

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Rob Peterson	Mike Fox	Dustin Murry
Andrew Pendleton	Eric Slings	Rob Peterson
Anthony Cortez	Shelby Dittmer	Anthony Cortez
Arin Jackson	Albert Lewis	Eric Balk
	Ryan Hemp	Jessica Michalowski
	Ryan Reynolds	Charlina Crewse
	Seth Fineran	Mitchell Thuman
	Jordan Spooner	Caden Lewis
	Timothy Tinkle	Devonte Fristo
		Charlie Kamp
		Andrew Pendleton
		Hunter Talbot
		Angel urenda
		Amanda Wuekber
		Brittney Cannon
		Samantha Lafollette
		Beau Norgaard
		Madeline Aragon
		Trent Larson
		Cassidy Peterson
		Dustin Murry
		Rob Peterson
		Anthony Cortez
		Eric Balk
		Jessica Michalowski
		Charlina Crewse
		Mitchell Thuman
		Caden Lewis
		Devonte Fristo
		Charlie Kamp
		Andrew Pendleton
		Hunter Talbot
		Angel urenda
		Amanda Wuekber
		Brittney Cannon
		Samantha Lafollette
		Beau Norgaard
		Madeline Aragon
		Trent Larson
		Cassidy Peterson
		Jordan Spooner
		Jordan Spooner

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	217015	2021	Ram	1500	18	Street/Curb Buy	No	\$ 36,588	\$ 36,588	95%	\$1,857	\$0
2	2480178a	2023	Ford	F-350	29	Trade on New	No	\$ 74,988	\$ 74,988	90%	\$6,700	\$0
3	2460144a	2022	Ford	Maverick	45	Trade on New	No	\$ 27,688	\$ 27,688	90%	\$1,325	\$574
4	2460148a	2023	Ford	f-350	36	Trade on New	No	\$ 80,988	\$ 80,988	95%	\$3,305	\$4,262
5	2320456B	2022	GMC	Sierra 1500	57	Trade on Used	No	\$ 61,588	\$ 61,588	95%	(\$144)	\$0
6	2460058a	2012	Volkswagen	Passat	9	Trade on Used	No	\$ 9,388	\$ 9,388	90%	\$2,118	\$0
7	2460044a	2015	Ford	F-350	78	Trade on New	No	\$ 40,788	\$ 40,788	88%	\$1,871	\$601
8	2380193a	2014	Ford	Edge	33	Trade on New	No	\$ 10,500	\$ 10,888	100%	(\$1,101)	\$0
9	2460117a	2022	Chevrolet	Tahoe	77	Trade on New	No	\$ 59,988	\$ 59,988	90%	(\$111)	\$7,774
10	2320229a	2020	Ram	2500	156	Trade on New	No	\$ 40,589	\$ 40,589	95%	(\$1,077)	\$333
11	2361798a	2021	Ford	F-250	33	Trade on New	No	\$ 58,888	\$ 58,888	90%	\$4,895	\$742
