

Sales Report FAQ

1. Sales Report part 1 2. Sales Report part 2

- [Sales Report part 1](#)
- [Sales Report part 2](#)

Sales Report part 1

Line of Business Report

The Line of Business report is similar to the Top Seller's report but lists only deals associated with a Dealer who has a defined Line of Business.

The screenshot shows the 'Sale Profile' application interface. The main table displays the following data:

Date	Time	Name	Type	Status	Vehicle Count	Bidder Count	Seller Count	Guest Count	Res. Allocation
09/27/2022	12:00:00 PM	169 - Tuesday Sale	Consign	Current	6	1	2	0	0.0

Below the main table, there is a summary table:

	Count	Percent		Count	Percent
Sold:	2	33%	Pre Sale Total:	1	17%
If Sale:	0	0%	No Show:	0	0%
No Sale:	3	50%	Total Offered:	6	0%
Thru Block Total:	5	83%	Pulled from Sale:	0	0%

The sidebar on the right contains a 'REPORTS' menu with the following items: Pre Sale List, Vehicle Statement, No Sale Report, Factory Reports, Seller Run List, Counter List, Block Report, Accounting Reports, Administrative Reports, Payment Reports, Sales Reports (highlighted), Line of Business (highlighted), Market Breakdown, Sales Count, Deal Count, Top Sellers, Top Buyers, Attendance Report, Buy Sell Report, Bidder History, and Market.

- Open the **Sale Profile** application.
- Select the Sale Date
- Select the Reports Menu
- Then select the Sales Reports sub-menu > Line of Business.
- This will launch the report wizard.

The 'Line Of Business' report wizard dialog box contains the following fields and options:

- Begin Date: 04/25/2012
- End Date: 09/27/2022
- Begin Time: 12:00:00 AM
- End Time: 11:59:59 PM
- LOB: All
- Include all Sales in the System
- Buttons: Ok, Cancel

- Select the desired 'Begin' and 'End' dates or we can check the 'Include all Sales in the system' checkbox.
- In the Line of Business (in this example we use All).

New	15	6%
Used	216	8%
Lease	5	2%
Salvage	2	1%
GSA	1	0%
Wholesale	16	6%
Rental	1	0%
	256	

- Click 'OK' when done to create and print the report.

Market Breakdown Report

The Market Breakdown report is used to view the sale prices of vehicles over time.

Note: You must select the Sale Date from the grid before running the report

The screenshot shows the 'Sale Profile' application interface. At the top, there are filters for 'Start Date' (8/15/2022) and 'End Date' (10/15/2022). Below this is a grid with columns: Date, Time, Name, Type, Status, Vehicle Count, Bidder Count, Seller Count, Guest Count, and Res. Allocation. The first row is highlighted in red and contains the date '09/27/2022'. Below the grid is a summary table with columns for 'Count' and 'Percent'. The summary table shows: Sold: 2 (33%), If Sold: 0 (0%), No Sale: 3 (50%), Thru Block Total: 5 (83%). Below the summary table is a table with columns: Run #, Seller, State, Year, Make, Model, Style, VSN, VIN, Mileage, Buyer. The first three rows are: A001 (WYATT JOHNSON SUBARU H., Open Sold, 2014, Cadillac, ATS, 4dr Sdn 2.0L Lu., 512805, 1G6AH5SX9E0745781, 0, Mike Jernigan), A002 (Z - Auctionstreaming Group LLC, Checked In, 2010, Nissan, 370Z, 2dr Cpe Manual, 512806, JN1JAZ4EH4AM484381, 0), and A003 (Z - Auctionstreaming Group LLC, Open Sold, 2010, Nissan, 370Z, 2dr Cpe Manual, 512807, JN1JAZ4EH4AM484381, 0, Mike Jernigan). On the right side, there is a 'REPORTS' menu with 'Market Breakdown' highlighted in red.

- Open the **Sale Profile** application.
- Select the Sale Date
- Select the Reports Menu
- Then select the Market Breakdown report sub-menu
- This will launch the report wizard.

