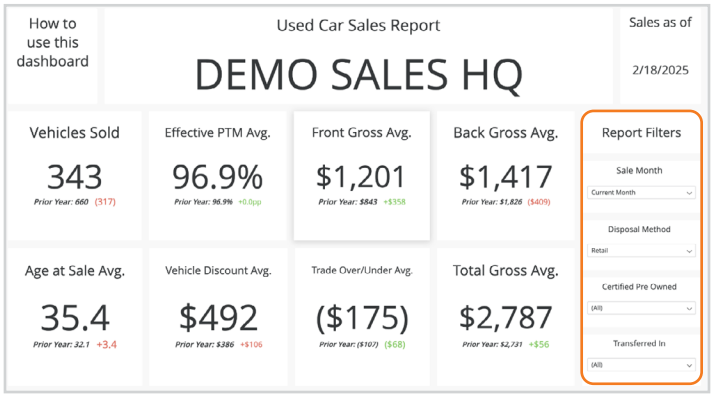
USED CAR SALES REPORT

What is the difference between the KPI boxes at the top of the report and the KPIs in the Aggregate Metrics table?

- When viewing the report at an enterprise level, these KPIs display averages across the dealerships in the group. These KPI values will automatically adjust as filtering is applied, such as clicking on a dealership in the **Aggregate Metrics** table—in this case, the KPIs would adjust to reflect those for the selected dealership rather than averages for the entire auto group.

How do I filter reports?

- The primary filters for the report are located in the top section of the report to the right of the main KPIs.

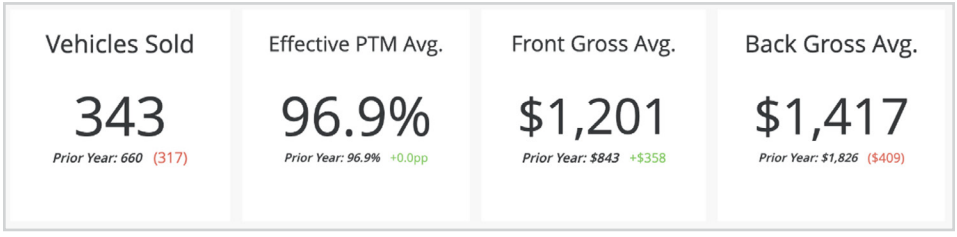


What data in the report is affected by filters?

- Filtering impacts both the KPIs at the top of the report as well as data in the table(s) at the bottom of the report.

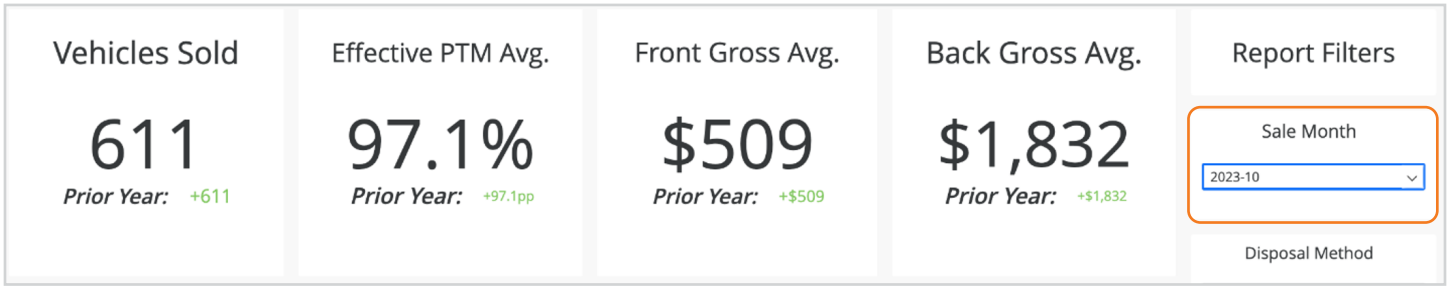
What is the "Prior Year" metric in the main KPI boxes at the top of the report?

- The **Prior Year** value at the bottom of each main KPI box indicates the metric for the same time period in the prior year and indicates if the selected month(s) are better or worse than the same period in the prior year.
- When the selected date is **Current Month,** the Prior Year shows the value for the entire month one year ago, even if you are on the 5th day of the current month. It is not showing the first five days of the same month one year ago. So, if you had 100 sales a year ago and only have 10 sales to date in the current month, it will show **"Prior Year: 100 (–90)"**



