









Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	232139A	2020	Hyundai	Elantra	65	Trade on New	Yes	\$ 13,888	\$ 13,888	92%	\$394	\$0
2	232158B	2019	Chevrolet	2500HD	76	Trade on Used	No	\$ 29,999	\$ 29,999	86%	(\$308)	\$0
3	242220A	2022	Chevrolet	Equinox	71	Trade on New	Yes	\$ 21,801	\$ 21,801	95%	(\$139)	\$412
4	P6253	2022	Chevrolet	Bolt	56	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	91%	(\$1,312)	\$150
5	232703A	2019	Jeep	Grand Cherokee	16	Trade on New	Yes	\$ 20,444	\$ 20,444	86%	\$399	\$0
6	242778A	2018	Ford	Expedition	18	Trade on New	Yes	\$ 26,987	\$ 26,987	95%	\$1,975	\$2,023
7	232452B	2022	Jeep	Gladiator	8	Trade on Used	No	\$ 33,333	\$ 33,333	96%	\$3,478	\$335
8	232479A	2021	Chevrolet	Blazer	81	Trade on New	Yes	\$ 22,205	\$ 22,205	90%	(\$628)	\$409
9	P6263	2022	Chevrolet	Bolt	53	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	91%	(\$912)	\$244
10	P6259	2022	Chevrolet	Bolt	51	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	91%	(\$1,056)	\$1,400
11	232489B	2017	Nissan	Titan	44	Trade on Used	Yes	\$ 22,999	\$ 22,999	92%	\$1,749	\$0
12	242654A	2021	Chevrolet	Camaro	16	Trade on New	Yes	\$ 26,190	\$ 26,190	103%	\$3,683	\$1,427
13	232524B	2018	Mazda	Mazda6	34	Trade on Used	Yes	\$ 18,999	\$ 18,999	95%	\$2,435	\$1,000
14	242284A	2016	Jeep	Renegade	9	Trade on New	No	\$ 13,987	\$ 13,987	98%	\$4,108	\$1,374
15	231362A	2022	GMC	Sierra	258	Trade on New	No	\$ 44,444	\$ 44,444	90%	(\$31)	\$2,023
16	PX6272	2015	Chevrolet	Corvette	26	Street/Curb Buy	Yes	\$ 39,999	\$ 39,999	95%	\$1,698	\$0
17	242842AA	2020	Chevrolet	Camaro	13	Trade on New	Yes	\$ 39,999	\$ 39,999	103%	\$4,349	\$0
18	242425A	2022	Chevrolet	Malibu	89	Trade on New	Yes	\$ 19,597	\$ 19,597	86%	(\$1,271)	\$950
19	231327B	2015	Chevrolet	Silverado	63	Trade on Used	Yes	\$ 21,222	\$ 21,222	86%	\$2,897	\$0
20	P6265	2022	Chevrolet	Bolt	47	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	93%	(\$12)	\$0
21	6191A	2021	Nissan	Altima	36	Trade on Used	Yes	\$ 21,222	\$ 21,222	95%	\$2,406	\$697
22	242742A	2021	Chevrolet	Suburban	9	Trade on New	No	\$ 58,888	\$ 58,888	99%	\$4,661	\$565
23	232478B	2010	Chevrolet	Silverado	42	Trade on Used	No	\$ 9,999	\$ 9,999	108%	\$5,000	\$0
24	P6264	2022	Chevrolet	Bolt	46	Auction/Wholesale	Yes	\$ 25,000	\$ 25,000	96%	(\$2)	\$0
25	232452A	2022	Chevrolet	Silverado	72	Trade on New	No	\$ 47,999	\$ 47,999	95%	(\$4,680)	\$0
26	232572A	2018	Chrysler	Pacifica	53	Trade on New	Yes	\$ 19,974	\$ 19,974	94%	\$2,288	\$0
27	232133A	2023	Toyota	Highlander	77	Trade on New	No	\$ 40,987	\$ 40,987	98%	\$2,893	\$495

