

# CAR SALES DASHBOARD

Summary

Sales  
Analysis  
based on  
Customers

Sales  
Analysis  
based on  
Dealers

Year Wise  
Sales  
Analysis

Target VS  
Actual  
Sales

Insurance  
Providers

Total Customers

1778

Targeted Total Sales

71M

Delivered Total Sales

85.55M

Make

Audi

BMW

Chevrolet

Ford

Honda

Hyundai

Kia

Mercedes

Nissan

Toyota

Fuel Type

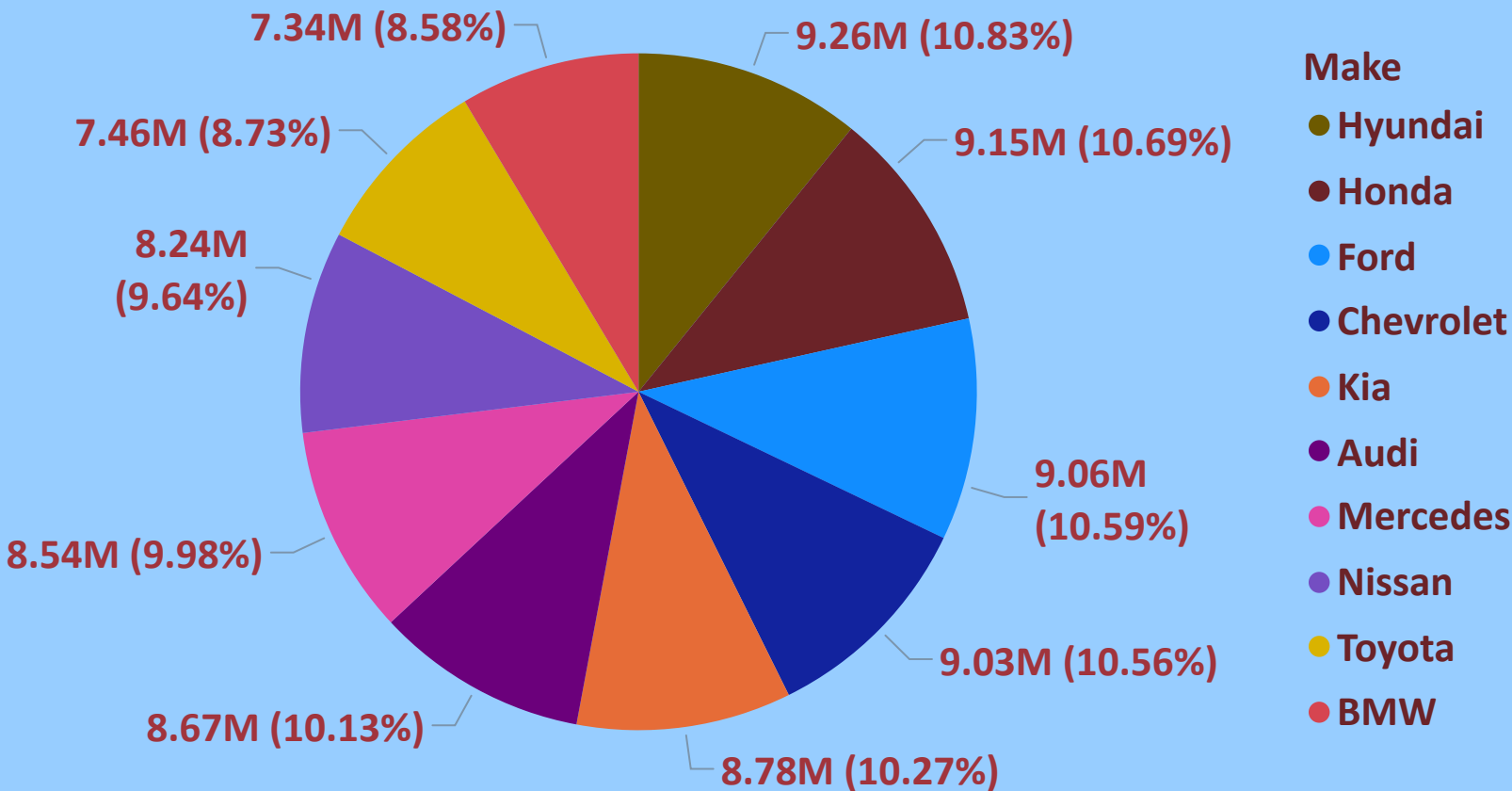
Diesel

Electric

Hybrid

Petrol

Actual Sale Price by Make

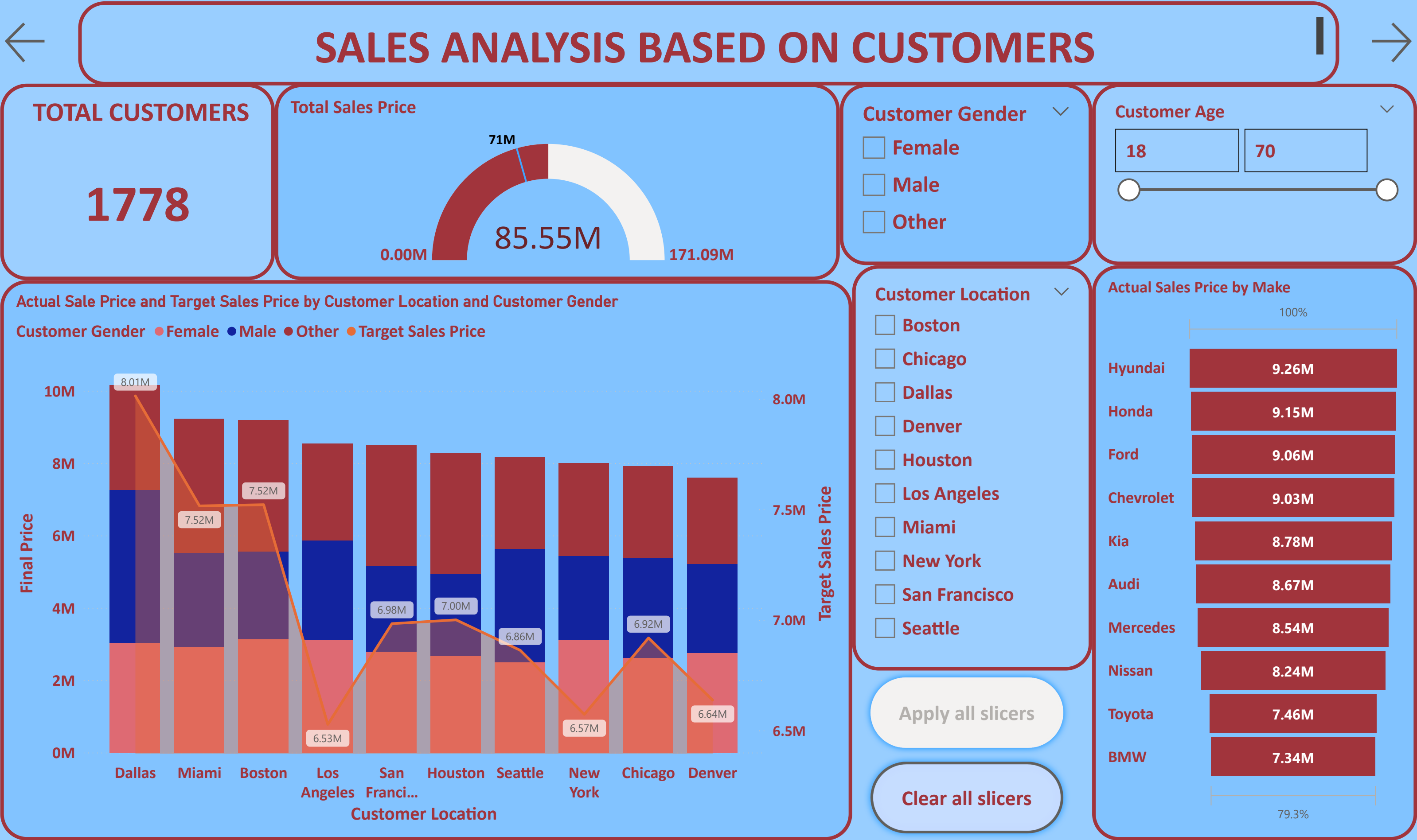


Model

- ☐ 3 Series
- ☐ 5 Series
- ☐ A3
- ☐ A4
- ☐ Accord
- ☐ Altima
- ☐ Camry
- ☐ C-Class

