









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	GB47674A	2018	Audi	A5	46	Trade on New	No	\$ 20,995	\$ 20,995	94%	\$405	\$1,397
2	KP04192A	2019	Chevrolet	SILVERADO	18	Trade on Used	No	\$ 39,995	\$ 37,853	107%	\$3,972	\$640
3	RA16988A	2021	Ford	EXPLORER	6	Trade on New	No	\$ 37,495	\$ 35,495	108%	\$5,209	\$1,995
4	P08027F	2020	Ford	EDGE	69	Trade on Used	No	\$ 28,995	\$ 29,395	105%	\$570	\$1,604
5	GB58158A	2021	Ford	BRONCO SPORT	80	Trade on New	No	\$ 26,995	\$ 26,995	98%	(\$772)	\$4,445
6	KP59830	2022	Ford	F150	8	Auction/Wholesale	No	\$ 59,495	\$ 57,871	101%	\$1,822	\$165
7	P36601	2023	Ford	EXPEDITION	81	Loaner	No	\$ 81,995	\$ 81,835	101%	(\$449)	\$2,226
8	KP79785A	2016	Ford	FUSION	36	Trade on Used	No	\$ 12,495	\$ 9,695	106%	\$395	\$928
9	EC45136A	2017	Ford	F250	5	Trade on New	No	\$ 42,495	\$ 42,495	98%	\$6,526	\$3,237
10	P08031	2023	Ford	F150	67	Loaner	No	\$ 57,991	\$ 55,843	104%	\$852	\$423
11	KP62250A	2021	Kia	SPORTAGE	17	Trade on Used	No	\$ 19,495	\$ 17,306	103%	(\$567)	\$3,258
12	P42100A	2019	Nissan	FRONTIER	19	Trade on Used	No	\$ 20,995	\$ 20,995	106%	\$1,402	\$966
13	KP59830A	2020	Ram	1500	5	Trade on Used	No	\$ 29,495	\$ 22,500	103%	\$0	\$1,159
14	EL00596C	2018	Chevrolet	EQUINOX	20	Trade on Used	No	\$ 16,495	\$ 15,500	106%	\$2,306	\$1,197
15	KP14614	2016	Audi	Q5	2	Street/Curb Buy	No	\$ 12,495	\$ 7,995	80%	\$175	\$461
16	P12476A	2019	Ford	MUSTANG	51	Trade on Used	No	\$ 35,995	\$ 34,300	99%	(\$161)	\$4,122
17	GB25604F	2018	Ford	TAURUS	8	Trade on New	No	\$ 21,495	\$ 20,193	108%	\$4,318	\$1,479
18	RE20015A	2013	Buick	VERANO	6	Trade on New	No	\$ 9,995	\$ 9,995	109%	\$894	\$165
19	EC65372A	2023	Ford	F250	12	Trade on New	No	\$ 81,995	\$ 81,995	99%	\$5,019	\$4,987
20	KP02796A	2023	Lincoln	AVAITOR	21	Trade on Used	No	\$ 67,495	\$ 67,495	104%	\$4,345	\$3,298
21	EC14595A	2023	Ford	F250	72	Trade on New	No	\$ 66,995	\$ 64,595	101%	(\$1,215)	\$1,577
22	KP67203	2019	Ford	EXPEDITION	36	Auction/Wholesale	No	\$ 33,995	\$ 33,995	101%	\$1,527	\$2,304
23	FC21188A	2022	Ford	F150	66	Trade on New	No	\$ 59,495	\$ 59,495	100%	\$449	\$165
24	KP20351A	2014	Jeep	CHEROKEE	49	Trade on Used	No	\$ 13,995	\$ 13,995	101%	\$989	\$165
25	EE22469A	2005	Ford	F350	58	Trade on New	No	\$ 20,995	\$ 19,100		(\$285)	\$165
26	P08031A	2012	Toyota	TUNDRA	7	Trade on Used	No	\$ 16,495	\$ 14,495	100%	\$2,307	\$1,789
27	KP92835	2019	Volkswagen	ATLAS	6	Auction/Wholesale	No	\$ 17,495	\$ 14,352	97%	\$2,321	\$369

