

Important Information

Reports are either based on rolling timeframe or fixed timeframe:

1. Rolling- shows data regardless of when the deal creation date

- Daily Activity Report
- Delivery Summary Report
- Source Traffic Report

2. Fixed- only shows data for deals created within the report date range

- All other Standard & Advanced Reports

Use “Net” vs. “Total”

Use “Delivered” vs. “Sold”

DARE TO COMPARE

DealerSocket’s **Sales Tracking Report & Sales Results Report** →
DriveCentric’s **Data Mining**

- Filter by:
 - Delivered Date or Deal Date Created
 - Source Type (Internet, Phone, Showroom, can select 1 or multiple)

Delivered Date Is Last Month

Source Type is Internet

+ Add Filter

Save Segment

9 Deals

CUSTOMER	STORE	VEHICLE 1 STOCK NUMBER	VEHICLE 1 YEAR MAKE MODEL TRIM	DEAL DATE CREATED	CURRENT STAGE
JB Janet Bamber	Volkswagen South Coast	60023	2025 Volkswagen ID. Buzz Pro S RWD	Oct 30, 2025 @ 11:26 AM	Delivered
TM TOMASZ MACKOWICZ	Volkswagen South Coast	59176L	2024 Volkswagen Taos SE FWD	Oct 21, 2025 @ 12:56 PM	Delivered
MA Marco Alvarez	Volkswagen South Coast	86169	2021 Volkswagen Tiguan 2.0T SE FWD	Oct 21, 2025 @ 11:51 AM	Delivered
KF Kathleen Falcetti	Volkswagen South Coast	59812	2025 Volkswagen Atlas 2.0T SE w/Technology FWD	Oct 14, 2025 @ 11:47 AM	Delivered
DM Daniel Munoz	Volkswagen South Coast	60004	2025 Volkswagen ID. Buzz 1st Edition RWD w/Two-Tone	Oct 10, 2025 @ 7:06 PM	Delivered
MW MICHAEL Wyllie	Volkswagen South Coast	861591	2023 Volkswagen Jetta Sport Auto	Oct 5, 2025 @ 7:43 PM	Delivered
MS Michael Sonnenberg	Volkswagen South Coast	60034	2025 Volkswagen Golf R 2.0T Black Edition DSG	Oct 2, 2025 @ 10:18 PM	Delivered
OL OLIVIA LUCE	Volkswagen South Coast	60067	2025 Volkswagen Tiguan 2.0T SE FWD	Sep 14, 2025 @ 3:33 PM	Delivered
RQ Richard Quintino	Volkswagen South Coast	59757	2025 Volkswagen Jetta GLI Autobahn Manual	Aug 15, 2025 @ 9:17 AM	Delivered

DealerSocket's New Leads by Rep & BDC Activity Report → DriveCentric's Daily Activity Report

- View real-time data, or toggle “Live” off and select your date range

← Standard: Daily Activity

Live

Store

Team

User

Volkswagen S...

Clear All

Filter Sets

- View high-level store data or view activity per user

← Standard: Daily Activity

Updated 11/09/2025 12:14 AM

Live

Store

Team

User

Yesterday

Volkswagen S...

User Type

Users

Clear All

Filter Sets

User	Opportunities						Appointments					Activity									
	Total	Showroom	Phone	Internet	Campaign	Chat	Created	Scheduled	Confirmed	Show	No Show	Cancelled	Calls	Call Contacted	Text	Impersonated Text	Email	Impersonated Email	Chat	Personalized Video	Canned Video
Ron Blye	7	0	2	4	1	0	0	0	0	0	0	0	23	2	29	0	70	0	0	2	8
June Kim	6	0	0	5	1	0	1	1	0	1	0	0	11	0	1	0	10	0	0	0	0
Adham Darwish	3	0	0	2	1	0	0	0	0	0	0	0	0	0	9	0	16	0	0	0	0
Diego Perez	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0

DealerSocket's New Leads by Source (Tracking Codes) → DriveCentric's Source Traffic

← Advanced: Source Traffic

Updated 11/09/2025 12:15 AM

This Month

Volkswagen S...