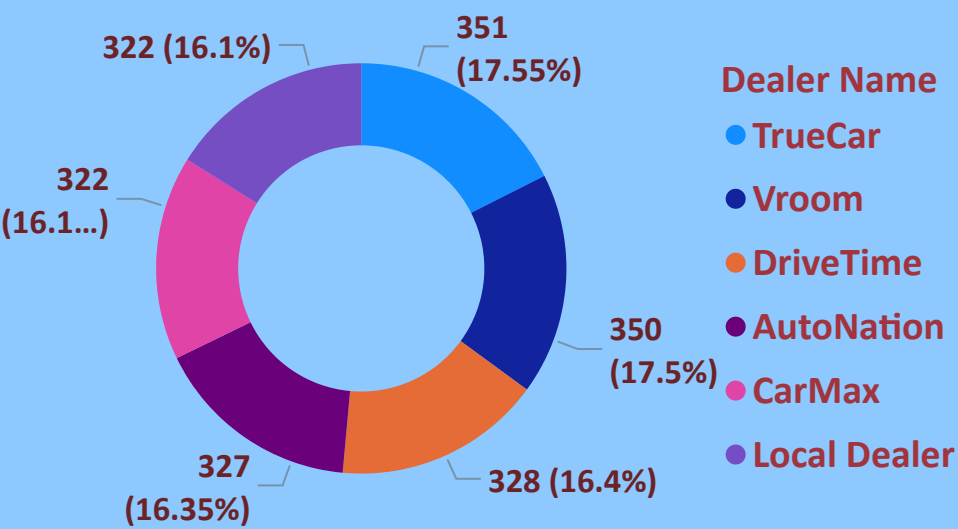
Apply all slicers

Clear all slicers



# SALES ANALYSIS BASED ON DEALERS

Make Sold by Dealer Name



Top 2 Dealers

Reset

Apply all slicers

Clear all slicers

Total Dealers

6

Ownership

- ☐ New
- ☐ Used

Sales Criteria

- ☐ Average Sales
- ☐ Good Sales
- ☐ Great Sales
- ☐ Poor Sales

Dealer Location

- ☐ Boston
- ☐ Chicago
- ☐ Dallas
- ☐ Denver
- ☐ Houston
- ☐ Los Angeles
- ☐ Miami
- ☐ New York

Final Price by Dealer Location and Dealer Location

Dealer Location ● Boston ● Chica... ● Dallas ● Denver ● Hous... ● Los A... ● Miami ● New ... ● San F...