The screenshot shows the 'Market Breakdown' report wizard dialog box. It has the following fields and options:

- Begin Date: 09/27/2022
- End Date: 09/27/2022
- Begin Time: 12:00:00 AM
- End Time: 11:59:59 PM
- Include Inactive Vehicles
- Select Lane: All
- Buttons: Ok, Cancel

- You may select a 'Begin' and 'End' date if you wish to view information on more than one Sale.
- You can check the 'Include Inactive Vehicles' because we want to have a comprehensive report on all vehicles even if they have left the site.
- Click 'OK' when done to create and print the report

Sales Count Report

The sale Count report is used to track the number of deals for a specific Sale person or all salespersons.

Note: You must select the Sale Date from the grid before running the report

The screenshot shows the 'Sale Profile' application interface. At the top, there's a 'Sale Profile' and 'Dealer Profile' header. Below that, a navigation menu shows 'Consignment Sales' with a count of 1. A filter sidebar on the left includes 'Created', 'Pending', 'Current' (selected), and 'Closed'. The main area features a table with columns: Date, Time, Name, Type, Status, Vehicle Count, Bidder Count, Seller Count, Guest Count, and Res. Allocation. The first row is highlighted in red, showing a sale on 09/27/2022 at 12:00:00 PM. Below the table, there are tabs for 'Lane Detail', 'Registered Buyers', 'Registered Sellers', 'Run Numbers', and 'Registered Guests'. A summary section shows counts for 'Sold', 'If Sale', 'No Sale', and 'Thru Block Total'. A table below lists individual runs with columns for Run #, Seller, State, Year, Make, Model, Style, VSN, VIN, Mileage, and Buyer. On the right, a 'REPORTS' sidebar lists various report types, with 'Sales Reports' expanded and 'Sales Count' highlighted in red.

- Open the **Sale Profile** application.
- Select the Sale Date
- Select the Reports Menu
- Then select the Sales Count report sub-menu
- This will launch the report wizard.

The screenshot shows the 'Sales Count' report wizard dialog box. It has a title bar with 'Sales Count' and a close button. The form contains:

- Begin Date: 09/26/2022
- End Date: 09/28/2022
- Begin Time: 12:00:00 AM
- End Time: 11:59:59 PM
- Sales Rep: (dropdown menu)
- Exclude Reps: (checkbox)
- Buttons: Ok, Cancel

- You may select a 'Begin' and 'End' date if you wish to view information on more than one Sale.
- You may select a specific Sales Rep or Select 'All'.

- Click 'OK' when done to create and print the report.

Deal Count Report

The Deal Count report is used to view buy and sell deals according to Dealer and may be listed by Dealer Name or Percentage Sold.

Note: You must select the Sale Date from the grid prior to running the report

Date	Time	Name	Type	Status	Vehicle Count	Bidder Count	Seller Count	Guest Count	Res. Allocation
09/27/2022	12:00:00 PM	169 - Tuesday Sale	Consign	Current	6	1	2	0	0.0

	Count	Percent		Count	Percent
Sold:	2	33%	Pre Sale Total:	1	17%
If Sale:	0	0%	No Show:	0	0%
No Sale:	3	50%	Total Offered:	6	
Thru Block Total:	5	83%	Pulled from Sale:	0	0%

Run #	Seller	State	Year	Make	Model	Style	VSN	VIN	Mileage	Buyer
A001	WYATT JOHNSON SUBARU H.	Open Sold	2014	Cadillac	ATS	4dr Sdn 2.0L Lu...	512805	1G6AH55X9E0745781	0	Mike Jernigan
A002	Z - Auctionstreaming Group LLC	Checked In	2010	Nissan	370Z	2dr Cpe Manual	512806	JN1AZ4EH4AM484381	0	
A003	Z - Auctionstreaming Group LLC	Open Sold	2010	Nissan	370Z	2dr Cpe Manual ...	512807	JN1AZ4EH4AM484381	0	Mike Jernigan

- Open the **Sale Profile** application.
- Select the Sale Date
- Select the Reports Menu
- Then select the Deal Count report sub-menu
- This will launch the report wizard.

- You may select a 'Begin' and 'End' date if you wish to view information on more than one Sale.