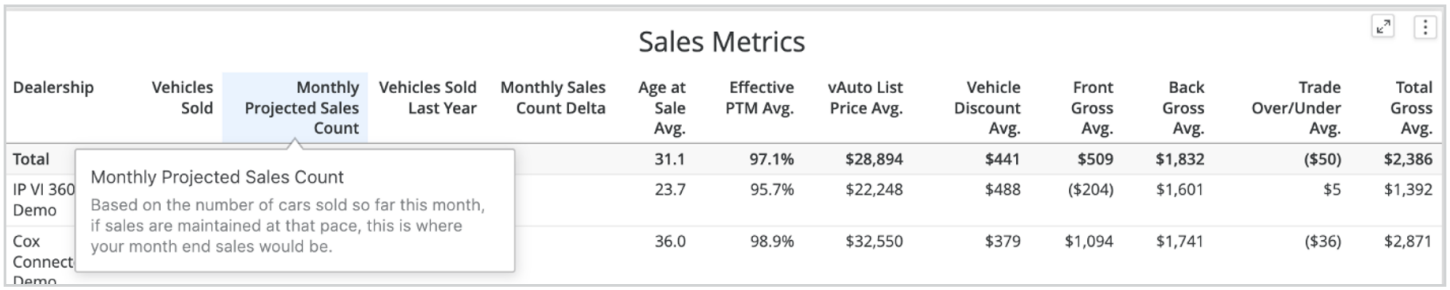
Why does my report seem to assume zero for the prior year in some cases?

- The report loads data from the **last 18 months.** If a month or set of months are selected that go back more than 6 months, we don't have the prior year data to display for the selected time period.



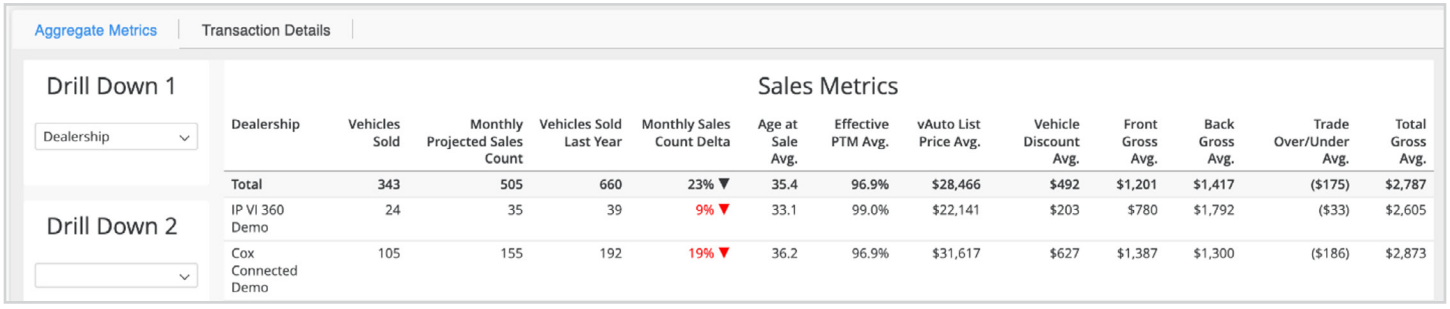
How do I see definitions for report KPIs?

- **Hovering the mouse over the KPI** in the table at the bottom of the report will display a description of that KPI in the mouse-over message.



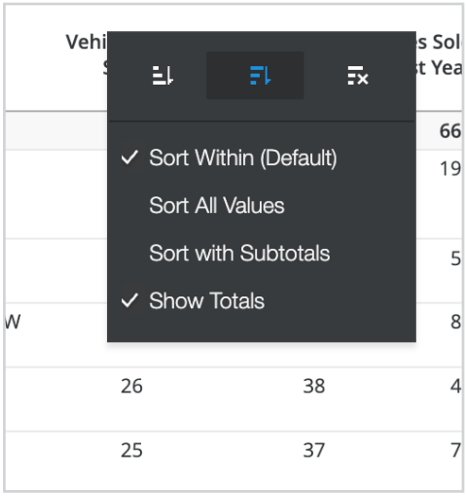
Do "Projected" KPIs consider my hours of operation?

- Projected KPIs **do not** currently consider hours of operation. Very simply, they take the current count for the month and divide that number by the number of days that have transpired in the month calculate a daily rate. This daily rate is multiplied by the number of days in the month to arrive at a projected value.



How do I sort data in the table at the bottom for the report?

- Right-click over the table header field you want to sort and select either the ascending or descending sort option icon at the very top of the sort drop-down window.



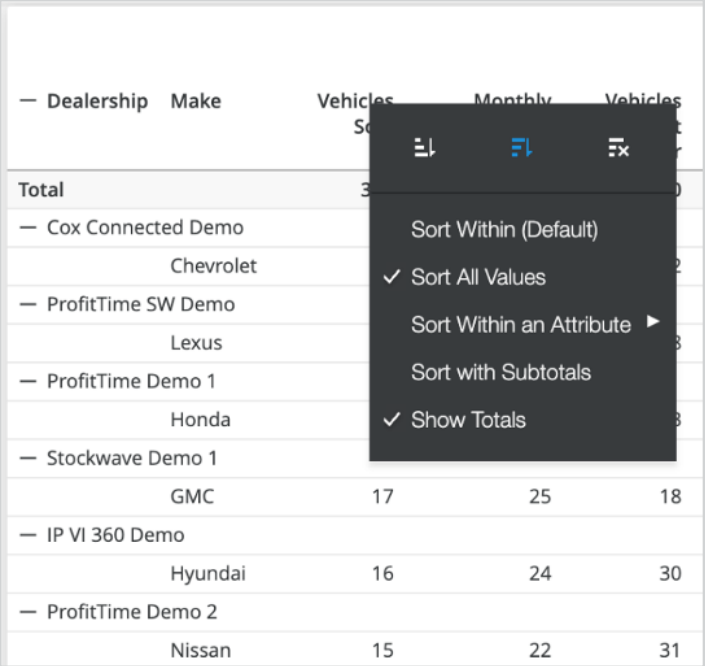
How does the "Sort Within" option work?