12	2361480b	2017	Chevrolet	1500	15	Trade on Used	No	\$ 31,988	\$ 31,988	90%	\$6,190	\$1,500
13	2361268a	2019	Chevrolet	1500	38	Trade on New	No	\$ 35,488	\$ 35,488	95%	\$1,207	\$0
14	2320343b	2019	Jeep	Grand Cherokee	52	Trade on Used	No	\$ 20,388	\$ 20,388	90%	(\$1,354)	\$1,528
15	2370213a	2023	Ford	F-150	87	Street/Curb Buy	No	\$ 49,688	\$ 49,888	90%	\$753	\$5,028
16	2361530a	2020	Ford	F-150	63	Trade on New	No	\$ 30,988	\$ 30,988	95%	\$1,788	\$0
17	2361435a	2018	Jeep	Wrangler	71	Trade on Used	No	\$ 30,288	\$ 30,288	85%	(\$465)	\$2,037
18	2460150b	2016	Ford	F-150	13	Trade on Used	No	\$ 35,588	\$ 35,588	85%	\$1,434	\$0
19	2480065a	2020	Jeep	Compass	11	Trade on Used	No	\$ 23,288	\$ 23,288	90%	\$4,158	\$0
20	2361033b	2022	Jeep	Wrangler	8	Trade on Used	No	\$ 35,988	\$ 35,988	90%	\$7,297	\$583
21	2380227a	2021	Jeep	Renegade	103	Trade on New	No	\$ 19,288	\$ 19,288	90%	(\$205)	\$3,437
22	2460035b	2020	Chrysler	Pacifica	84	Trade on Used	No	\$ 27,888	\$ 27,888	90%	\$1,947	\$0
23	2420040b	2012	Ford	Mustang	98	Trade on New	No	\$ 18,388	\$ 18,388	90%	\$33	\$0
24	2460048b	2022	Ford	F-350	95	Trade on New	No	\$ 60,788	\$ 60,788	98%	(\$4,146)	\$650
25	2361814a	2018	Ford	F-150	9	Trade on New	No	\$ 25,588	\$ 25,588	95%	\$3,690	\$0
26	2361708b	2019	Ram	1500	112	Trade on Used	No	\$ 29,988	\$ 29,988	92%	(\$1,753)	\$0
27	2460297a	2015	Ford	F-150	9	Trade on New	No	\$ 23,988	\$ 23,988	90%	\$3,363	\$3,725
28	2360514A	2017	Jeep	Cherokee	48	Trade on Used	No	\$ 13,588	\$ 13,588	100%	\$4,362	\$1,810
29	222876a	2019	Ram	1500	52	Trade on Used	No	\$ 35,988	\$ 35,988	95%	\$2,373	\$3,639
30	2361676a	2021	Ram	1500	6	Trade on New	No	\$ 37,988	\$ 37,988	95%	\$3,095	\$750
31	2460268a	2021	Mazda	CX-30	2	Trade on Used	No	\$ 24,988	\$ 24,988	90%	\$3,754	\$0
32	2460163a	2022	Ram	3500	77	Trade on New	No	\$ 70,888	\$ 70,888	88%	\$2,778	\$0
33	2361612a	2016	Ford	Explorer	7	Trade on Used	No	\$ 17,988	\$ 17,988	90%	\$3,272	\$0
34	2361459a	2018	Chevrolet	Silverado	119	Trade on New	No	\$ 49,288	\$ 49,588	95%	(\$1,389)	\$341