- You may select a specific Dealer or the 'Select all dealers' checkbox.
- To include the rep check the checkbox.
- You can sort the report by Bought Amount, Bought Count, Dealer Name, Sold Amount, Sold Count, and or Sold percentage.
- Click 'OK' when done to create and print the report.

The Deal count report generates both a PDF and Graph report for a visual representation of the PDF data.

Sales Report part 2

Top Sellers Report

The Top Seller report is used to view selling Dealers ranked from most to least deals. The report includes:

- Maximum Price
- Average Price
- Minimum Price

The screenshot shows the 'Top Sellers Report' interface. At the top, there are tabs for 'Sale Profile' and 'Dealer Profile'. Below this is a navigation bar with 'Consignment Sales' and a filter for 'Current' sales. A table displays sales data with columns for Date, Time, Name, Type, Status, Vehicle Count, Bidder Count, Seller Count, Guest Count, and Res. Allocation. A red box highlights the first row of data. Below the table, there are tabs for 'Lane Detail', 'Registered Buyers', 'Registered Sellers', 'Run Numbers', and 'Registered Guests'. A summary table shows counts and percentages for 'Sold', 'If Sale', 'No Sale', and 'Thru Block Total'. A main table lists individual sales with columns for Run #, Seller, State, Year, Make, Model, Style, VSN, VIN, Mileage, and Buyer. On the right side, a 'REPORTS' menu is visible, with 'Top Sellers' highlighted by a red box.

- Open the **Sale Profile** application.
- Select the Sale Date (**You must select the Sale Date from the grid**)
- Select the Reports Menu
- Then select the Top Sellers Reports sub-menu
- This will launch the report wizard.

The screenshot shows the 'Top Sellers' report wizard dialog box. It has a title bar with 'Top Sellers' and a close button. The dialog contains fields for 'Begin Date' (04/25/2012), 'End Date' (09/27/2022), 'Begin Time' (12:00:00 AM), and 'End Time' (11:59:59 PM). There is a checkbox labeled 'Include all Sales in the System' which is checked. At the bottom, there are 'Ok' and 'Cancel' buttons.

- Select the desired 'Begin' and 'End' dates or we can check the 'Include all Sales in the system' checkbox.
- Click 'OK' when done to create and print the report.

Top Buyers Report

The Top Buyers report is used to view buying Dealers ranked from most to least deals. The report includes:

- **Maximum Price**
- **Average Price**
- **Minimum Price**

The screenshot shows the 'Sale Profile' application interface. At the top, there are tabs for 'Sale Profile' and 'Dealer Profile'. Below this, there's a 'Consignment Sales' section with a filter for 'Current' sales. A table displays sales data with columns for Date, Time, Name, Type, Status, Vehicle Count, Bidder Count, Seller Count, Guest Count, and Res. Allocation. The first row is highlighted in red. Below the table, there are tabs for 'Home Detail', 'Registered Buyers', 'Registered Sellers', 'Run Numbers', and 'Registered Guests'. A 'REPORTS' menu is open on the right side, listing various report types. The 'Sales Reports' sub-menu is expanded, and the 'Top Buyers' report is selected and highlighted with a red box.

- Open the **Sale Profile** application.
- Select the Sale Date (**You must select the Sale Date from the grid**)
- Select the Reports Menu
- Then select the Top Buyers Reports sub-menu
- This will launch the report wizard.

The screenshot shows the 'Top Buyers' report wizard dialog box. It has a title bar with 'Top Buyers' and a close button. The dialog contains the following fields:

- Begin Date: 10/01/2021
- End Date: 09/15/2022
- Begin Time: 12:00:00 AM
- End Time: 2:36:43 PM
- Include all Sales in the System
- Buttons: Ok, Cancel

- Select the desired 'Begin' and 'End' dates or we can check the 'Include all Sales in the system' checkbox.
- Click 'OK' when done to create and print the report.

Attendance Report

The Attendance report lists all bidders for the selected Sale Date and runs from the Sale Profile. It is used to prospect bidders who most recently attended a sale. However, you may run the report for any selected sale date.

