



USED CAR SALES



Revenue
\$7.5bn



Cars Sold
548.4K



Average Price
\$13.7K



Avg Condition
30.8

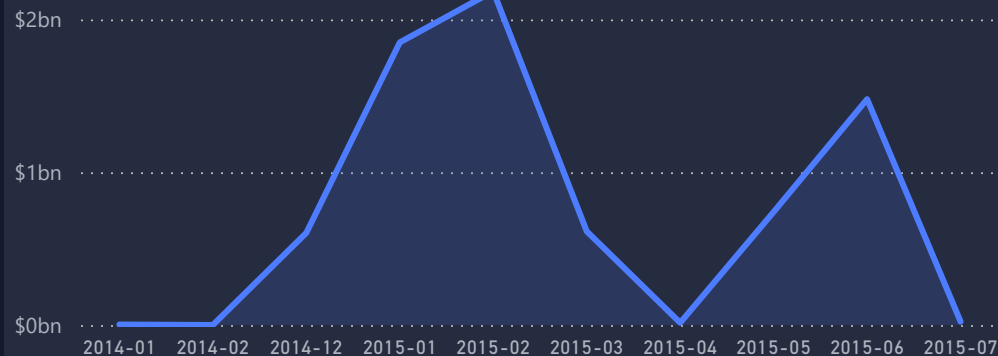


Price vs MMR
-1.2%

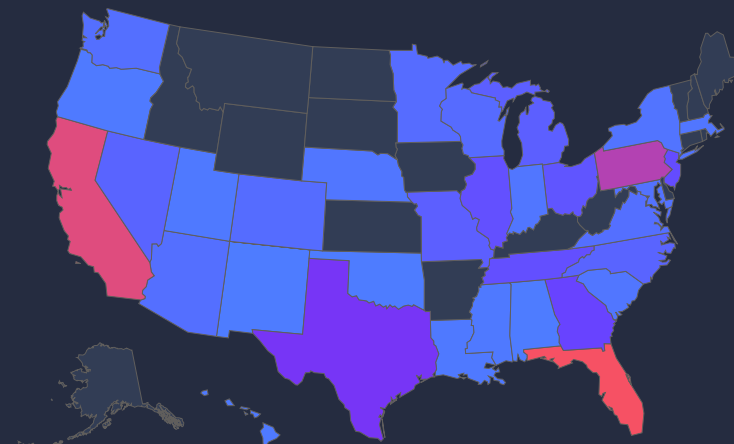
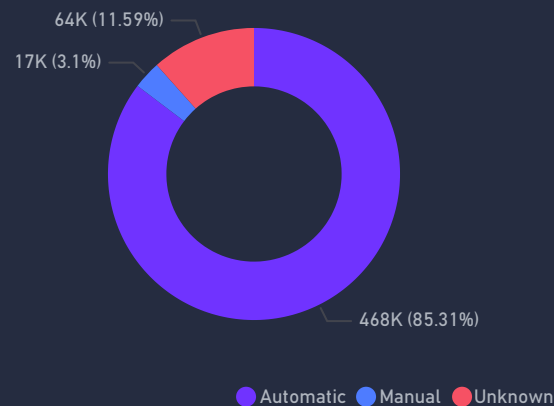