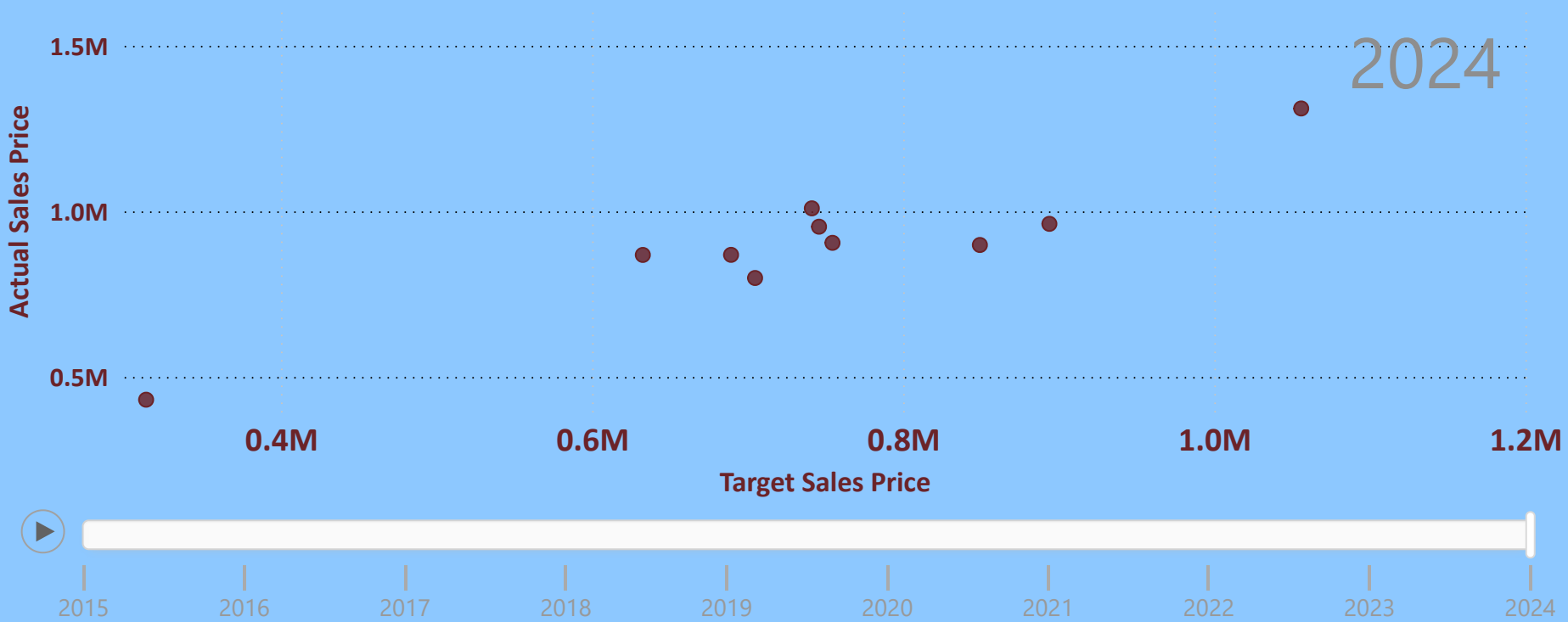
Sales Price by Dealer Name

Dealer Name ● Vroom ● TrueCar ● DriveTime ● CarMax ● AutoNation ● Local Dealer

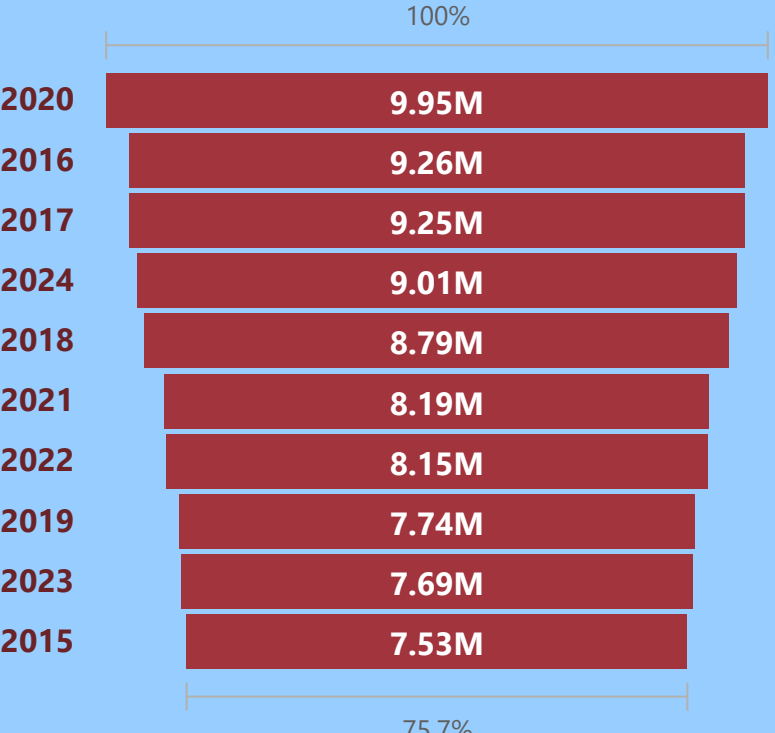
Vroom	DriveTime	AutoNation
15.25M	14.41M	13.68M
TrueCar	CarMax	Local Dealer
14.54M	13.99M	13.68M