28	KP11745	2020	Ford	EXPLORER	58	Auction/Wholesale	No	\$	29,995	\$	29,995	103%	\$339	\$1,808
29	RA16438A	2021	Nissan	ROGUE	13	Trade on New	No	\$	22,995	\$	22,002	100%	\$571	\$3,442
30	KP83717	2018	Hyundai	TUCSON	47	Auction/Wholesale	No	\$	17,495	\$	16,395	103%	\$501	\$918
31	FD19966A	2020	Ford	F250	11	Trade on New	No	\$	39,495	\$	39,199	105%	(\$80)	\$587
32	KP05145	2020	Ford	EXPLORER	35	Auction/Wholesale	No	\$	38,495	\$	36,031	111%	\$2,503	\$1,730
33	P36601A	2016	Infiniti	QX80	9	Trade on Used	No	\$	24,495	\$	21,323	102%	\$1,498	\$769
34	RA53059A	2007	Lexus	ES350	7	Trade on New	No			\$	3,050		\$48	\$0
35	P51947A	2021	Volkswagen	TIGUAN	51	Trade on Used	No	\$	23,495	\$	23,995	96%	\$1,763	\$297
36	RE22025A	2019	Kia	SORENTO	6	Trade on New	No	\$	20,495	\$	20,495	101%	\$4,113	\$1,748
37	RA38349A	2012	Ford	FOCUS	10	Trade on New	No	\$	6,495	\$	4,667	104%	\$833	\$765
38	KP55310	2022	Ford	F350	46	Street/Curb Buy	No	\$	54,495	\$	51,638	106%	\$886	\$2,764
39	RE22025B	2004	Chevrolet	SILVERADO	2	Trade on Used	No	\$	8,995	\$	6,971		\$1,945	\$165
40	RA36574A	2001	Ford	F150	9	Trade on New	No	\$	8,495	\$	7,700		\$2,703	\$227
41	RE34315A	2018	Ford	F150	4	Trade on New	No	\$	27,995	\$	27,179	102%	\$2,575	\$3,398
42	KP07083	2020	Ram	1500	7	Street/Curb Buy	No	\$	39,995	\$	39,195	109%	\$3,426	\$4,285
43	RE20015A	2013	Buick	VERANO	7	Trade on New	No	\$	9,995	\$	9,995	109%	\$891	\$165
44	FD19966B	2011	Cadillac	ESCALADE	9	Trade on Used	No	\$	20,495	\$	20,495	113%	\$2,144	\$799
45	EC77207A	2024	Ford	F350	6	Trade on New	No	\$	99,495	\$	99,495	105%	\$5,369	\$2,564
46	RE00449A	2019	Ford	EXPLORER	36	Trade on New	No	\$	23,495	\$	23,495	100%	\$1,162	\$1,252
47	KP20351B	2020	Toyota	4RUNNER	16	Trade on Used	No	\$	37,495	\$	36,187	107%	\$5,056	\$5,699
48	FC84404H	2020	Jeep	WRANGLER	40	Trade on Used	No	\$	33,249	\$	33,249	92%	\$1,412	\$4,570
49	KE19630A	2016	Toyota	TUNDRA	43	Trade on Used	No	\$	27,495	\$	27,495	104%	\$3,769	\$2,942
50	RA22109A	2022	Ford	MAVERICK	44	Trade on New	No			\$	28,995		\$47	\$165
51	FD08935A	2018	BMW	3 SERIES	45	Trade on New	No	\$	15,495	\$	14,573	84%	\$541	\$165
52	FD19966C	2011	Chevrolet	TAHOE	3	Trade on Used	No	\$	10,995	\$	7,952	101%	\$1,250	\$165
53	RE00449B	2013	Ford	EXPLORER	3	Trade on Used	No			\$	6,989		\$895	\$315

## Scoreboard Totals

% Retailed of Non-Franchise Make	41%
Total # Retail Units	200
Avg. Days to Sale	32.6
Avg. Advertised Price (Time of Sale)	\$ 35,996
Avg. Transaction Price	\$ 34,450
Avg. Market Price at 100%	\$ 35,339
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ (1,544)
Avg. Front-End Gross	\$ 1,239
Avg. Finance Gross	\$ 2,407
PUVR	\$ 3,640
Total Gross (Units & PUVR)	\$ 728,004
GROI	117%
% with Trade	50%
Avg. Over/Under Allowance	(\$1,132)