35	2480171e	2018	Chevrolet	Equinox	65	Trade on Used	No	\$	12,288	\$	12,288	90%	\$1,786	\$0
36	2480191a	2011	Volkswagen	GTI	58	Trade on Used	No	\$	8,588	\$	8,588	95%	(\$688)	\$1,175
37	2460281a	2009	Ford	F-150	5	Trade on Used	No	\$	13,988	\$	13,988	98%	\$6,460	\$100
38	2361163a	2013	GMC	Sierra 1500	233	Trade on Used	No	\$	16,488	\$	16,488	90%	(\$1,749)	\$100
39	2370214	2023	Chevrolet	Malibu	122	Street/Curb Buy	No	\$	21,588	\$	21,588	90%	(\$839)	\$0
40	2380221a	2015	Honda	Odyssey	79	Trade on Used	No	\$	16,388	\$	16,388	90%	\$1,055	\$0
41	238043b	2017	Ford	F-150	18	Trade on Used	No	\$	28,988	\$	28,988	95%	\$2,606	\$703
42	2361813a	2018	Ford	F-150	48	Trade on New	No	\$	47,988	\$	47,988	87%	\$802	\$4,817
43	2460370a	2021	Ford	F-150	4	Trade on New	No	\$	39,988	\$	39,988	80%	\$4,233	\$1,248
44	2460148b	2021	Ram	1500	17	Trade on New	No	\$	43,988	\$	43,988	90%	\$5,277	\$466
45	2360675b	2015	Toyota	Tacoma	76	Trade on New	No	\$	25,888	\$	25,888	90%	\$2,051	\$0
46	2480048d	2015	Cadillac	SRX	39	Trade on Used	No	\$	15,588	\$	15,588	95%	\$1,872	\$0
47	2460162a	2023	Ford	F-250	79	Trade on New	No	\$	73,988	\$	73,988	90%	(\$6,795)	\$3,114
48	2480218a	2023	Jeep	Wrangler	20	Trade on New	No	\$	37,588	\$	37,588	85%	\$4,125	\$4,984
49	#2370185A	2020	Ram	1500	43	Trade on Used	No	\$	39,988	\$	39,988	96%	\$1,399	\$1,496
50	#2320298A	2017	Ford	F150	127	Trade on New	No	\$	28,000	\$	28,000	91%	(\$10,405)	\$0
51	#2330012B	2013	Dodge	GRAND CARAVAN	8	Trade on Used	No	\$	8,988	\$	8,988	90%	\$3,545	\$0
52	#2360934B	2019	Jeep	CHEROKEE	97	Trade on Used	No	\$	21,988	\$	21,988	97%	(\$941)	\$0
53	#2361324B	2015	Ford	EDGE	84	Trade on Used	No	\$	14,988	\$	14,988	94%	(\$934)	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	63%
Total # Retail Units	180
Avg. Days to Sale	70.2
Avg. Advertised Price (Time of Sale)	\$ 30,699
Avg. Transaction Price	\$ 30,704
Avg. Market Price at 100%	\$ 33,264
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	92%
Avg. Transactional Discount	\$ (5)
Avg. Front-End Gross	\$ 192
Avg. Finance Gross	\$ 971
PUVR	\$ 1,163
Total Gross (Units & PUVR)	\$ 209,352
GROI	19%
% with Trade	29%
Avg. Over/Under Allowance	\$168