- This is the default sort option. Use this option to sort values within the lowest level drill-down attribute. For example, suppose a report is configured to view group sales by three drill-down attributes: **Dealership, Make, and Model.** Sort descending by the **Vehicles Sold** would result in a descending sort of vehicles sold within each Dealer, Make, and Model row. If just one drill-down attribute is selected, such as **Dealership,** then this will sort dealerships by vehicles sold.

+ Dealership	Make	Vehicles Sold
Total		**343**
— IP VI 360 Demo		24
	Hyundai	16
	Nissan	2
	BMW	1
	GMC	1
	Kia	1
	Ram	1
	Toyota	1
	Volkswagen	1
	Genesis	
	Honda	
	INFINITI	
+ Cox Connected Demo		105
+ ICO & Xtime Demo		22
+ ProfitTime Demo 1		25
+ ProfitTime SW Demo		35
+ ProfitTime Demo 2		24
+ Conquest Demo 1		26
+ Provision Demo		23
+ Stockwave Demo 1		43
+ iRecon Sales		16

How does the "Sort All Values" option work?

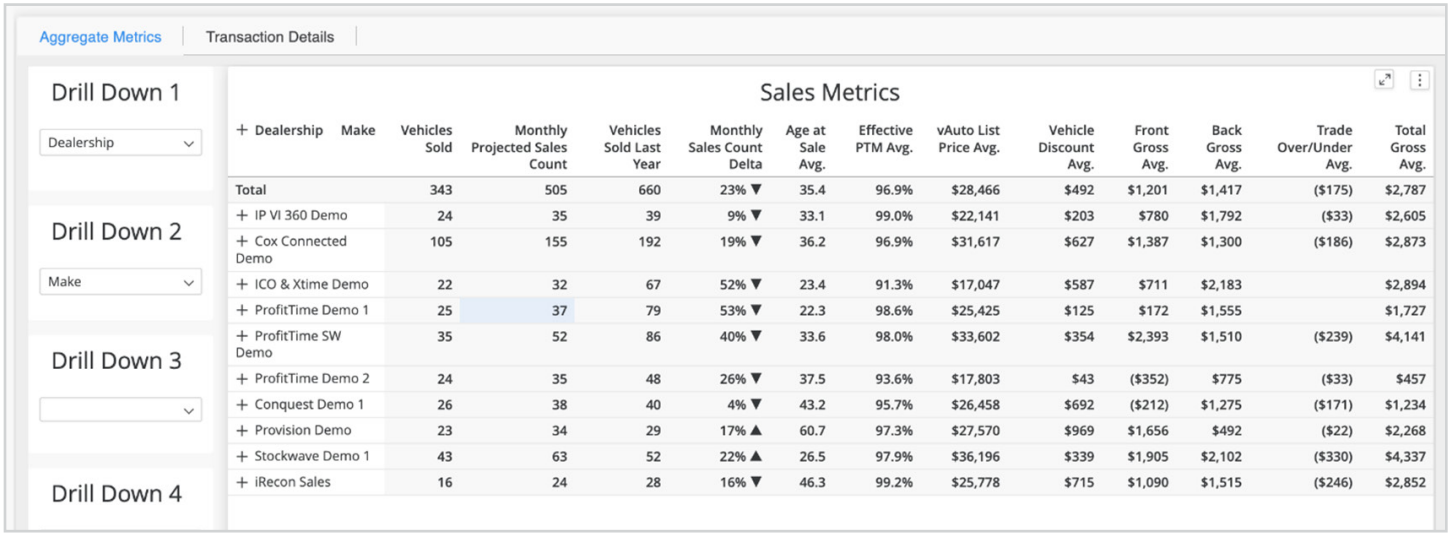
- Use this option to perform an absolute sort across all drill-down rows for the entire table. For example, suppose a report is configured to view group sales by two drill-down attributes: **Dealership and Make.** Sort descending by the **Vehicles Sold** would result in a descending sort of vehicles sold for each Make (the lowest level drill-down attribute) across all Dealer–Make rows.



Dealership / Make			
Total			
— Cox Connected Demo			
Chevrolet			
— ProfitTime SW Demo			
Lexus			
— ProfitTime Demo 1			
Honda			
— Stockwave Demo 1			
GMC	17	25	18
— IP VI 360 Demo			
Hyundai	16	24	30
— ProfitTime Demo 2			
Nissan	15	22	31

What's is the Aggregate Metrics table at the bottom of the report?