The screenshot shows the 'Sale Profile' application interface. At the top, there are tabs for 'Sale Profile' and 'Dealer Profile'. Below the tabs, there is a navigation menu on the left with options like 'Consignment Sales', 'Open Sales', 'GSA Sales', and 'Factory Sales'. The main area displays a table with columns: Date, Time, Name, Type, Status, Vehicle Count, Bidder Count, Seller Count, Guest Count, and Res. Allocation. The first row is highlighted in red. Below the table, there are tabs for 'Lane Detail', 'Registered Buyers', 'Registered Sellers', 'Run Numbers', and 'Registered Guests'. The 'All' radio button is selected. Below this, there is a summary table with columns for Count and Percent. The 'REPORTS' sidebar on the right is open, and the 'Attendance Report' option is highlighted in red.

- Open the **Sale Profile** application.
- Select the Sale Date (**You must select the Sale Date from the grid**)
- Select the Reports Menu
- Then select the Attendance Reports sub-menu
- This will launch the report wizard.

The screenshot shows the 'Attendance Report' wizard dialog box. It has a title bar with 'Attendance Report' and a close button. Below the title bar, there are two date pickers: 'Begin Date' with the value '09/27/2022' and 'End Date' with the value '09/28/2022'. Below the date pickers, there is a question 'Include Reps?' with 'Yes' and 'No' buttons.

- Select the desired 'Begin' and 'End' dates.
- Click 'Yes' when done to create and print the report.

Buy Sell Report

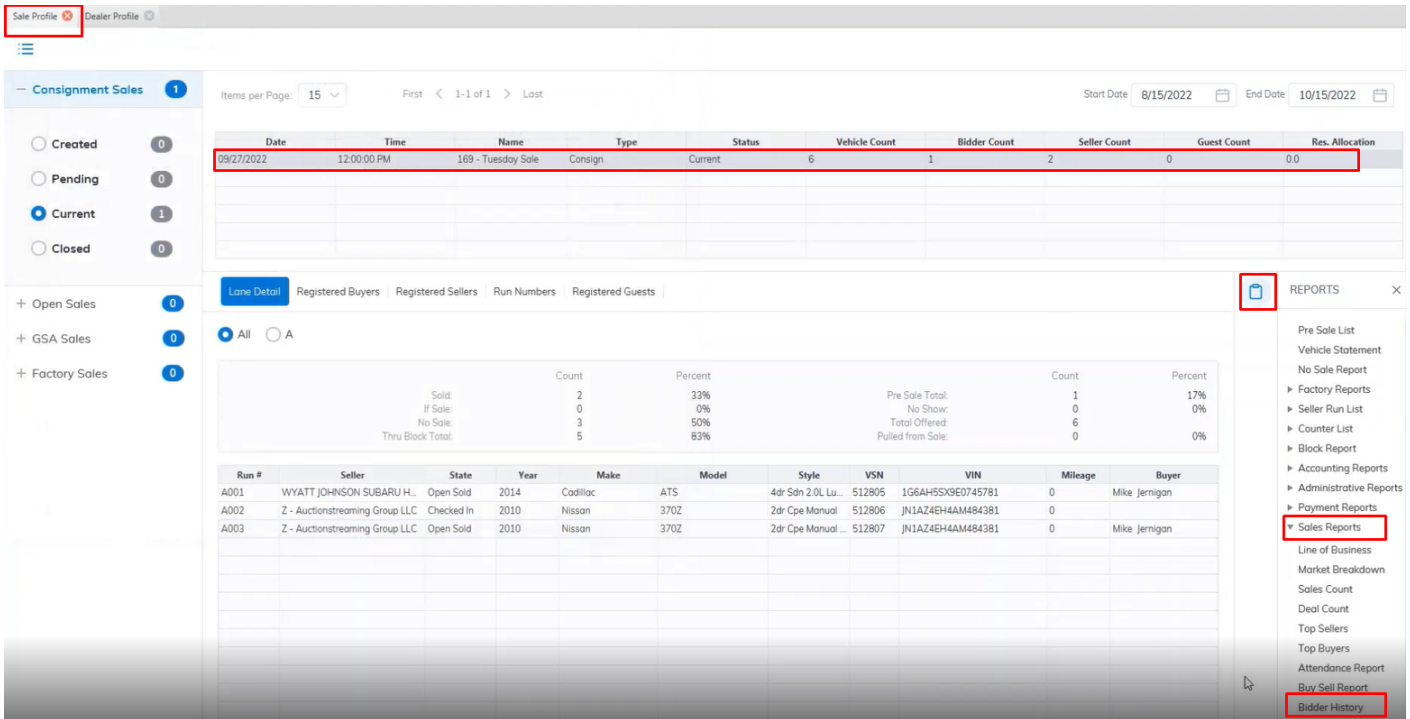
This report only runs for a single sale. There is no date range. This report list the total number of Sold vehicles and their buyers and their corresponding sellers.