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Andrew Pendleton	Arin Jackson
% Retailed of Non-New Franchise	63%	67%	66%
Total # Retail Units	180	3	32
Avg. Days to Sale	70.2	47.0	67.6
Avg. Advertised Price (Time of Sale)	\$ 30,699	\$ 39,288	\$ 31,963
Avg. Transaction Price	\$ 30,704	\$ 39,288	\$ 31,963
Avg. Market Price at 100%	\$ 33,264	\$ 44,266	\$ 35,054
Avg. Price to Market % (Time of Sale)	92%	89%	91%
Avg. Transaction to Market	92%	89%	91%
Avg. Transactional Discount	\$ (5)	\$ -	\$ -
Avg. Front-End Gross	\$ 192	\$ 2,710	\$ (468)
Avg. Finance Gross	\$ 971	\$ 1,761	\$ 888
PUVR	\$ 1,163	\$ 4,471	\$ 420
Total Gross (Units & PUVR)	\$ 209,352	\$ 13,413	\$ 13,434
GROI	19%	87%	7%
% with Trade	29%	0%	31%
Avg. Over/Under Allowance	168	167	60



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

Anthony Cortez	Rob Peterson		
58%	66%	#DIV/0!	#DIV/0!
55	90	0	0
63.1	76.2	#DIV/0!	#DIV/0!
\$ 27,642	\$ 31,831	#DIV/0!	#DIV/0!
\$ 27,646	\$ 31,839	#DIV/0!	#DIV/0!
\$ 30,024	\$ 34,304	#DIV/0!	#DIV/0!
92%	93%	#DIV/0!	#DIV/0!
92%	93%	#DIV/0!	#DIV/0!
\$ (4)	\$ (8)	#DIV/0!	#DIV/0!
\$ 527	\$ 138	#DIV/0!	#DIV/0!
\$ 1,217	\$ 823	#DIV/0!	#DIV/0!
\$ 1,745	\$ 962	#DIV/0!	#DIV/0!
\$ 95,951	\$ 86,554	#DIV/0!	#DIV/0!
36%	14%	#DIV/0!	#DIV/0!
24%	33%	#DIV/0!	#DIV/0!
232	168	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Eric Balk	Dustin Murry
% Retailed of Non-New Franchise	63%	80%	69%
Total # Retail Units	180	10	13
Avg. Days to Sale	70.2	48.4	90.2
Avg. Advertised Price (Time of Sale)	\$ 30,699	\$ 36,738	\$ 26,559
Avg. Transaction Price	\$ 30,704	\$ 36,738	\$ 26,559
Avg. Market Price at 100%	\$ 33,264	\$ 40,364	\$ 28,904
Avg. Price to Market % (Time of Sale)	92%	91%	92%
Avg. Transaction to Market	92%	91%	92%
Avg. Transactional Discount	\$ (5)	\$ -	\$ -
Avg. Front-End Gross	\$ 192	\$ 1,578	\$ (29)
Avg. Finance Gross	\$ 971	\$ 924	\$ 507
PUVR	\$ 1,163	\$ 2,501	\$ 478
Total Gross (Units & PUVR)	\$ 209,352	\$ 25,010	\$ 6,219
GROI	19%	51%	7%
% with Trade	29%	20%	31%
Avg. Over/Under Allowance	168	600	100



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

Jessica Michalowski	Charlina Crewse	Mitchell Thuman	Andrew Pendleton
58%	44%	83%	69%
12	9	6	16
104.0	35.3	59.7	71.8
\$ 25,146	\$ 41,994	\$ 39,955	\$ 28,929
\$ 25,146	\$ 41,994	\$ 39,955	\$ 28,929
\$ 26,992	\$ 45,221	\$ 44,195	\$ 31,355
93%	93%	90%	92%
93%	93%	90%	92%
\$ -	\$ -	\$ -	\$ -
\$ (1,186)	\$ 2,529	\$ (518)	\$ 55
\$ 698	\$ 1,033	\$ 743	\$ 537
\$ (488)	\$ 3,562	\$ 225	\$ 593
\$ (5,859)	\$ 32,060	\$ 1,350	\$ 9,480
-7%	86%	3%	10%
25%	44%	33%	13%
-48	111	0	13

Cassidy Peterson	Madeline Aragon	Beau Norgaard	Samantha Lafollette
91%	43%	53%	64%
11	14	17	14
78.5	54.4	84.3	105.9
\$ 32,743	\$ 38,045	\$ 33,029	\$ 31,726
\$ 32,770	\$ 38,059	\$ 33,029	\$ 31,754
\$ 34,566	\$ 41,484	\$ 36,087	\$ 33,877
95%	92%	92%	94%
95%	92%	92%	94%
\$ (27)	\$ (14)	\$ -	\$ (28)
\$ 790	\$ 1,388	\$ (975)	\$ (1,788)
\$ 430	\$ 1,747	\$ 1,190	\$ 927
\$ 1,220	\$ 3,135	\$ 215	\$ (861)
\$ 13,416	\$ 43,888	\$ 3,648	\$ (12,048)
17%	55%	3%	-9%
18%	36%	24%	50%
136	321	94	54

Hunter Talbot	Jordan Spooner	Angel urenada	Amanda Wuekber
61%	91%	63%	40%
23	11	8	5
59.1	34.2	66.8	52.0
\$ 23,663	\$ 25,888	\$ 25,461	\$ 43,128
\$ 23,663	\$ 25,888	\$ 25,461	\$ 43,128
\$ 25,428	\$ 28,186	\$ 28,054	\$ 47,499
93%	92%	91%	91%
93%	92%	91%	91%
\$ -	\$ -	\$ -	\$ -
\$ 438	\$ 1,688	\$ (250)	\$ 13
\$ 734	\$ 1,370	\$ 1,257	\$ 3,020
\$ 1,172	\$ 3,058	\$ 1,006	\$ 3,033
\$ 26,963	\$ 33,637	\$ 8,052	\$ 15,165
30%	124%	21%	49%
26%	27%	38%	40%
304	136	125	200

