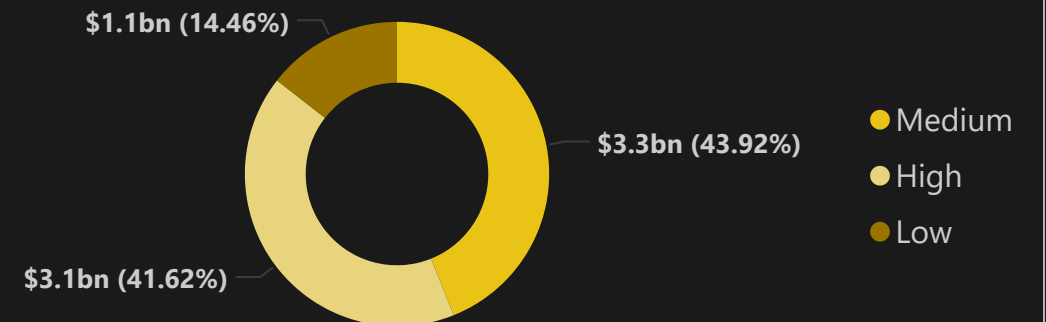
Top 7 Sales by Paint Color



Sales by Year (Click to Drill Down by Month)



Sales by Price Category



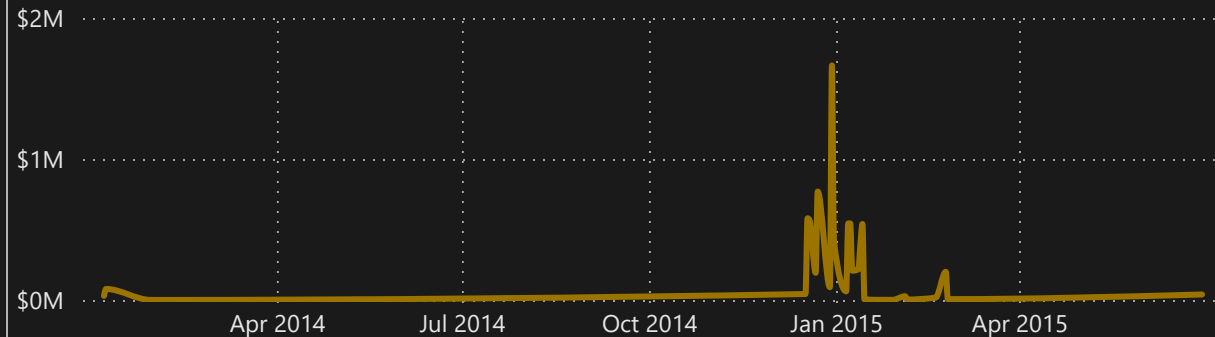


Time-Based Sales Performance

3M
YTD Total Sales

0.00%
MoM Sales Growth
%

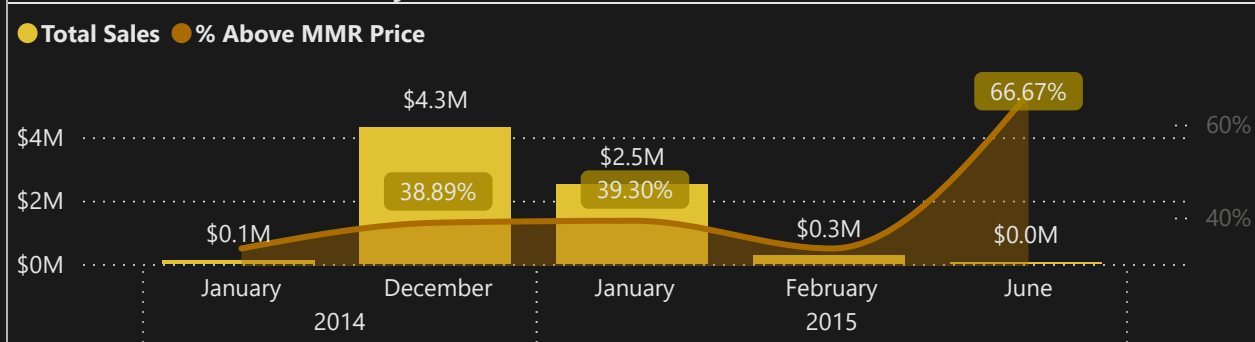
Monthly Sales Trend



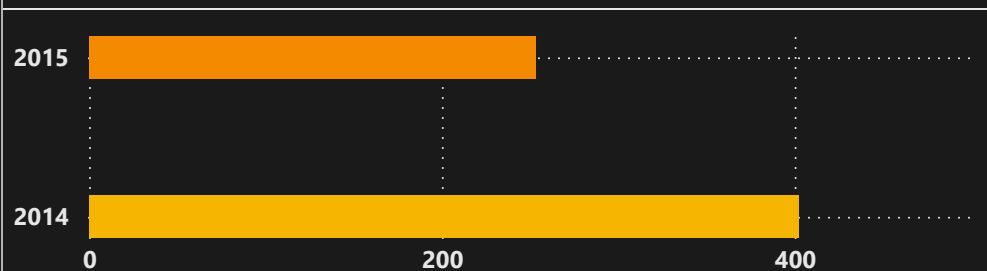
Quarterly Sales Performance



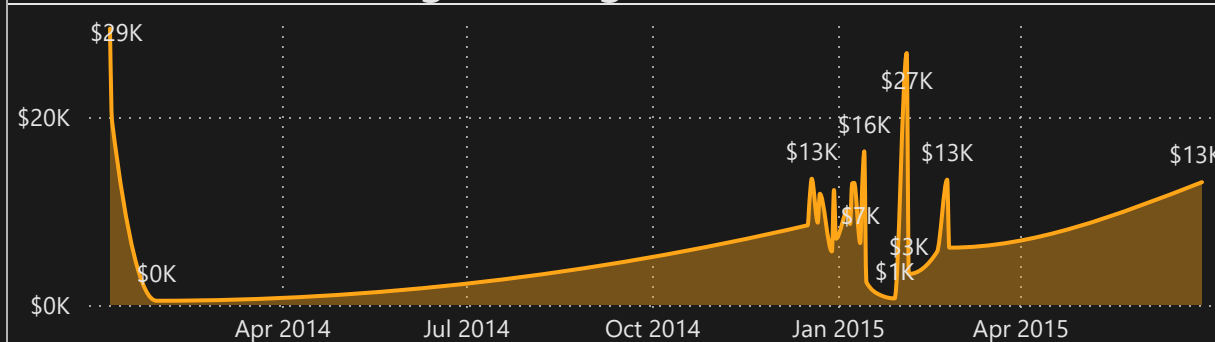
Monthly Sales & % Above MMR Price



Cars Sold by Year (Click to Drill Down by Month)