28	232433A	2022	Ford	Mustang	42	Trade on New	Yes	\$	25,974	\$	25,974	92%	\$2,309	\$135
29	242396A	2020	Toyota	4Runner	76	Trade on New	Yes	\$	34,357	\$	34,357	91%	\$2,827	\$314
30	242300B	2019	Hyundai	Elantra	65	Trade on Used	No	\$	12,765	\$	12,765	91%	\$2,167	\$135
31	242617A	2023	Chevrolet	Equinox	53	Trade on New	Yes	\$	22,015	\$	22,015	90%	(\$760)	\$1,187
32	242805A	2015	Chevrolet	Malibu	36	Trade on New	No	\$	9,999	\$	9,999	96%	\$4,239	\$92
33	232590A	2016	Toyota	Prius	22	Trade on New	Yes	\$	19,231	\$	19,231	101%	\$3,133	\$400
34	PX6234A	2013	Chevrolet	Corvette	112	Trade on Used	Yes	\$	49,693	\$	49,693	92%	\$2,556	\$0
35	242935A	2013	Acura	RDX	18	Trade on Used	No	\$	10,999	\$	10,999	94%	\$3,628	\$0
36	232896A	2023	Chevrolet	Tahoe	31	Trade on New	No	\$	68,959	\$	68,959	95%	\$106	\$0
37	231634A	2023	Ford	Explorer	64	Trade on New	No	\$	33,210	\$	33,210	83%	(\$3,336)	\$0
38	242201A	2020	Chevrolet	Impala	60	Trade on New	Yes	\$	16,813	\$	16,813	86%	(\$324)	\$0
39	232251B	2019	Chevrolet	Equinox	77	Trade on Used	Yes	\$	18,429	\$	18,429	87%	(\$910)	\$621
40	242366B	2013	Honda	Fit	11	Trade on Used	Yes	\$	9,999	\$	9,999	95%	\$3,160	\$1,497
41	242583A	2016	Chevrolet	Trax	70	Trade on New	No	\$	10,031	\$	10,031	82%	(\$1,339)	\$218
42	242567A	2017	Chevrolet	Tahoe	42	Trade on New	Yes	\$	30,601	\$	30,601	91%	(\$2,079)	\$0
43	P6258A	2024	Chevrolet	Trax	8	Trade on Used	Yes	\$	25,528	\$	25,528	98%	\$1,940	\$1,350
44	PX6290	2020	Chevrolet	Trax	1	Street/Curb Buy	No	\$	12,990	\$	12,990	90%	\$0	\$726
45	6255A	2015	Subaru	Forester	45	Trade on Used	Yes	\$	13,031	\$	13,031	92%	\$817	\$461
46	242276A	2017	Hyundai	Elantra	91	Trade on New	No	\$	7,931	\$	7,931	90%	(\$6,661)	\$75
47	242773A	2021	Chevrolet	Silverado	37	Trade on New	Yes	\$	40,973	\$	40,973	102%	\$5,083	\$1,770
48	242419A	2020	Ford	Escape	48	Trade on New	Yes	\$	14,605	\$	14,605	90%	\$3,213	\$0
49	242234A	2018	Hyundai	Elantra	64	Trade on New	Yes	\$	11,884	\$	11,884	85%	\$162	\$911
50	231685B	2018	GMC	Sierra	82	Trade on Used	Yes	\$	27,356	\$	27,356	97%	(\$6,414)	\$2,259
51	242375A	2016	Jeep	Cherokee	36	Trade on New	No	\$	15,269	\$	15,269	91%	\$1,245	\$0
52	242420A	2015	Chevrolet	Equinox	65	Trade on New	Yes	\$	10,874	\$	10,874	82%	\$44	\$0
53	232339A	2015	Volvo	XC60	85	Trade on New	No	\$	11,111	\$	11,111	77%	\$1,727	\$268

## Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	105
Avg. Days to Sale	49.9
Avg. Advertised Price (Time of Sale)	\$ 25,321
Avg. Transaction Price	\$ 25,358
Avg. Market Price at 100%	\$ 27,058
Avg. Price to Market % (Time of Sale)	94%
Avg. Transaction to Market	94%
Avg. Transactional Discount	\$ (37)
Avg. Front-End Gross	\$ 1,291
Avg. Finance Gross	\$ 718
PUVR	\$ 2,009
Total Gross (Units & PUVR)	\$ 210,898
GROI	57%
% with Trade	26%
Avg. Over/Under Allowance	\$92



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Mike Gilland	Ronnie Davis
% Retailed of Non-New Franchise	47%	43%	60%
Total # Retail Units	105	7	5
Avg. Days to Sale	49.9	57.9	71.0
Avg. Advertised Price (Time of Sale)	\$ 25,321	\$ 27,054	\$ 28,454
Avg. Transaction Price	\$ 25,358	\$ 27,054	\$ 28,454
Avg. Market Price at 100%	\$ 27,058	\$ 29,133	\$ 31,524
Avg. Price to Market % (Time of Sale)	94%	93%	90%
Avg. Transaction to Market	94%	93%	90%
Avg. Transactional Discount	\$ (37)	\$ -	\$ -
Avg. Front-End Gross	\$ 1,291	\$ 1,033	\$ (277)
Avg. Finance Gross	\$ 718	\$ 905	\$ 20
PUVR	\$ 2,009	\$ 1,938	\$ (257)
Total Gross (Units & PUVR)	\$ 210,898	\$ 13,568	\$ (1,284)
GROI	57%	45%	-5%
% with Trade	26%	0%	60%
Avg. Over/Under Allowance	92	0	9



n list, then scroll up to select your staff member for each column.)