- Open the **Sale Profile** application.
- Select the Sale Date (**You must select the Sale Date from the grid**)
- Select the Reports Menu
- Then select the Buy Sell Reports sub-menu
- This will launch the report wizard.

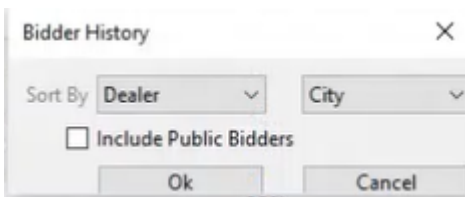
- Here you can select the "Include Public buyers" and "Include Public Sellers" checkboxes if you are a Public Auction.
- You can Filter the report by a specific lane by selecting the lane in the Include Only field.
- You can sort the report by Run Number, Buyer, Seller, etc. from the Sort field.
- Click 'OK' when done to create and print the report.

Bidder History Report

This report is designed to provide the Auction with a historical perspective of bidder attendance frequency and city origination over 12 weeks.



- Open the **Sale Profile** application.
- Select the Sale Date (**You must select the Sale Date from the grid**)
- Select the Reports Menu
- Then select the Bidder History Reports sub-menu
- This will launch the report wizard.



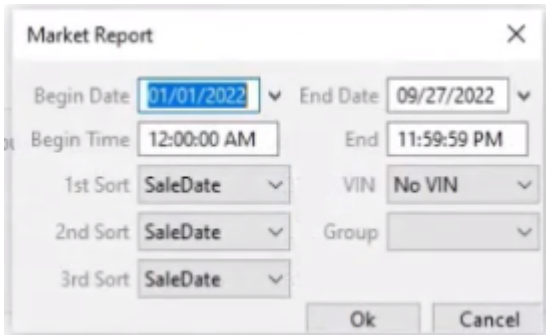
- The report is broken into 2 sections listing Dealer attendance and City of Origin. Sorting is done by Dealer Name or City. You may wish to 'Include Public Bidders' by clicking the Check box.
- Click 'OK' when done to create and print the report.

Market Report

The Market Report is used to provide historical information on the vehicle and its sale price.

- Open the **Sale Profile** application.
- Select the Sale Date (**You must select the Sale Date from the grid**)
- Select the Reports Menu
- Then select the Market Reports sub-menu (**Here You may also run the CSV version of the same report.**)

- This will launch the report wizard.



The screenshot shows a dialog box titled "Market Report" with a close button (X) in the top right corner. The dialog contains several input fields and dropdown menus for configuring a report. The "Begin Date" is set to 01/01/2022, and the "End Date" is set to 09/27/2022. The "Begin Time" is set to 12:00:00 AM, and the "End" time is set to 11:59:59 PM. The "1st Sort" is set to SaleDate, the "2nd Sort" is set to SaleDate, and the "3rd Sort" is set to SaleDate. The "VIN" dropdown is set to No VIN, and the "Group" dropdown is empty. At the bottom of the dialog, there are "Ok" and "Cancel" buttons.

- You may select a 'Begin' and 'End' date if you wish to view information on more than one Sale.
- There are 3 sorting options: Sale Date, Make, Year, Price, and or Model.
- Click 'OK' when done to create and print the report.

Sales Report part 2