Year▲	Boston	Chicago	Dallas	Denver	Houston	Los Angeles	Miami	New York	San Francisco	Seattle	Total
⊕ 2015	8,05,633.38	6,13,290.29	7,80,946.96	7,43,500.25	9,40,111.33	5,48,000.82	7,07,706.21	7,95,770.95	7,86,941.45	8,06,403.24	75,28,304.88
⊕ 2016	9,88,662.09	11,09,338.78	10,89,897.90	8,51,953.21	7,15,102.71	6,80,085.53	8,59,447.47	8,04,002.09	14,39,885.48	7,21,171.08	92,59,546.34
⊕ 2017	8,28,209.74	11,38,135.50	8,39,165.53	5,82,568.29	9,99,817.78	10,98,141.81	8,98,420.93	8,34,916.65	9,29,282.37	11,03,626.89	92,52,285.49
⊕ 2018	7,85,631.94	8,76,245.36	11,89,672.62	4,11,738.44	11,07,803.25	9,04,133.01	8,83,825.95	9,95,412.71	8,35,286.62	8,01,610.91	87,91,360.81
⊕ 2019	8,02,738.63	6,53,656.20	10,53,751.27	6,74,033.50	6,68,701.78	8,63,174.20	7,06,398.44	5,69,466.35	9,03,141.35	8,49,091.48	77,44,153.20
⊕ 2020	8,68,532.12	10,39,844.54	12,00,381.10	9,22,077.58	8,98,678.22	13,81,628.75	12,07,341.03	9,84,736.61	7,10,860.06	7,33,306.77	99,47,386.78
⊕ 2021	12,48,289.57	5,18,811.55	10,35,579.90	8,10,548.38	6,56,390.09	8,56,200.80	9,12,386.62	6,78,840.05	7,19,951.07	7,50,023.57	81,87,021.60
⊕ 2022	8,73,454.86	7,40,094.85	8,61,195.65	10,01,743.20	10,18,573.87	5,83,813.72	10,09,932.01	7,11,824.29	6,57,264.80	6,87,558.46	81,45,455.71
⊕ 2023	11,48,597.77	5,34,112.61	8,05,956.42	7,83,911.15	5,57,040.95	8,04,688.11	9,36,993.03	6,34,422.07	7,05,555.50	7,74,244.03	76,85,521.64
⊕ 2024	8,43,231.61	6,82,638.42	12,94,948.70	8,19,589.47	7,04,747.38	8,20,813.26	10,99,402.04	9,81,866.82	8,16,371.90	9,42,109.85	90,05,719.45
Total	91,92,981.71	79,06,168.10	1,01,51,496.05	76,01,663.47	82,66,967.36	85,40,680.01	92,21,853.73	79,91,258.59	85,04,540.60	81,69,146.28	8,55,46,755.90