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jake Newton	Rusty Shehee
% Retailed of Non-New Franchise	41%	40%	56%
Total # Retail Units	200	20	32
Avg. Days to Sale	32.6	33.9	30.6
Avg. Advertised Price (Time of Sale)	\$ 35,996	\$ 30,694	\$ 32,014
Avg. Transaction Price	\$ 34,450	\$ 28,942	\$ 30,675
Avg. Market Price at 100%	\$ 35,339	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,544)	\$ (2,852)	\$ (1,662)
Avg. Front-End Gross	\$ 1,239	\$ 1,030	\$ 1,921
Avg. Finance Gross	\$ 2,407	\$ 1,948	\$ 1,522
PUVR	\$ 3,640	\$ 2,978	\$ 3,443
Total Gross (Units & PUVR)	\$ 728,004	\$ 59,562	\$ 110,168
GROI	117%	109%	132%
% with Trade	50%	50%	59%
Avg. Over/Under Allowance	-1,132	-1,380	-1,337



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

Guy Miranda	Dewayne Griffith		
38%	38%	#DIV/0!	#DIV/0!
32	8	0	0
27.1	51.8	#DIV/0!	#DIV/0!
\$ 30,197	\$ 40,064	#DIV/0!	#DIV/0!
\$ 29,191	\$ 37,704	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 62	\$ 2,360	#DIV/0!	#DIV/0!
\$ 1,460	\$ 409	#DIV/0!	#DIV/0!
\$ 1,882	\$ 1,136	#DIV/0!	#DIV/0!
\$ 3,341	\$ 1,545	#DIV/0!	#DIV/0!
\$ 106,925	\$ 12,362	#DIV/0!	#DIV/0!
152%	29%	#DIV/0!	#DIV/0!
41%	50%	#DIV/0!	#DIV/0!
-1,995	-500	#DIV/0!	#DIV/0!





## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Jordan Brown	Matt Buckner
% Retailed of Non-New Franchise	41%	83%	42%
Total # Retail Units	200	6	19
Avg. Days to Sale	32.6	20.5	26.4
Avg. Advertised Price (Time of Sale)	\$ 35,996	\$ 29,717	\$ 31,685
Avg. Transaction Price	\$ 34,450	\$ 29,195	\$ 30,510
Avg. Market Price at 100%	\$ 35,339	\$ 28,919	\$ 30,885
Avg. Price to Market % (Time of Sale)	102%	103%	103%
Avg. Transaction to Market	97%	101%	99%
Avg. Transactional Discount	\$ (1,544)	\$ 521	\$ 1,175
Avg. Front-End Gross	\$ 1,239	\$ 3,073	\$ 1,284
Avg. Finance Gross	\$ 2,407	\$ 2,093	\$ 1,885
PUVR	\$ 3,640	\$ 5,166	\$ 3,169
Total Gross (Units & PUVR)	\$ 728,004	\$ 30,996	\$ 60,212
GROI	117%	311%	142%
% with Trade	50%	50%	32%
Avg. Over/Under Allowance	-1,132	-332	-1,467



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

Bill James	Milan Jirak	Will Mcallister	Kenny Redmond
38%	33%	67%	36%
16	6	9	11
26.6	27.7	30.0	44.9
\$ 33,035	\$ 27,495	\$ 24,387	\$ 42,645
\$ 28,314	\$ 26,952	\$ 23,413	\$ 40,399
#DIV/0!	\$ 26,861	\$ 24,464	#DIV/0!
#DIV/0!	102%	100%	#DIV/0!
#DIV/0!	100%	96%	#DIV/0!
\$ 591	\$ 543	\$ 974	\$ (1,631)
\$ 1,483	\$ 716	\$ 1,005	\$ 1,860
\$ 1,244	\$ 956	\$ 2,340	\$ 2,158
\$ 2,726	\$ 1,672	\$ 3,345	\$ 4,018
\$ 43,621	\$ 10,034	\$ 30,108	\$ 44,199
130%	81%	171%	80%
50%	50%	67%	64%
-3,021	-2,712	-1,179	-1,449