Average Selling Price Over Time



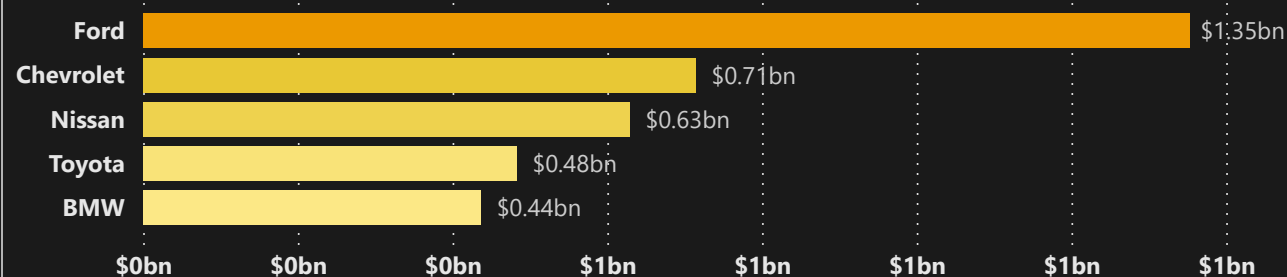
Make & Model Performance Overview

Ford
Top Selling Make

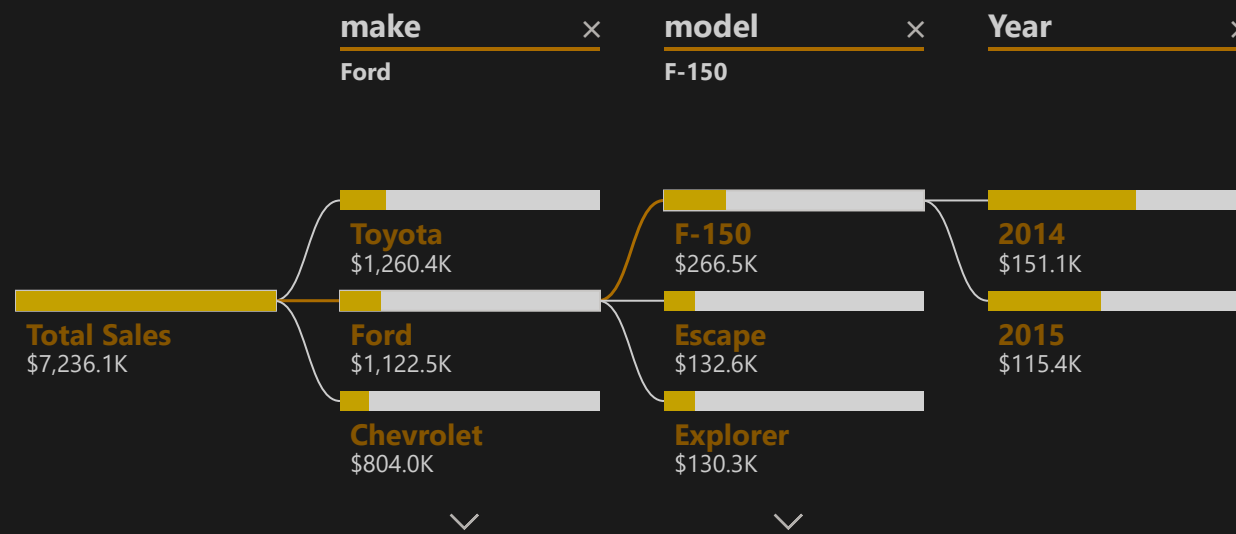
14.63K
Avg Price of Top Make

F-150
Top Selling Model

Top 5 Car Brands by Sales Volume



Explore Sales: Make → Model → Year



Sales Summary by Make & Model

make	model	Total Sales	Average Selling Price
Chevrolet	1500	\$400.0	\$400.0
GMC	1500	\$1,500.0	\$1,500.0
Ram	1500	\$62,400.0	\$20,800.0
BMW	2 Series	\$39,500.0	\$39,500.0
Chrysler	200	\$44,000.0	\$8,800.0
Nissan	200SX	\$750.0	\$750.0
Ram	2500	\$37,000.0	\$37,000.0
BMW	3 Series	\$141,200.0	\$14,120.0
Chrysler	300	\$45,000.0	\$7,500.0
Toyota	4Runner	\$25,900.0	\$25,900.0
BMW	5 Series	\$55,700.0	\$13,925.0
FIAT	500	\$7,400.0	\$7,400.0
Mazda	6	\$12,700.0	\$12,700.0
BMW	6 Series	\$13,900.0	\$13,900.0
BMW	7 Series	\$24,800.0	\$12,400.0
Porsche	911	\$46,200.0	\$46,200.0
Audi	A4	\$62,500.0	\$15,625.0
Audi	A6	\$30,000.0	\$15,000.0
Total		\$7,236,103.0	\$11,047.5



Transmission & Condition Overview

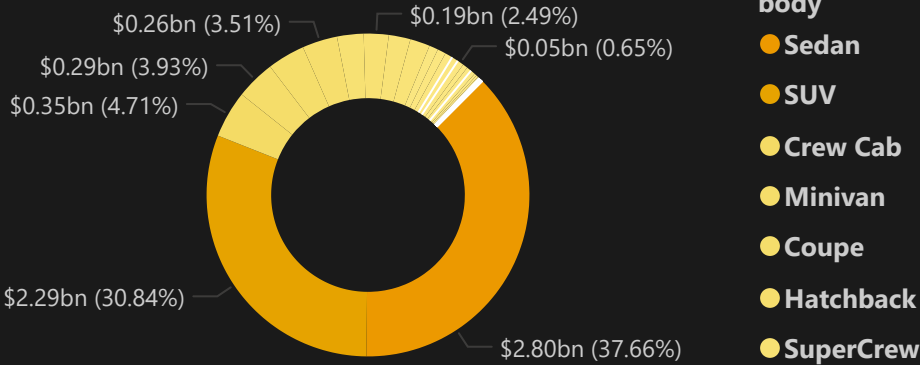
30.80

Avg Condition (Automatic)