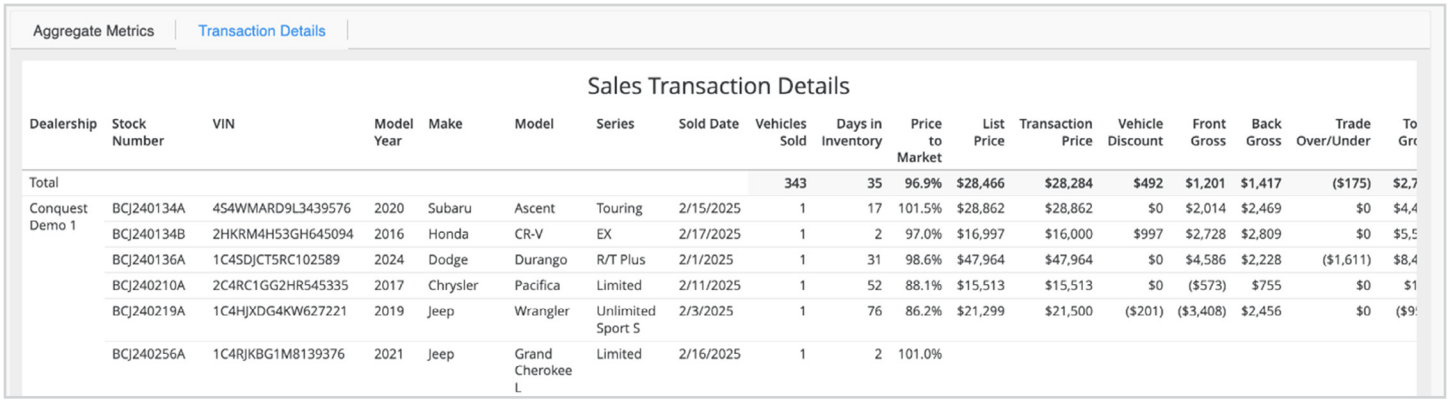
- This table displays aggregated metrics across the group by one or more attributes, almost always by dealership. This section also supports drill-down fields that can be selected to view hierarchical aggregate metrics by different attributes. For example, suppose a report is configured to view group sales by three drill-down attributes: **Dealership, Make, and Model.** This allows for viewing sales metrics by Dealership, by Dealership–Make, and by Dealership–Make–Model.



+ Dealership / Make	Vehicles Sold	Monthly Projected Sales Count	Vehicles Sold Last Year	Monthly Sales Count Delta	Age at Sale Avg.	Effective PTM Avg.	vAuto List Price Avg.	Vehicle Discount Avg.	Front Gross Avg.	Back Gross Avg.	Trade Over/Under Avg.	Total Gross Avg.
Total	343	505	660	23% ▼	35.4	96.9%	$28,466	$492	$1,201	$1,417	($175)	$2,787
+ IP VI 360 Demo	24	35	39	9% ▼	33.1	99.0%	$22,141	$203	$780	$1,792	($33)	$2,605
+ Cox Connected Demo	105	155	192	19% ▼	36.2	96.9%	$31,617	$627	$1,387	$1,300	($186)	$2,873
+ ICO & Xtime Demo	22	32	67	52% ▼	23.4	91.3%	$17,047	$587	$711	$2,183		$2,894
+ ProfitTime Demo 1	25	37	79	53% ▼	22.3	98.6%	$25,425	$125	$172	$1,555		$1,727
+ ProfitTime SW Demo	35	52	86	40% ▼	33.6	98.0%	$33,602	$354	$2,393	$1,510	($239)	$4,141
+ ProfitTime Demo 2	24	35	48	26% ▼	37.5	93.6%	$17,803	$43	($352)	$775	($33)	$457
+ Conquest Demo 1	26	38	40	4% ▼	43.2	95.7%	$26,458	$692	($212)	$1,275	($171)	$1,234
+ Provision Demo	23	34	29	17% ▲	60.7	97.3%	$27,570	$969	$1,656	$492	($22)	$2,268
+ Stockwave Demo 1	43	63	52	22% ▲	26.5	97.9%	$36,196	$339	$1,905	$2,102	($330)	$4,337
+ iRecon Sales	16	24	28	16% ▼	46.3	99.2%	$25,778	$715	$1,090	$1,515	($246)	$2,852

What is the Transaction Details table at the bottom of the report?

- This table displays detailed transactions per filtering applied to the **Aggregate Metrics** table. For example, this will display a detailed sales transaction for each sale included in the aggregate metrics table. If further filtering is applied by clicking on a cell or row in the Aggregate Metrics table, the transaction details table will be filtered down to just the transactions highlighted in the Aggregate Metrics table.