Andre Rhodman	Corkey Sepulveda	Jonathan Tigci	Chris Bullard
#DIV/0!	20%	25%	57%
0	5	8	7
#DIV/0!	43.4	43.5	26.9
#DIV/0!	\$ 27,395	\$ 46,736	\$ 25,495
#DIV/0!	\$ 26,610	\$ 42,407	\$ 24,125
#DIV/0!	#DIV/0!	#DIV/0!	\$ 25,357
#DIV/0!	#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	#DIV/0!	95%
#DIV/0!	\$ 785	\$ (13,197)	\$ 1,370
#DIV/0!	\$ (603)	\$ 1,970	\$ 1,897
#DIV/0!	\$ 2,525	\$ 1,516	\$ 1,662
#DIV/0!	\$ 1,922	\$ 3,486	\$ 3,559
#DIV/0!	\$ 9,610	\$ 27,888	\$ 24,911
#DIV/0!	60%	68%	198%
#DIV/0!	20%	50%	71%
#DIV/0!	-2,397	-1,141	-213

STEVEN STRICKLA	HOUSE	JESSE FANNON	AARON RODGERS
0%	40%	100%	0%
2	5	1	1
30.0	18.8	17.0	36.0
\$ 36,243	\$ 35,845	\$ 19,495	\$ 33,995
\$ 33,465	\$ 28,386	\$ 17,306	\$ 33,995
\$ 35,698	#DIV/0!	\$ 18,927	\$ 33,658
102%	#DIV/0!	103%	101%
94%	#DIV/0!	91%	101%
\$ 2,778	\$ 290	\$ 2,189	\$ -
\$ 1,327	\$ 1,061	\$ (567)	\$ 1,527
\$ 537	\$ 284	\$ 3,258	\$ 2,304
\$ 1,864	\$ 1,345	\$ 2,691	\$ 3,831
\$ 3,727	\$ 6,727	\$ 2,691	\$ 3,831
67%	91%	329%	113%
100%	60%	100%	0%
0	-2,333	-2,674	#DIV/0!

JEREMY JONES			
33%	#DIV/0!	#DIV/0!	#DIV/0!
3	0	0	0
59.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,828	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,364	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,465	#DIV/0!	#DIV/0!	#DIV/0!
\$ 636	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,155	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,791	#DIV/0!	#DIV/0!	#DIV/0!
\$ 5,373	#DIV/0!	#DIV/0!	#DIV/0!
43%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!	#DIV/0!























## Scoreboard

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Finance Manager	Totals	Kevin Fox	Brent Stier
% Retailed of Non-New Franchise	41%	50%	42%
Total # Retail Units	200	46	19
Avg. Days to Sale	32.6	31.3	27.6
Avg. Advertised Price (Time of Sale)	\$ 35,996	\$ 32,455	\$ 33,773
Avg. Transaction Price	\$ 34,450	\$ 30,918	\$ 31,089
Avg. Market Price at 100%	\$ 35,339	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,544)	\$ (1,286)	\$ 906
Avg. Front-End Gross	\$ 1,239	\$ 1,424	\$ 1,722
Avg. Finance Gross	\$ 2,407	\$ 1,892	\$ 1,575
PUVR	\$ 3,640	\$ 3,316	\$ 3,297
Total Gross (Units & PUVR)	\$ 728,004	\$ 152,530	\$ 62,642
GROI	117%	123%	138%
% with Trade	50%	57%	47%
Avg. Over/Under Allowance	-1,132	-1,268	-1,235



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Chris Bullard			
37%	#DIV/0!	#DIV/0!	#DIV/0!
27	0	0	0
36.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,433	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,010	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,758)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,253	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,482	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,735	#DIV/0!	#DIV/0!	#DIV/0!
\$ 73,845	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
41%	#DIV/0!	#DIV/0!	#DIV/0!
-2,264	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	0	126
Avg. Days to Sale	32.6	#DIV/0!	34.1
Avg. Advertised Price (Time of Sale)	\$ 35,996	#DIV/0!	\$ 32,424
Avg. Transaction Price	\$ 34,450	#DIV/0!	\$ 32,424
Avg. Market Price at 100%	\$ 35,339	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,544)	#DIV/0!	\$ (705)
Avg. Front-End Gross	\$ 1,239	#DIV/0!	\$ 1,339
Avg. Finance Gross	\$ 2,407	#DIV/0!	\$ 1,918
PUVR	\$ 3,640	#DIV/0!	\$ 3,257
Total Gross (Units & PUVR)	\$ 728,004	#DIV/0!	\$ 410,365
GROI	117%	#DIV/0!	106%
% with Trade	50%	#DIV/0!	49%
Avg. Over/Under Allowance	-1,132	#DIV/0!	-1,096