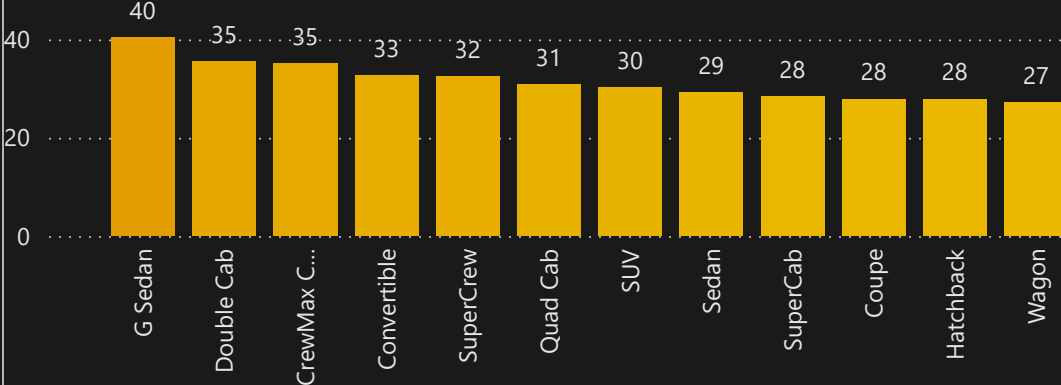
29.33

Avg Condition (Manual)