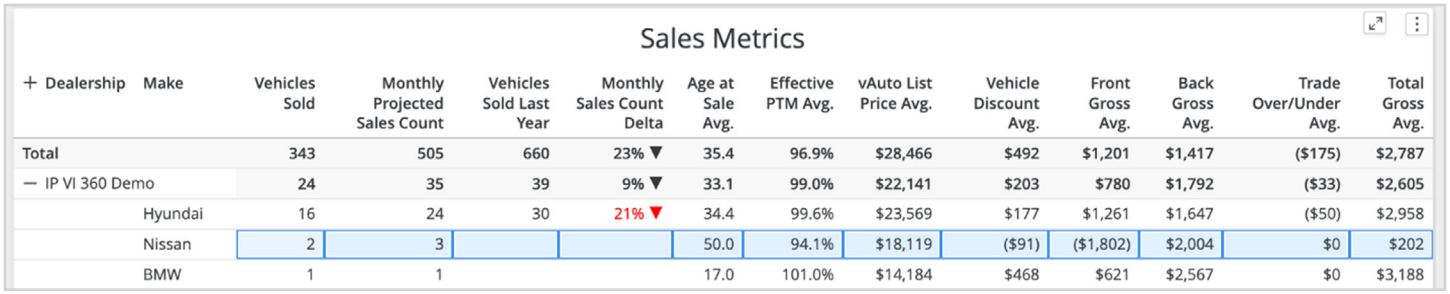
Aggregate Metrics | Transaction Details

Sales Transaction Details

Dealership	Stock Number	VIN	Model Year	Make	Model	Series	Sold Date	Vehicles Sold	Days in Inventory	Price to Market	List Price	Transaction Price	Vehicle Discount	Front Gross	Back Gross	Trade Over/Under	To Gr
Total								343	35	96.9%	$28,466	$28,284	$492	$1,201	$1,417	($175)	$2,7
Conquest Demo 1	BCJ240134A	4S4WMARD9L3439576	2020	Subaru	Ascent	Touring	2/15/2025	1	17	101.5%	$28,862	$28,862	$0	$2,014	$2,469	$0	$4,4
	BCJ240134B	2HKRM4H53GH645094	2016	Honda	CR-V	EX	2/17/2025	1	2	97.0%	$16,997	$16,000	$997	$2,728	$2,809	$0	$5,5
	BCJ240136A	1C4SDJCT5RC102589	2024	Dodge	Durango	R/T Plus	2/1/2025	1	31	98.6%	$47,964	$47,964	$0	$4,586	$2,228	($1,611)	$8,4
	BCJ240210A	2C4RC1GG2HR545335	2017	Chrysler	Pacifica	Limited	2/11/2025	1	52	88.1%	$15,513	$15,513	$0	($573)	$755	$0	$1
	BCJ240219A	1C4HJXDG4KW627221	2019	Jeep	Wrangler	Unlimited Sport S	2/3/2025	1	76	86.2%	$21,299	$21,500	($201)	($3,408)	$2,456	$0	($9
	BCJ240256A	1C4RJKBG1M8139376	2021	Jeep	Grand Cherokee L	Limited	2/16/2025	1	2	101.0%							

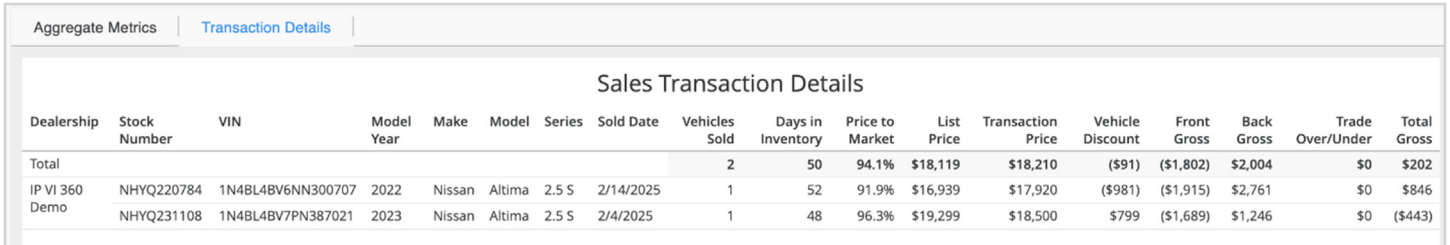
Can I view transactions or details for a subset of the transactions represented in the Aggregate Metrics table?

- Yes. Simply clicking on a drill-down attribute field such as **Dealership** in the table will filter the transactions in the **Transaction Details** table to just transactions for the highlighted dealership. Suppose you drill into data by Dealership, then Make and finally by Model. Clicking on the make **Ford** for any dealership will filter the detailed transactions to any transaction that includes a Ford vehicle, regardless of the dealership in the group. Now suppose you drill all the way down to **Model.** Clicking on the number sales for that model will filter transaction details to just those sales for the given Dealership–Make–Model.
- To remove filtering in the **Aggregate Metrics** table, simply click the highlighted cell or row again.