Above MMR
256.3K

Sales Trend

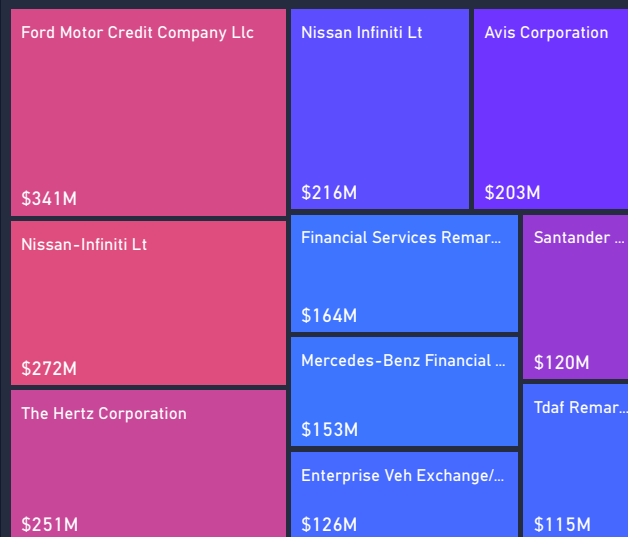
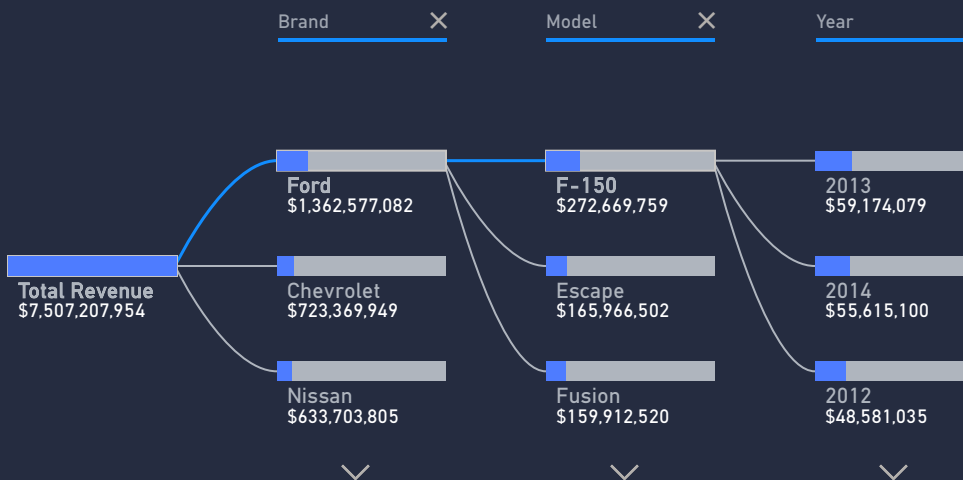
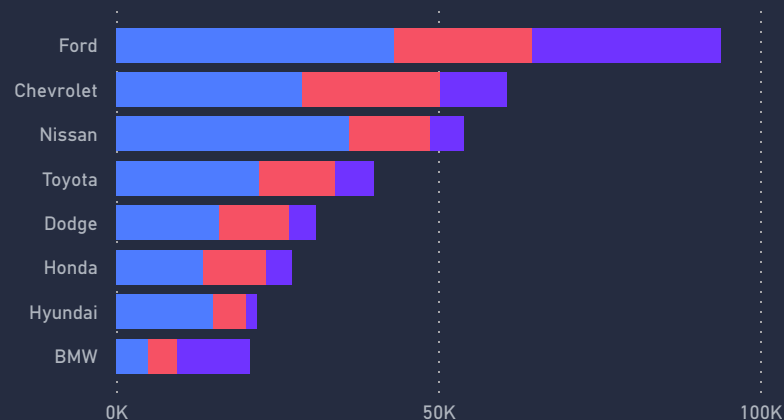


Distribution By Transmission



Car Sale By Make And Price Category

Medium Low High





What-if Price

All

What-If MMR

All



Sales Summary

Brand	Revenue	Cars Sold	Cars Sold Over Time	Avg Odometer	Adjusted Price	Sold Above MMR	AboveMMR%	Adjusted MMR %
+ Ford	\$1,362,577,082	93996		✓ 63,873.00	-1.31%	42784		45.52% -1.31%
+ Chevrolet	\$723,369,949	60587		✓ 77,151.51	-1.42%	28528		47.09% -1.42%
+ Nissan	\$633,703,805	54017		✓ 56,314.20	-1.08%	25509		47.22% -1.08%
+ Toyota	\$489,089,925	39966		✓ 74,141.04	-0.89%	18592		46.52% -0.89%
+ BMW	\$440,383,013	20707		✓ 64,530.34	-0.65%	9777		47.22% -0.65%
+ Mercedes-Benz	\$370,083,906	17141		✓ 62,415.02	-1.59%	7300		42.59% -1.59%
+ Dodge	\$345,561,569	30953		✓ 72,865.04	-1.84%	14329		46.29% -1.84%
+ Infiniti	\$312,489,190	15305		✓ 45,859.78	-0.43%	7324		47.85% -0.43%
+ Honda	\$298,273,884	27351		✓ 80,725.53	-0.56%	13626		49.82% -0.56%
+ Lexus	\$242,163,555	11980		✓ 69,966.36	-0.41%	5565		46.45% -0.41%
+ Hyundai	\$240,212,386	21831		✓ 51,270.24	-1.97%	10408		47.68% -1.97%
+ Jeep	\$231,513,328	15483		✓ 70,049.88	-0.79%	7349		47.46% -0.79%
+ Kia	\$213,479,263	18082		✓ 46,029.44	-1.16%	8504		47.03% -1.16%
+ Chrysler	\$193,504,416	17483		✓ 66,336.01	-2.19%	7719		44.15% -2.19%