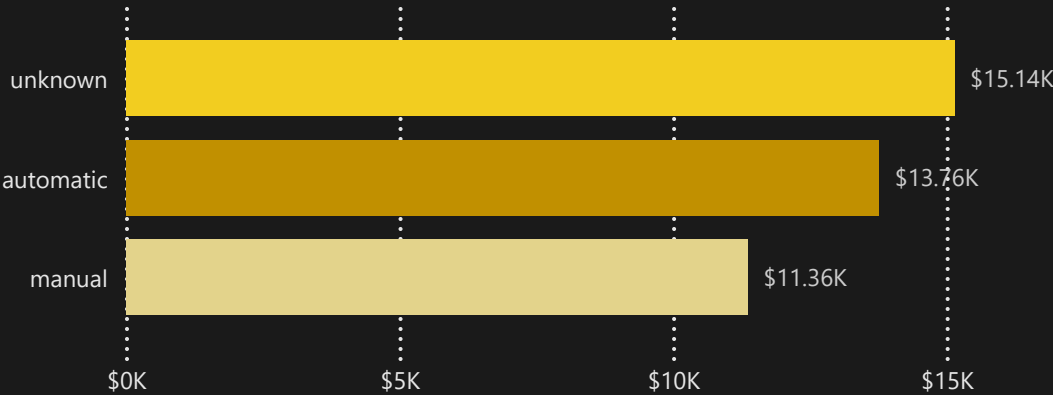
Distribution by Body Type



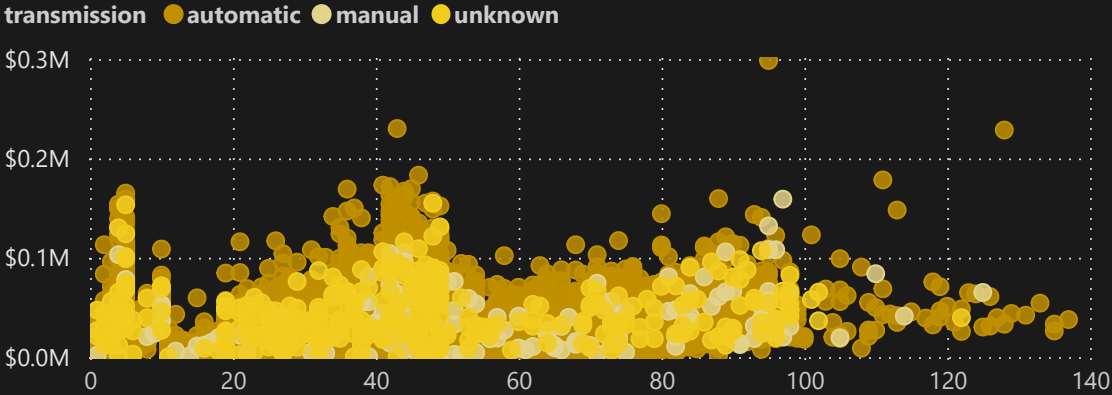
Average Condition by Body Type



Avg Selling Price by Transmission



Selling Price vs Condition by Transmission Type



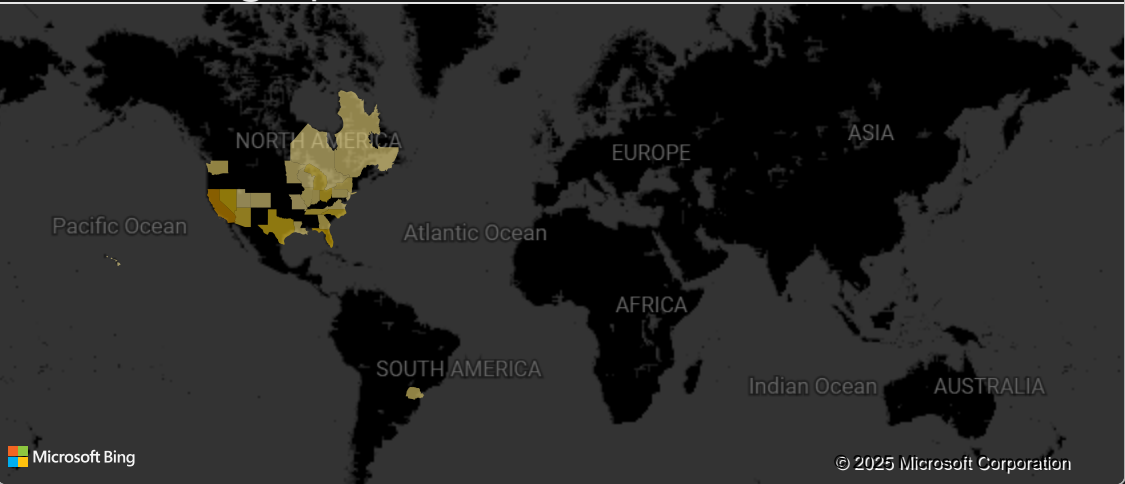


Seller & Region Analysis

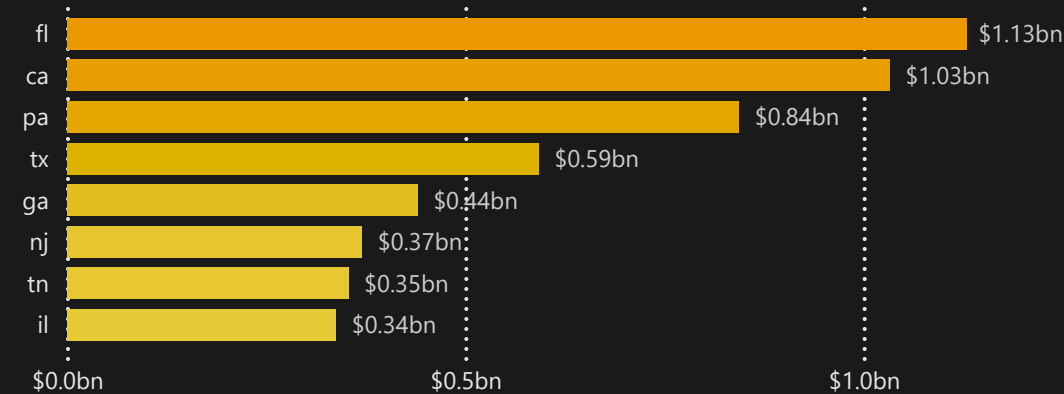
Top 10 Sellers by Total Revenue

ford motor credi...	nissan-infini...	avis corporat...	financial ...	● ford motor credit co...
\$340.80M	\$272.10M	\$203.12M	\$163.52M	● nissan-infiniti lt
		mercedes-b...	santander...	● the hertz corporation
the hertz corpo...	nissan infiniti lt	\$150.69M	\$119.99M	● nissan infiniti lt
\$250.65M	\$216.16M	enterprise v...	tdaf rema...	● avis corporation
		\$125.99M	\$114.56M	● financial services re...
				● mercedes-benz finan...
				● enterprise veh excha...