Scott McChesney	Greg Romano		
51%	39%	#DIV/0!	#DIV/0!
55	38	0	0
50.8	44.3	#DIV/0!	#DIV/0!
\$ 25,473	\$ 24,369	#DIV/0!	#DIV/0!
\$ 25,486	\$ 24,452	#DIV/0!	#DIV/0!
\$ 27,214	\$ 25,430	#DIV/0!	#DIV/0!
94%	96%	#DIV/0!	#DIV/0!
94%	96%	#DIV/0!	#DIV/0!
\$ (13)	\$ (83)	#DIV/0!	#DIV/0!
\$ 1,442	\$ 1,325	#DIV/0!	#DIV/0!
\$ 847	\$ 589	#DIV/0!	#DIV/0!
\$ 2,289	\$ 1,914	#DIV/0!	#DIV/0!
\$ 125,880	\$ 72,735	#DIV/0!	#DIV/0!
64%	64%	#DIV/0!	#DIV/0!
33%	16%	#DIV/0!	#DIV/0!
140	49	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Bradley Herzberg	Cameron Ingram
% Retailed of Non-New Franchise	47%	50%	75%
Total # Retail Units	105	4	4
Avg. Days to Sale	49.9	51.8	113.0
Avg. Advertised Price (Time of Sale)	\$ 25,321	\$ 25,794	\$ 33,652
Avg. Transaction Price	\$ 25,358	\$ 26,583	\$ 33,969
Avg. Market Price at 100%	\$ 27,058	\$ 26,904	\$ 35,813
Avg. Price to Market % (Time of Sale)	94%	96%	94%
Avg. Transaction to Market	94%	99%	95%
Avg. Transactional Discount	\$ (37)	\$ (789)	\$ (317)
Avg. Front-End Gross	\$ 1,291	\$ 1,308	\$ 1,843
Avg. Finance Gross	\$ 718	\$ 166	\$ 1,508
PUVR	\$ 2,009	\$ 1,474	\$ 3,350
Total Gross (Units & PUVR)	\$ 210,898	\$ 5,898	\$ 13,400
GROI	57%	39%	31%
% with Trade	26%	0%	50%
Avg. Over/Under Allowance	92	0	239



n list, then scroll up to select your staff member for each column.)

Casey Jones	Dave Mehan	Deshai Weldon	Dieyna Diagana
0%	33%	58%	50%
4	3	12	2
59.3	34.0	53.3	78.5
\$ 22,249	\$ 29,866	\$ 22,869	\$ 21,222
\$ 22,249	\$ 29,866	\$ 22,869	\$ 21,222
\$ 23,873	\$ 31,910	\$ 24,751	\$ 24,512
93%	94%	92%	87%
93%	94%	92%	87%
\$ -	\$ -	\$ -	\$ -
\$ 1,522	\$ 685	\$ 856	\$ (125)
\$ 567	\$ 333	\$ 277	\$ 563
\$ 2,089	\$ 1,018	\$ 1,132	\$ 438
\$ 8,356	\$ 3,054	\$ 13,587	\$ 876
57%	36%	33%	9%
25%	33%	25%	0%
-125	0	119	0

Don Phillips	Elijah Stokes	Elizabeth Sosa	Jesus Villeta
43%	42%	67%	20%
7	12	3	5
62.9	54.5	62.0	58.8
\$ 26,380	\$ 23,234	\$ 20,085	\$ 11,843
\$ 26,298	\$ 23,234	\$ 20,085	\$ 11,843
\$ 28,499	\$ 24,902	\$ 22,203	\$ 13,424
93%	93%	90%	88%
92%	93%	90%	88%
\$ 82	\$ 0	\$ -	\$ -
\$ (822)	\$ 35	\$ 1,422	\$ 1,081
\$ 1,027	\$ 937	\$ 251	\$ 552
\$ 205	\$ 971	\$ 1,673	\$ 1,633
\$ 1,435	\$ 11,656	\$ 5,019	\$ 8,164
4%	28%	48%	84%
43%	25%	33%	0%
76	75	315	0