Trent Larson			
45%	#DIV/0!	#DIV/0!	#DIV/0!
11	0	0	0
75.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,824	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,824	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,222	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (31)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 792	#DIV/0!	#DIV/0!	#DIV/0!
\$ 761	#DIV/0!	#DIV/0!	#DIV/0!
\$ 8,370	#DIV/0!	#DIV/0!	#DIV/0!
14%	#DIV/0!	#DIV/0!	#DIV/0!
36%	#DIV/0!	#DIV/0!	#DIV/0!
318	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Mike Fox	Timothy Tinkle
% Retailed of Non-New Franchise	63%	67%	56%
Total # Retail Units	180	46	48
Avg. Days to Sale	70.2	69.9	85.4
Avg. Advertised Price (Time of Sale)	\$ 30,699	\$ 32,949	\$ 30,254
Avg. Transaction Price	\$ 30,704	\$ 32,949	\$ 30,254
Avg. Market Price at 100%	\$ 33,264	\$ 35,638	\$ 32,826
Avg. Price to Market % (Time of Sale)	92%	92%	92%
Avg. Transaction to Market	92%	92%	92%
Avg. Transactional Discount	\$ (5)	\$ -	\$ -
Avg. Front-End Gross	\$ 192	\$ 723	\$ (1,017)
Avg. Finance Gross	\$ 971	\$ 950	\$ 919
PUVR	\$ 1,163	\$ 1,673	\$ (98)
Total Gross (Units & PUVR)	\$ 209,352	\$ 76,938	\$ (4,723)
GROI	19%	26%	-1%
% with Trade	29%	22%	40%
Avg. Over/Under Allowance	168	234	192



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Seth Fineran	Jordan Spooner	Eric Slings	Shelby Dittmer
71%	46%	60%	#DIV/0!
58	13	15	0
67.4	50.5	50.2	#DIV/0!
\$ 29,634	\$ 27,797	\$ 31,855	#DIV/0!
\$ 29,634	\$ 27,826	\$ 31,888	#DIV/0!
\$ 31,959	\$ 30,354	\$ 35,330	#DIV/0!
93%	92%	90%	#DIV/0!
93%	92%	90%	#DIV/0!
\$ -	\$ (30)	\$ (33)	#DIV/0!
\$ 149	\$ 633	\$ 2,221	#DIV/0!
\$ 897	\$ 895	\$ 1,552	#DIV/0!
\$ 1,046	\$ 1,528	\$ 3,773	#DIV/0!
\$ 60,672	\$ 19,865	\$ 56,599	#DIV/0!
19%	39%	85%	#DIV/0!
38%	8%	7%	#DIV/0!
133	77	107	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	180	0	180
Avg. Days to Sale	70.2	#DIV/0!	70.2
Avg. Advertised Price (Time of Sale)	\$ 30,699	#DIV/0!	\$ 30,704
Avg. Transaction Price	\$ 30,704	#DIV/0!	\$ 30,704
Avg. Market Price at 100%	\$ 33,264	#DIV/0!	\$ 33,295
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!	92%
Avg. Transaction to Market	92%	#DIV/0!	92%
Avg. Transactional Discount	\$ (5)	#DIV/0!	\$ (5)
Avg. Front-End Gross	\$ 192	#DIV/0!	\$ 192
Avg. Finance Gross	\$ 971	#DIV/0!	\$ 971
PUVR	\$ 1,163	#DIV/0!	\$ 1,163
Total Gross (Units & PUVR)	\$ 209,352	#DIV/0!	\$ 209,352
GROI	19%	#DIV/0!	19%
% with Trade	29%	#DIV/0!	29%
Avg. Over/Under Allowance	168	#DIV/0!	168