Target Sales Price and Actual Sales Price by Make and Year



Actual Sales Price by Year



Year▼

☐ 2015

☐ 2016

☐ 2017

☐ 2018

☐ 2019

☐ 2020

☐ 2021

☐ 2022

☐ 2023

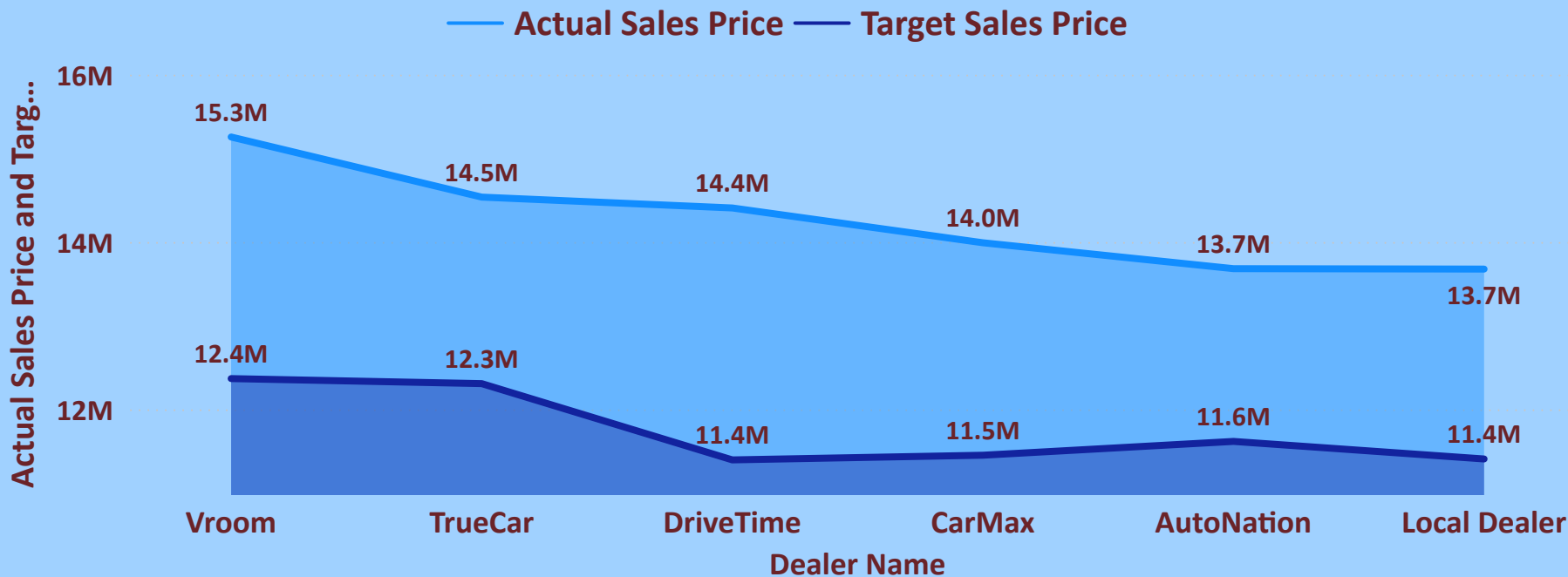
☐ 2024



# TARGET VS ACTUAL SALES



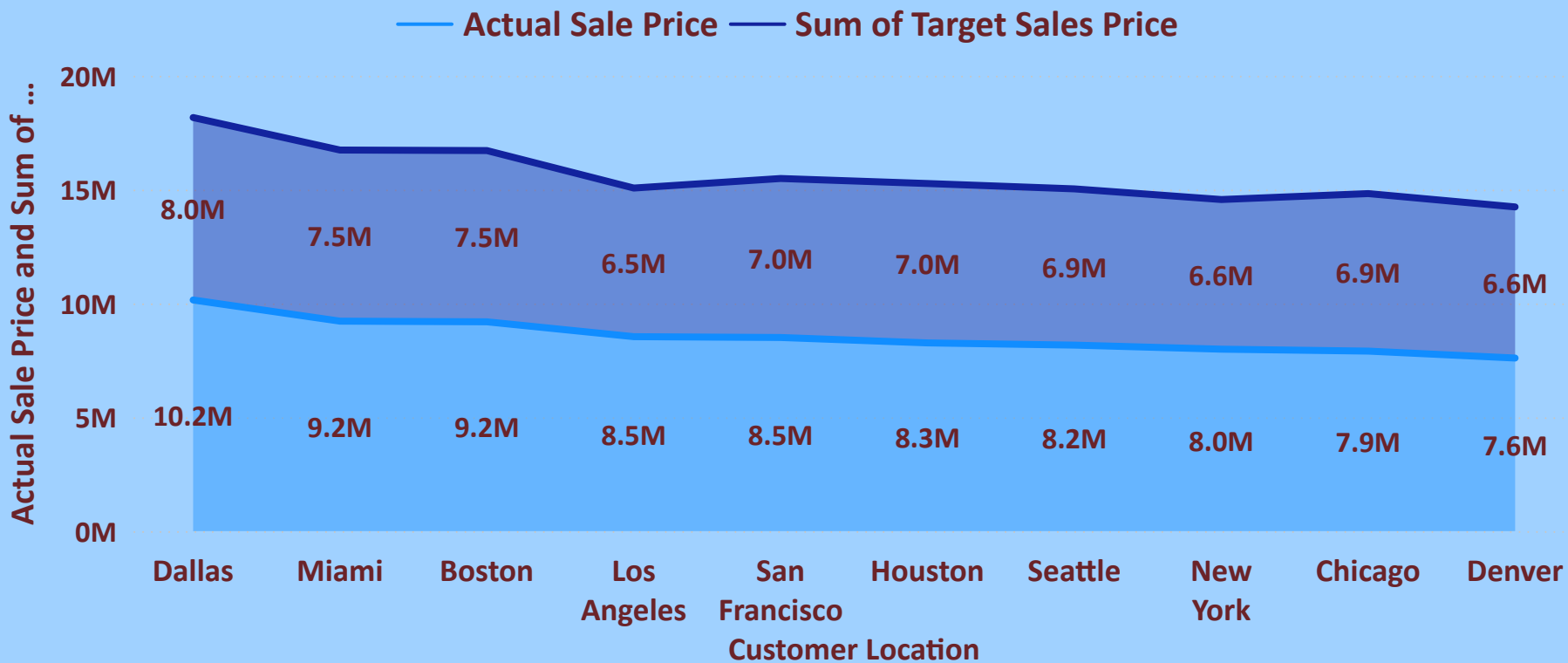
Actual Sales Price and Target Sales Price by Dealer Name