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	118	82
Avg. Days to Sale	32.6	36.6	26.9
Avg. Advertised Price (Time of Sale)	\$ 35,996	\$ 40,194	\$ 28,821
Avg. Transaction Price	\$ 34,450	\$ 38,346	\$ 28,821
Avg. Market Price at 100%	\$ 35,339	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,544)	\$ (2,275)	\$ (488)
Avg. Front-End Gross	\$ 1,239	\$ 1,121	\$ 1,408
Avg. Finance Gross	\$ 2,407	\$ 2,450	\$ 2,345
PUVR	\$ 3,640	\$ 3,596	\$ 3,704
Total Gross (Units & PUVR)	\$ 728,004	\$ 424,319	\$ 303,705
GROI	117%	92%	172%
% with Trade	50%	53%	46%
Avg. Over/Under Allowance	-1,132	-1,012	-1,306



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	78	63
% of Retail Units	100%	39%	32%
% Retailed of Non-New Franchise	41%	36%	60%
Avg. Days to Sale	32.6	29.7	32.8
Avg. Transaction Price	\$ 34,450	\$ 34,918	\$ 28,098
Avg. Transaction to Market %	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,544)	\$ (1,640)	\$ (937)
Avg. Front End Gross	\$ 1,239	\$ 1,601	\$ 1,159
Avg. Finance Gross	\$ 2,407	\$ 2,270	\$ 2,244
PUVR	\$ 3,640	\$ 3,871	\$ 3,403
Total Gross (Units & PUVR)	\$ 728,004	\$ 301,933	\$ 214,385
GROI	117%	134%	133%
% with Trade	50%	46%	48%
Avg. Over/Under Allowance	-1,132	-1,043	-1,222



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
5	36	17	1
3%	18%	9%	1%
60%	19%	35%	0%
12.6	38.1	41.6	1.0
\$ 22,271	\$ 37,955	\$ 55,235	\$ 21,000
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (874)	\$ (2,697)	\$ 251	\$ (21,000)
\$ 1,697	\$ 1,061	\$ 185	\$ -
\$ 1,623	\$ 2,762	\$ 3,133	\$ 2,175
\$ 3,320	\$ 3,823	\$ 3,200	\$ 2,175
\$ 16,598	\$ 137,640	\$ 54,392	\$ 2,175
426%	95%	50%	3729%
20%	58%	71%	0%
#DIV/0!	-1,032	-1,335	#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	200	117	27
% of Retail Units	100%	59%	14%
% Retailed of Non-New Franchise	41%	50%	30%
Avg. Days to Sale	32.6	11.1	39.5
Avg. Transaction Price	\$ 34,450	\$ 31,772	\$ 33,388
Avg. Transaction to Market %	97%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,544)	\$ (1,745)	\$ (1,640)
Avg. Front End Gross	\$ 1,239	\$ 2,234	\$ 1,561
Avg. Finance Gross	\$ 2,407	\$ 2,383	\$ 2,341
PUVR	\$ 3,640	\$ 4,617	\$ 3,903
Total Gross (Units & PUVR)	\$ 728,004	\$ 540,217	\$ 105,368
GROI	117%	471%	107%
% with Trade	50%	44%	52%
Avg. Over/Under Allowance	-1,132	-1,318	-439



46-60 days	61-90 days	90+ days
20	28	8
10%	14%	4%
40%	21%	25%
52.4	74.7	127.8
\$ 35,754	\$ 40,343	\$ 52,840
#DIV/0!	#DIV/0!	100%
\$ (1,482)	\$ (1,017)	\$ (314)
\$ 769	\$ (1,700)	\$ (2,952)
\$ 1,996	\$ 2,680	\$ 3,056
\$ 2,764	\$ 980	\$ 104
\$ 55,289	\$ 27,441	\$ 832
53%	12%	1%
60%	54%	100%
-179	-1,197	-2,613