Store	Source	Vehicle Status	Total Deals	Net Deals	Total Ups Showroom	Unsold in Showroom	Be Backs	Appt Scheduled	Appt Show	Appt Show %	Appt Delivered	Appt Closing %	Proposals	YO	YO %	Total Delivered	Total Delivered Closing %	Net Delivered Closing %
Volkswagen South Coast	Total	Total	338	273	63	44	24	39	23	59%	16	70%	49	0	0%	24	7%	9%
		New	205	175	45	33	15	25	14	56%	9	64%	35	0	0%	15	7%	9%
		Used	83	59	15	8	9	12	9	75%	7	78%	14	0	0%	9	11%	15%
		Other	50	39	3	3	0	2	0	0%	0	-	0	0	0%	0	0%	0%
	Campaign	Total	94	80	6	4	1	6	4	67%	1	25%	4	0	0%	3	3%	4%
		New	26	25	6	4	1	5	4	80%	1	25%	4	0	0%	3	12%	12%
		Used	35	28	0	0	0	0	0	-	0	-	0	0	-	0	0%	0%
		Other	33	27	0	0	0	1	0	0%	0	-	0	0	-	0	0%	0%
	Chat	Total	17	12	3	0	0	3	3	100%	3	100%	3	0	0%	3	18%	25%
		New	2	2	0	0	0	0	0	-	0	-	0	0	-	0	0%	0%
		Used	5	5	3	0	0	3	3	100%	3	100%	3	0	0%	3	60%	60%
		Other	10	5	0	0	0	0	0	-	0	-	0	0	-	0	0%	0%
	Internet	Total	145	112	4	2	3	14	5	36%	3	60%	5	0	0%	3	2%	3%
		New	120	98	3	2	0	8	2	25%	1	50%	2	0	0%	1	1%	1%
		Used	25	14	1	0	3	6	3	50%	2	67%	3	0	0%	2	8%	14%
		Other	0	0	0	0	0	0	0	-	0	-	0	0	-	0	-	-
	Phone	Total	27	22	3	1	1	4	4	100%	3	75%	3	0	0%	3	11%	14%
		New	19	17	3	1	1	4	4	100%	3	75%	3	0	0%	3	16%	18%
		Used	4	1	0	0	0	0	0	-	0	-	0	0	-	0	0%	0%
		Other	4	4	0	0	0	0	0	-	0	-	0	0	-	0	0%	0%

- This is a rolling report so the delivered % includes all delivered deals regardless of when the deal was created
- TIP: Add chat leads/sold to get the internet %

DealerSocket's Leads by Model → DriveCentric's Inventory

VEHICLE	TRIM	STOCK NUMBER	PRICING	MSRP	MILEAGE	LEADS	LAST LEAD	DEALS
 2025 Volkswagen ID. Buzz	Pro S RWD	59711	\$62,090	\$62,090	6 mi	8	11/19/2025	24
 2025 Volkswagen Tiguan	2.0T SE 4MOTION	59972	\$37,871	\$37,871	7 mi	1	11/19/2025	1
 2026 Volkswagen Tiguan	2.0T SE R-Line Black FWD	60101T	\$39,059	\$39,059	49 mi	7	11/19/2025	8
 2025 Volkswagen Taos	S FWD	59920	\$27,011	\$27,011	6 mi	2	11/19/2025	3
 2025 Volkswagen ID. Buzz	Pro S RWD	59712	\$62,090	\$62,090	7 mi	12	11/19/2025	15
 2025 Volkswagen Taos	SE FWD	59919	\$30,077	\$30,077	6 mi	6	11/19/2025	7
 2025 Volkswagen ID. Buzz	1st Edition RWD w/Two-Tone	60020	\$68,191	\$68,191	16 mi	4	11/19/2025	5