Geographic Sales Revenue Distribution



Sales by State



Seller Performance Overview

seller	Total Sales	Total Cars Sold	Average Selling Price	Average Condition
toyota financial services	\$636,400.0	38	\$16,747.4	28.39
toyota motor sales usa inc/program	\$337,900.0	21	\$16,090.5	37.76
jpmorgan chase bank n.a.	\$333,600.0	29	\$11,503.4	32.34
the hertz corporation	\$290,106.0	21	\$13,814.6	38.48
lexus financial services	\$260,600.0	10	\$26,060.0	33.50
prestige motorcar imports inc	\$248,600.0	13	\$19,123.1	35.46
dtg operations inc	\$245,700.0	21	\$11,700.0	33.19
enterprise veh exchange/rental	\$221,600.0	18	\$12,311.1	35.39
159191 canada inc	\$188,900.0	11	\$17,172.7	34.45
avis corporation	\$178,500.0	14	\$12,750.0	32.86
ford motor credit company llc	\$175,100.0	12	\$14,591.7	27.33
Total	\$7,236,103.0	655	\$11,047.5	28.13



Details for Ford

62.90K

Average
Odometer

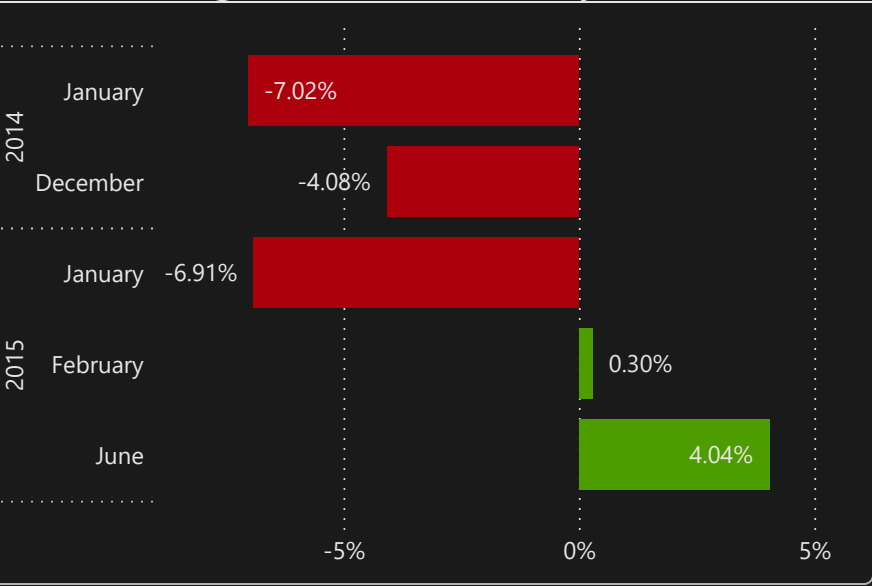
45.60%

% Above MMR
Price

42K

Cars Sold Above
MMR

Selling Price vs MMR by Model



Detailed Sales Breakdown

vin	saledate_clean	Sum of condition	Sum of odometer	Sum of sellingprice	Sum of mmr	Price vs MMR %	seller	state
1fmcu941x8ka14699	6/30/2015 12:00:00 AM	2	98241	\$7,800	\$7,725	0.97%	automobiles paille inc	mi
1fmhk8f8xcga33636	6/30/2015 12:00:00 AM	43	59330	\$25,000	\$23,800	5.04%	jim pattison lease	on
1fa6p0h76e5381327	2/24/2015 12:00:00 AM	42	19469	\$15,700	\$15,700	0.00%	lease plan usa	ga
1fahp3e20cl143551	2/24/2015 12:00:00 AM	43	31075	\$8,900	\$8,575	3.79%	us bank	ga
1fmcu0gx8euc09194	2/24/2015 12:00:00 AM	49	14423	\$17,800	\$18,000	-1.11%	lease plan usa	ga
1fafp34p53w136811	1/22/2015 12:00:00 AM	2	1	\$1,050	\$3,150	-66.67%	automotive remarketing inc	nv
1fm5k7d85dgb74776	1/14/2015 12:00:00 AM	38	15520	\$27,800	\$27,700	0.36%	ford motor credit company llc	tn
1fm5k7d88dgb76862	1/14/2015 12:00:00 AM	44	39708	\$24,700	\$24,500	0.82%	ford motor credit company llc	tn
1fmcu0d73cka37878	1/14/2015 12:00:00 AM	43	21245	\$16,400	\$15,200	7.89%	ford motor credit company llc	tn
Total		3082	9238926	\$1,122,525	\$1,184,850	-5.26%		

66.45K

Average Odometer

30.78

Average Condition

\$7.51bn

Total MMR