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	180	66	114
Avg. Days to Sale	70.2	69.3	70.6
Avg. Advertised Price (Time of Sale)	\$ 30,699	\$ 33,012	\$ 29,362
Avg. Transaction Price	\$ 30,704	\$ 33,021	\$ 29,362
Avg. Market Price at 100%	\$ 33,264	\$ 35,736	\$ 31,883
Avg. Price to Market % (Time of Sale)	92%	92%	92%
Avg. Transaction to Market	92%	92%	92%
Avg. Transactional Discount	\$ (5)	\$ (9)	\$ (3)
Avg. Front-End Gross	\$ 192	\$ (103)	\$ 363
Avg. Finance Gross	\$ 971	\$ 1,007	\$ 950
PUVR	\$ 1,163	\$ 904	\$ 1,313
Total Gross (Units & PUVR)	\$ 209,352	\$ 59,655	\$ 149,696
GROI	19%	14%	23%
% with Trade	29%	30%	29%
Avg. Over/Under Allowance	168	137	186



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	180	107	52
% of Retail Units	100%	59%	29%
% Retailed of Non-New Franchise	63%	54%	75%
Avg. Days to Sale	70.2	69.8	66.5
Avg. Transaction Price	\$ 30,704	\$ 36,832	\$ 21,035
Avg. Transaction to Market %	92%	92%	92%
Avg. Transactional Discount	\$ (5)	\$ (6)	\$ -
Avg. Front End Gross	\$ 192	\$ 214	\$ 701
Avg. Finance Gross	\$ 971	\$ 1,063	\$ 759
PUVR	\$ 1,163	\$ 1,277	\$ 1,460
Total Gross (Units & PUVR)	\$ 209,352	\$ 136,641	\$ 75,944
GROI	19%	18%	38%
% with Trade	29%	36%	13%
Avg. Over/Under Allowance	168	166	231



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
21	0	0	0
12%	0%	0%	0%
81%	#DIV/0!	#DIV/0!	#DIV/0!
81.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,420	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (10)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,177)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,023	#DIV/0!	#DIV/0!	#DIV/0!
\$ (154)	#DIV/0!	#DIV/0!	#DIV/0!
\$ (3,233)	#DIV/0!	#DIV/0!	#DIV/0!
-3%	#DIV/0!	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!	#DIV/0!
24	#DIV/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	180	44	25
% of Retail Units	100%	24%	14%
% Retailed of Non-New Franchise	63%	59%	60%
Avg. Days to Sale	70.2	15.9	38.0
Avg. Transaction Price	\$ 30,704	\$ 30,053	\$ 31,184
Avg. Transaction to Market %	92%	92%	94%
Avg. Transactional Discount	\$ (5)	\$ -	\$ (16)
Avg. Front End Gross	\$ 192	\$ 2,992	\$ 1,934
Avg. Finance Gross	\$ 971	\$ 866	\$ 1,009
PUVR	\$ 1,163	\$ 3,858	\$ 2,943
Total Gross (Units & PUVR)	\$ 209,352	\$ 169,774	\$ 73,571
GROI	19%	291%	89%
% with Trade	29%	20%	28%
Avg. Over/Under Allowance	168	257	90



46-60 days	61-90 days	90+ days
22	35	53
12%	19%	29%
68%	69%	62%
54.0	75.3	136.1
\$ 29,004	\$ 33,946	\$ 29,562
93%	91%	93%
\$ -	\$ (6)	\$ (6)
\$ 891	\$ (811)	\$ (2,601)
\$ 1,341	\$ 1,295	\$ 688
\$ 2,232	\$ 484	\$ (1,913)
\$ 49,105	\$ 16,952	\$ (101,411)
51%	7%	-17%
36%	34%	32%
260	203	74