



**Ownership Beyond 6 Months**  
**1700 Consumers**

**Vehicle Delivered**  
**2000 Consumers**

**Purchase Agreement Signed**  
**2200 Consumers**

**Financing Options**  
**2600 Consumers**

**Price Negotiation**  
**2900 Consumers**

**Test Drive Scheduled**  
**3800 Consumers**

**Initial Inquiry**  
**5000 Consumers**