

A blue funnel chart illustrating the stages of a car purchase process. The funnel is divided into seven horizontal sections, each representing a stage. The width of the funnel decreases from bottom to top, indicating a reduction in the number of people at each subsequent stage. The stages and their corresponding counts are: Inquiry (5000), Test Drive (3800), Negotiation (2900), Financing (2600), Agreement (2200), Delivered (2000), and Ownership 6+ mo. (1700).

Stage	Count
Ownership 6+ mo.	1700
Delivered	2000
Agreement	2200
Financing	2600
Negotiation	2900
Test Drive	3800
Inquiry	5000

Ownership 6+ mo.
1700

Delivered
2000

Agreement
2200

Financing
2600

Negotiation
2900

Test Drive
3800

Inquiry
5000