Jorge Casarubbias	Justin Reed	Marcus Lee	Matt Gleason
50%	22%	60%	33%
10	9	5	3
29.5	42.9	36.2	54.3
\$ 25,241	\$ 37,192	\$ 30,167	\$ 19,603
\$ 25,241	\$ 37,192	\$ 30,167	\$ 19,603
\$ 25,462	\$ 39,035	\$ 31,592	\$ 21,384
99%	95%	95%	92%
99%	95%	95%	92%
\$ -	\$ -	\$ -	\$ -
\$ 2,667	\$ 2,658	\$ 2,111	\$ (319)
\$ 742	\$ 1,184	\$ 998	\$ 317
\$ 3,408	\$ 3,842	\$ 3,109	\$ (2)
\$ 34,084	\$ 34,579	\$ 15,543	\$ (6)
165%	87%	102%	0%
20%	22%	40%	33%
90	126	172	0

Michael Dalessandro	Patrick Gilligan	Sly Snow	Tom Morris
50%	33%	80%	67%
4	3	5	6
37.0	36.3	54.4	27.0
\$ 19,760	\$ 35,574	\$ 27,424	\$ 15,972
\$ 19,760	\$ 35,574	\$ 27,424	\$ 15,972
\$ 20,300	\$ 37,663	\$ 29,920	\$ 16,739
97%	94%	92%	95%
97%	94%	92%	95%
\$ -	\$ -	\$ -	\$ -
\$ 1,860	\$ 1,172	\$ 1,831	\$ 2,650
\$ 1,778	\$ 333	\$ 616	\$ 638
\$ 3,637	\$ 1,506	\$ 2,446	\$ 3,288
\$ 14,550	\$ 4,517	\$ 12,231	\$ 19,728
179%	42%	59%	274%
25%	33%	40%	0%
49	309	220	0

Wyatt Stroud			
50%	#DIV/0!	#DIV/0!	#DIV/0!
4	0	0	0
38.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,757	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,757	#DIV/0!	#DIV/0!	#DIV/0!
\$ 33,057	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,057	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,057	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,228	#DIV/0!	#DIV/0!	#DIV/0!
31%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
61	#DIV/0!	#DIV/0!	#DIV/0!





















## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals		
% Retailed of Non-New Franchise	47%	#DIV/0!	#DIV/0!
Total # Retail Units	105	0	0
Avg. Days to Sale	49.9	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 25,321	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 25,358	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 27,058	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	94%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	94%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (37)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,291	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 718	#DIV/0!	#DIV/0!
PUVR	\$ 2,009	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 210,898	#DIV/0!	#DIV/0!
GROI	57%	#DIV/0!	#DIV/0!
% with Trade	26%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	92	#DIV/0!	#DIV/0!



n list, then scroll up to select your staff member for each column.)

Greg Ingram	Manny Botello	Ibra Diouff	
40%	63%	40%	#DIV/0!
43	32	30	0
48.9	49.8	51.4	#DIV/0!
\$ 25,276	\$ 26,442	\$ 24,189	#DIV/0!
\$ 25,366	\$ 26,442	\$ 24,189	#DIV/0!
\$ 26,689	\$ 28,244	\$ 25,774	#DIV/0!
95%	94%	94%	#DIV/0!
95%	94%	94%	#DIV/0!
\$ (89)	\$ -	\$ -	#DIV/0!
\$ 1,401	\$ 1,625	\$ 777	#DIV/0!
\$ 557	\$ 838	\$ 821	#DIV/0!
\$ 1,958	\$ 2,462	\$ 1,597	#DIV/0!
\$ 84,187	\$ 78,793	\$ 47,918	#DIV/0!
57%	67%	46%	#DIV/0!
28%	28%	20%	#DIV/0!
128	32	103	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	105	68	37
Avg. Days to Sale	49.9	46.1	56.8
Avg. Advertised Price (Time of Sale)	\$ 25,321	\$ 25,190	\$ 25,596
Avg. Transaction Price	\$ 25,358	\$ 25,228	\$ 25,596
Avg. Market Price at 100%	\$ 27,058	\$ 26,657	\$ 27,351
Avg. Price to Market % (Time of Sale)	94%	94%	94%
Avg. Transaction to Market	94%	95%	94%
Avg. Transactional Discount	\$ (37)	\$ (38)	\$ (34)
Avg. Front-End Gross	\$ 1,291	\$ 1,303	\$ 1,268
Avg. Finance Gross	\$ 718	\$ 842	\$ 490
PUVR	\$ 2,009	\$ 2,145	\$ 1,758
Total Gross (Units & PUVR)	\$ 210,898	\$ 145,860	\$ 65,039
GROI	57%	66%	44%
% with Trade	26%	25%	27%
Avg. Over/Under Allowance	92	72	127



