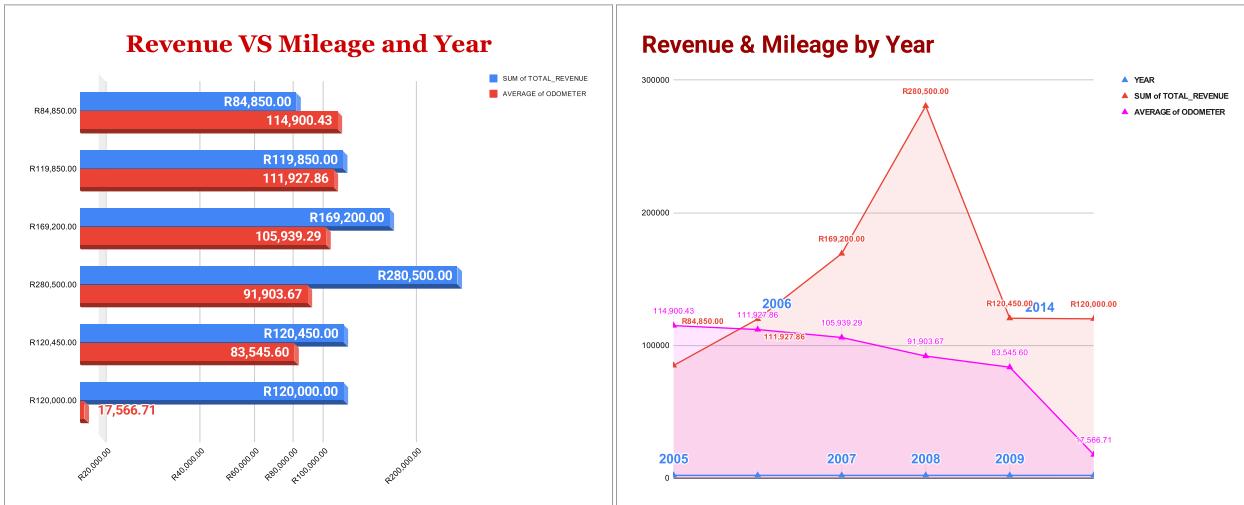


Relationship_Between_Total_Revenue_And_Odometer

| YEAR | SUM of TOTAL REVENUE | AVERAGE of ODOMETER |
|--------------------|----------------------|---------------------|
| 2005 | R84,850.00 | 114,900.43 |
| 2006 | R119,850.00 | 111,927.86 |
| 2007 | R169,200.00 | 105,939.29 |
| 2008 | R280,500.00 | 91,903.67 |
| 2009 | R120,450.00 | 83,545.60 |
| 2014 | R120,000.00 | 17,566.71 |
| Grand Total | R894,850.00 | 96,657.45 |



Insights:

- >Cars from 2008 generate the highest revenue.
- >Mileage decreases as cars become newer, meaning newer cars have lower mileage.
- >Older models(2005 to 2007) still generate good revenue despite higher mileage.

Recommendations:

- >Stock more vehicles from model years around 2008, as they offer the best balance of affordability and demand.
- Market newer models (2012 to 2014) as "low mileage, good condition" to attract buyers seeking newer cars.
- Consider price adjustments for older high mileage cars.