100

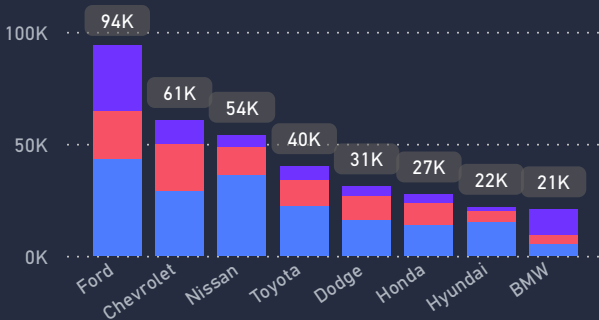


Top Models

Model	Revenue	Cars Sold	Cars Sold Over Time	Avg Odometer	SP VS MMR%	Sold Above MMR	AboveMMR%
F-150	\$272,669,759	14479		✓72,895.06	-1.15%	6807	47.01%
Altima	\$220,986,008	19349		✓49,862.09	-0.66%	8885	45.92%
Escape	\$165,966,502	11893		✓56,381.07	-1.24%	5535	46.54%
Fusion	\$159,912,520	12945		✓47,472.63	-1.71%	5807	44.86%
G Sedan	\$147,918,806	7417		✓29,871.34	-0.40%	3555	47.93%
Explorer	\$140,504,869	7781		✓71,515.46	-1.44%	3350	43.05%
Camry	\$140,259,583	12549		✓66,854.08	-1.30%	5482	43.68%
3 Series	\$137,906,230	8204		✓65,337.71	-0.61%	3960	48.27%
Edge	\$110,867,719	5915		✓47,257.61	-1.33%	2678	45.27%
Silverado 1500	\$107,318,746	6362		✓84,280.36	-0.50%	3113	48.93%
Focus	\$96,859,526	10399		✓49,404.19	-1.91%	4557	43.82%
C-Class	\$95,178,932	5397		✓53,134.37	-1.61%	2210	40.95%
Grand Caravan	\$90,626,043	7941		✓66,102.18	-0.95%	3650	45.96%
5 Series	\$88,530,025	4172		✓67,939.56	-0.86%	1904	45.64%

Car Sales By Seller

Medium Low High

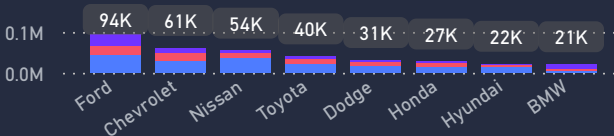


Sales Trend



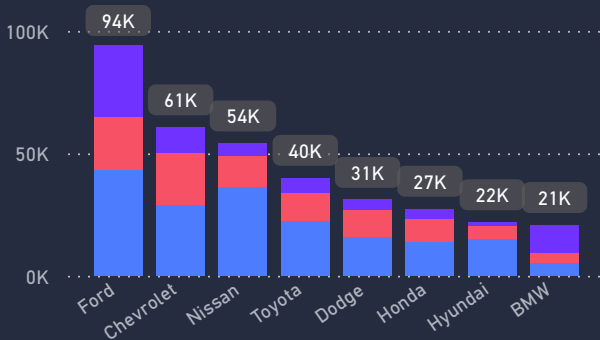
Car Sales By State

● Medium ● Low ● High



Car Sales By YearMonth

Medium Low High





Revenue

\$7.5bn



Cars Sold

548.4K



Avg Price

\$13.7K



Avg Condition

30.8



Avg Odometer

67.5K



MMR% Sale

-1.2%

Sales Trend

\$2bn

\$0bn