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	105	56	49
Avg. Days to Sale	49.9	47.1	53.1
Avg. Advertised Price (Time of Sale)	\$ 25,321	\$ 29,198	\$ 20,904
Avg. Transaction Price	\$ 25,358	\$ 29,255	\$ 20,904
Avg. Market Price at 100%	\$ 27,058	\$ 30,752	\$ 22,501
Avg. Price to Market % (Time of Sale)	94%	95%	93%
Avg. Transaction to Market	94%	95%	93%
Avg. Transactional Discount	\$ (37)	\$ (56)	\$ (14)
Avg. Front-End Gross	\$ 1,291	\$ 1,204	\$ 1,390
Avg. Finance Gross	\$ 718	\$ 799	\$ 625
PUVR	\$ 2,009	\$ 2,003	\$ 2,015
Total Gross (Units & PUVR)	\$ 210,898	\$ 112,167	\$ 98,731
GROI	57%	52%	65%
% with Trade	26%	29%	22%
Avg. Over/Under Allowance	92	101	81



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	105	68	22
% of Retail Units	100%	65%	21%
% Retailed of Non-New Franchise	47%	50%	64%
Avg. Days to Sale	49.9	53.6	48.6
Avg. Transaction Price	\$ 25,358	\$ 25,913	\$ 21,324
Avg. Transaction to Market %	94%	93%	94%
Avg. Transactional Discount	\$ (37)	\$ (57)	\$ -
Avg. Front End Gross	\$ 1,291	\$ 1,376	\$ 1,490
Avg. Finance Gross	\$ 718	\$ 770	\$ 503
PUVR	\$ 2,009	\$ 2,147	\$ 1,993
Total Gross (Units & PUVR)	\$ 210,898	\$ 145,974	\$ 43,849
GROI	57%	56%	69%
% with Trade	26%	31%	14%
Avg. Over/Under Allowance	92	114	83



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	10	0	0
5%	10%	0%	0%
20%	0%	#DIV/0!	#DIV/0!
27.2	39.1	#DIV/0!	#DIV/0!
\$ 37,589	\$ 24,341	#DIV/0!	#DIV/0!
95%	95%	#DIV/0!	#DIV/0!
\$ 0	\$ -	#DIV/0!	#DIV/0!
\$ 2,848	\$ (509)	#DIV/0!	#DIV/0!
\$ 589	\$ 898	#DIV/0!	#DIV/0!
\$ 3,437	\$ 389	#DIV/0!	#DIV/0!
\$ 17,186	\$ 3,889	#DIV/0!	#DIV/0!
121%	15%	#DIV/0!	#DIV/0!
0%	30%	#DIV/0!	#DIV/0!
0	0	#DIV/0!	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	105	29	20
% of Retail Units	100%	28%	19%
% Retailed of Non-New Franchise	47%	34%	60%
Avg. Days to Sale	49.9	18.5	38.1
Avg. Transaction Price	\$ 25,358	\$ 29,052	\$ 25,551
Avg. Transaction to Market %	94%	98%	96%
Avg. Transactional Discount	\$ (37)	\$ 0	\$ -
Avg. Front End Gross	\$ 1,291	\$ 2,771	\$ 2,046
Avg. Finance Gross	\$ 718	\$ 930	\$ 614
PUVR	\$ 2,009	\$ 3,702	\$ 2,661
Total Gross (Units & PUVR)	\$ 210,898	\$ 107,344	\$ 53,216
GROI	57%	248%	99%
% with Trade	26%	21%	10%
Avg. Over/Under Allowance	92	59	49



46-60 days	61-90 days	90+ days
23	27	6
22%	26%	6%
48%	48%	50%
52.4	73.1	127.3
\$ 22,716	\$ 21,568	\$ 34,036
91%	90%	91%
\$ -	\$ (96)	\$ (211)
\$ 796	\$ 95	\$ (1,111)
\$ 724	\$ 534	\$ 839
\$ 1,520	\$ 630	\$ (272)
\$ 34,964	\$ 17,009	\$ (1,635)
46%	14%	-2%
35%	26%	67%
78	124	301