Sale Price and Target Sales Price by Dealer Name



Actual Sale Price and Sum of Target Sales Price by Customer Location



Sales Criteria







# Insurance Providers

Insurance... ✕

Make ✕

State Farm

Sale Price  
8,55,46,755...

Progressive  
1,86,41,652...

State Farm  
1,73,45,074...

Allstate  
1,72,16,273...

Liberty Mutual  
1,68,13,671...

Geico  
1,55,30,084...

Honda  
24,27,615.63

Mercedes  
20,76,711.88

Hyundai  
19,53,211.17

Ford  
19,47,034.90

Audi  
18,86,220.07

Kia  
16,51,585.53

Chevrolet  
15,79,529.26

Toyota  
14,84,213.41

BMW  
12,51,759.49

Insurance Provider	Make	Warranty Period	Loan Status
Allstate	Audi	1 years	Approved
Allstate	Audi	1 years	Pending
Allstate	BMW	1 years	Approved
Allstate	BMW	1 years	Pending
Allstate	BMW	1 years	Rejected
Allstate	Chevrolet	1 years	Approved
Allstate	Chevrolet	1 years	Rejected
Allstate	Ford	1 years	Pending
Allstate	Ford	1 years	Rejected
Allstate	Honda	1 years	Approved
Allstate	Honda	1 years	Pending
Allstate	Kia	1 years	Approved
Allstate	Mercedes	1 years	Approved
Allstate	Mercedes	1 years	Pending
Allstate	Nissan	1 years	Pending
Allstate	Nissan	1 years	Rejected
Allstate	Audi	2 years	Approved
Allstate	Audi	2 years	Pending
Allstate	Audi	2 years	Rejected
Allstate	BMW	2 years	Approved
Allstate	BMW	2 years	Pending
Allstate	BMW	2 years	Rejected
Allstate	Chevrolet	2 years	Approved
Allstate	Chevrolet	2 years	Pending
Allstate	Chevrolet	2 years	Rejected
Allstate	Ford	2 years	Approved
Allstate	Ford	2 years	Pending
Allstate	Ford	2 years	Rejected



## SUMMARY

Total Customers

1778

Insurance Provider

- ☐ Allstate
- ☐ Geico
- ☐ Liberty Mutual
- ☐ Progressive
- ☐ State Farm

Warranty Period

- ☐ 1 years
- ☐ 2 years
- ☐ 3 years
- ☐ 4 years
- ☐ 5 years
- ☐ No Warranty