Sales Metrics

+ Dealership	Make	Vehicles Sold	Monthly Projected Sales Count	Vehicles Sold Last Year	Monthly Sales Count Delta	Age at Sale Avg.	Effective PTM Avg.	vAuto List Price Avg.	Vehicle Discount Avg.	Front Gross Avg.	Back Gross Avg.	Trade Over/Under Avg.	Total Gross Avg.
Total		343	505	660	23% ▼	35.4	96.9%	$28,466	$492	$1,201	$1,417	($175)	$2,787
− IP VI 360 Demo		24	35	39	9% ▼	33.1	99.0%	$22,141	$203	$780	$1,792	($33)	$2,605
	Hyundai	16	24	30	21% ▼	34.4	99.6%	$23,569	$177	$1,261	$1,647	($50)	$2,958
	Nissan	2	3			50.0	94.1%	$18,119	($91)	($1,802)	$2,004	$0	$202
	BMW	1	1			17.0	101.0%	$14,184	$468	$621	$2,567	$0	$3,188



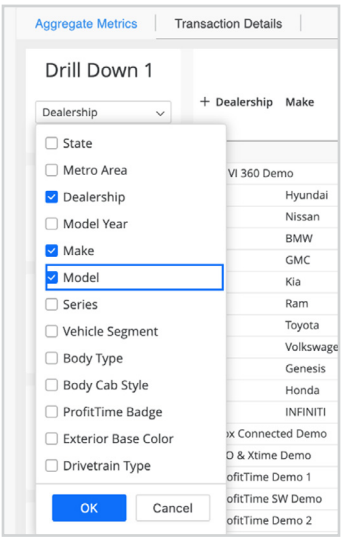
Aggregate Metrics | Transaction Details

Sales Transaction Details

Dealership	Stock Number	VIN	Model Year	Make	Model	Series	Sold Date	Vehicles Sold	Days in Inventory	Price to Market	List Price	Transaction Price	Vehicle Discount	Front Gross	Back Gross	Trade Over/Under	Total Gross
Total								2	50	94.1%	$18,119	$18,210	($91)	($1,802)	$2,004	$0	$202
IP VI 360 Demo	NHYQ220784	1N4BL4BV6NN300707	2022	Nissan	Altima	2.5 S	2/14/2025	1	52	91.9%	$16,939	$17,920	($981)	($1,915)	$2,761	$0	$846
	NHYQ231108	1N4BL4BV7PN387021	2023	Nissan	Altima	2.5 S	2/4/2025	1	48	96.3%	$19,299	$18,500	$799	($1,689)	$1,246	$0	($443)

What is the "Drill Down" attribute selector and how does it work?

- A **Drill Down** attribute is a business concept, such as **Geographical Region, Year, Dealership, Appraiser, Vehicle attribute (Make, Model, Series, Engine Fuel Type, etc.)** that can be used to view and understand your report data. For example, you may want to view sales by U.S. state and then be able to see sales by dealership within a given U.S. state. In this case, the **State** and **Dealership** drill down attributes should be selected. Each drill down attribute will become a column in the **Aggregate Metrics** table to the left of the metrics data.



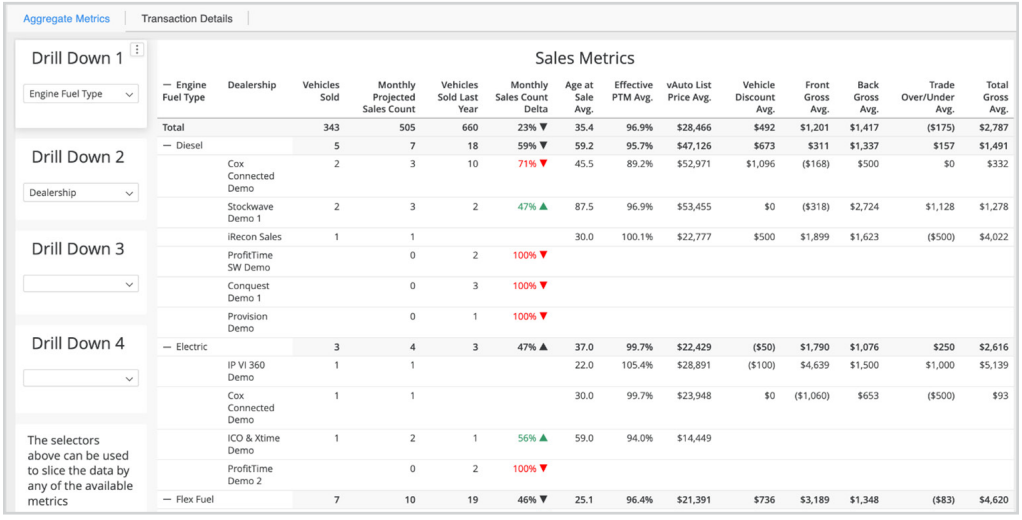
Dealership	Make	Model	Vehicles Sold	Monthly Projected Sales Count
Total			343	505
IP VI 360 Demo			24	35
	BMW		1	1
		X1	1	1
	Genesis		0	0
		G80		0
		GV70		0
	GMC		1	1
		Terrain	1	1
	Honda		0	0
		Civic		0
	Hyundai		16	24
		Palisade	4	6
		Elantra	2	3
		Kona	2	3
		Tucson	2	3
		Elantra GT	1	1
		Elantra Hybrid	1	1

Can I select multiple attributes within a single Drill Down?

- Yes. In fact, it is best practice to do so. The report data is refreshed/reloaded each time a Drill Down selector is applied by clicking the **OK** button after selecting the attributes.
- Attribute order in the Drill Down drop-down window matters. Drill down columns will be ordered from left to right with the top attribute becoming the leftmost column and the bottom attribute becoming the rightmost column in the aggregate metrics table. Leverage additional Drill Down selectors to order attributes differently than they are ordered in the drop-down window.

Why are the multiple Drill Down selectors?

- Use multiple drill down selectors to order drill down attributes the way you want to drill into the data when the drill down attributes within a single selector are not in the order you desire. For example, to view inventory by Fuel Type and then Dealership, configure **Drill Down 1** for **Engine Fuel Type** and **Drill Down 2** for **Dealership.**



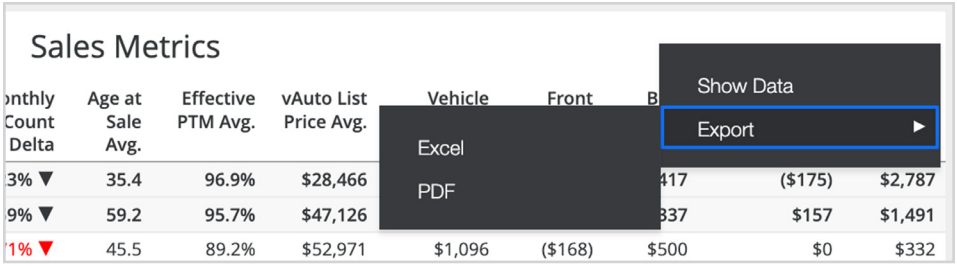
Engine Fuel Type	Dealership	Vehicles Sold	Monthly Projected Sales Count	Vehicles Sold Last Year	Monthly Sales Count Delta	Age at Sale Avg.	Effective PTM Avg.	vAuto List Price Avg.	Vehicle Discount Avg.	Front Gross Avg.	Back Gross Avg.	Trade Over/Under Avg.	Total Gross Avg.
Total		343	505	660	23% ▼	35.4	96.9%	$28,466	$492	$1,201	$1,417	($175)	$2,787
Diesel		5	7	18	59% ▼	59.2	95.7%	$47,126	$673	$311	$1,337	$157	$1,491
	Cox Connected Demo	2	3	10	71% ▼	45.5	89.2%	$52,971	$1,096	($168)	$500	$0	$332
	Stockwave Demo 1	2	3	2	47% ▲	87.5	96.9%	$53,455	$0	($318)	$2,724	$1,128	$1,278
	iRecon Sales	1	1			30.0	100.1%	$22,777	$500	$1,899	$1,623	($500)	$4,022
	ProfitTime SW Demo		0	2	100% ▼								
	Conquest Demo 1		0	3	100% ▼								
	Provision Demo		0	1	100% ▼								
Electric		3	4	3	47% ▲	37.0	99.7%	$22,429	($50)	$1,790	$1,076	$250	$2,616
	IP VI 360 Demo	1	1			22.0	105.4%	$28,891	($100)	$4,639	$1,500	$1,000	$5,139
	Cox Connected Demo	1	1			30.0	99.7%	$23,948	$0	($1,060)	$653	($500)	$93
	ICO & Xtime Demo	1	2	1	56% ▲	59.0	94.0%	$14,449					
	ProfitTime Demo 2		0	2	100% ▼								
Flex Fuel		7	10	19	46% ▼	25.1	96.4%	$21,391	$736	$3,189	$1,348	($83)	$4,620

How do I easily expand or collapse rows in the aggregate table for a Drill Down field?

- Simply click on the **plus sign (+)** next to the Drill Down attribute in the table header to expand all rows for this drill down field. Click on the **minus sign (–)** next to the Drill Down attribute in the table header to collapse all rows for this drill down field. You can click on these same symbols within the rows of the aggregate metrics table to drill down into specific rows and then collapse those rows.

How can I export my report data?

- Table data can be exported as a PDF file or an Excel file. To export data in a table, move the mouse over the table element in the report to reveal the **Options** button (three vertical dots) in the upper right corner of the table element. Click on this button, hover over **Export** in the drop-down menu and finally click on **Excel** or **PDF** to download table data in that format to your computer.



onthly Count Delta	Age at Sale Avg.	Effective PTM Avg.	vAuto List Price Avg.	Vehicle	Front	B		
3% ▼	35.4	96.9%	$28,466			417	($175)	$2,787
9% ▼	59.2	95.7%	$47,126			337	$157	$1,491
1% ▼	45.5	89.2%	$52,971	$1,096	($168)	$500	$0	$332

What is "Vehicles Sold"?

- This is the number of used cars sold for the selected month(s) in the **Sales Month** filter.

What is the "Effective PTM" KPI?

- This is the ratio of the **odometer-adjusted final list price divided by the average market price** for vehicles in the competitive set (i.e., the price-to-market value for the final list price in vAuto).

What is "Front Gross"?

- This represents the front-end gross average of vehicles sold—**the average difference between the selling price and cost of vehicles sold.** If the dealership is not using a support DMS or sales source, then the last seen price in vAuto is assumed to be the selling price.

What is "Back Gross"?

- This represents the back-end gross average of vehicles sold—**the profit from selling additional products like extended warranties, GAP insurance, maintenance plans, and other add-ons.** This will only be shown for dealerships that use one of vAuto's currently supported DMS or sales sources.

Why does my report not show values for the Trade Over/Under Average or Back Gross?

- Trade Over/Under Average and Back Gross values can only be calculated for dealership transactions when the dealership is using a **supported DMS or sales source.**

What DMS integrations are supported for sales transactions at this time?

- Actual sales transactions can be pulled from the following sources: **Dealertrack, CDK, and VinSolutions.** If a dealership is not using one of these sources, then sales reports will only contain vehicles sold and front gross information that is calculated using the last seen price in vAuto.

What is "Age at Sale"?

- This is the time a vehicle spends in vAuto inventory before being sold.

What is the "Vehicle Discount"?

- This is calculated by subtracting that **actual sale transaction price** (from the DMS) from the **last list price** for the vehicle in vAuto.

What is "Trade Over/Under"?

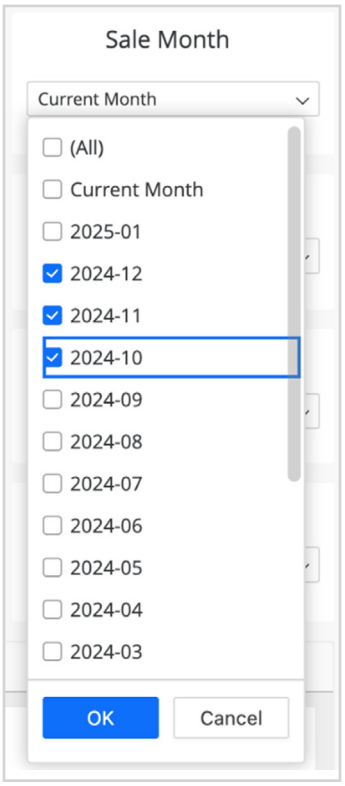
- **Trade Over** is the amount an appraiser allows above the appraised value for a trade-in vehicle. **Trade Under** is the difference when the trade-in value minus the appraised value. A **positive** average Trade Over/Under value means appraisers are allowing more than the appraised value, while a **negative** value (shown in parentheses) means they are booking vehicles for less than the appraised value.

What is "Total Gross"?

- This is the total gross profit made for a vehicle which is calculated as follows:
  - **Front Gross – Trade Over/Under + Back Gross = Total Gross**
- For example, the total gross profit on a vehicle that had a $700 front gross profit and a trade over allowance of $300 and a back gross profit of $1,500 would be: **$700 – $300 + $1,500 = $1,900**

What is the "Sale Month" filter?

- Use this filter to specify the sales report time period. This filter will always default to the current month. It supports selecting one or multiple prior months.
- For example, to see 2024 Q4 metrics, un-check the **Current Month** box and check the boxes for **2024–10, 2024–11** and **2024–12.** Click the **OK** button after selecting the month(s) to apply that filter to the report data.



What is the "Disposal Method" filter?

- The Disposal Method for a car can be one of three values: **Retail, Wholesale, and Transfer** (sold vehicle to another store in the auto group). This report only shows Retail sales by default.

What is the "Certified Pre-Owned" filter?

- The Certified Pre-Owned (CPO) filter enables filtering of sales to **CPO Vehicles Only, Non-CPO Vehicles Only, or All Vehicles.** The report shows both CPO and non-CPO sales by default.

What is the "Transferred In" filter?

- This allows filtering of sales of vehicles that were transferred to the selling dealership from **another dealership in the group.** This filter is set to show all sales (transferred in and non-transferred in vehicles) by default.

What is the "Monthly Projected Sales Count"?

- This projects end-of-month sales by calculating the pace of car sales **month-to-date (cars/day)** and applying this pace for **each day of the month.** For example, if the group has sold 20 cars after 10 days into a 30-day month, the pace of sales is calculated to be 2 cars/day and multiplied by 30 days results in a projected sales count for the group of 60 cars.

What is "Vehicles Sold Last Year"?

- This is the number of vehicles sold for the **entire calendar month in the previous year.**

What is "Monthly Sales Count Delta"?

- This provides insight into how sales are trending for the current month as compared to the same month last year. This percentage is calculated as follows:
  - **(Monthly Projected Sales Count ÷ Vehicles Sold Last Year) – 1 = Monthly Sales Count Delta**