

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CPO	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	TU11181	23	Toyota	Camry	29	ntal Fleet (Enterprise, e	Yes	\$ 25,996	\$ 25,996	104%	(\$2,623)	\$1,187
2	TU11176	23	Toyota	Sienna	38	Loaner	Yes	\$ 53,918	\$ 49,996	91%	\$8,286	\$650
3	TU11162	18	Ram	1500 Rebel	28	Auction/Wholesale	No	\$ 34,788	\$ 34,637	104%	(\$1,793)	\$292
4	TU11117	24	Toyota	Highlander	52	Street/Curb Buy	Yes	\$ 51,996	\$ 51,000	95%	(\$1,423)	\$4,000
5	TU11213	21	Subaru	Crosstrek	21	ntal Fleet (Enterprise, e	No	\$ 24,996	\$ 23,771	101%	(\$841)	\$300
6	T53679A	15	Toyota	Camry Hybrid	24	Trade on New	No	\$ 19,788	\$ 17,500	104%	\$3,727	\$1,858
7	T53928A	21	Toyota	Tacoma	15	Trade on New	Yes	\$ 42,996	\$ 40,999	106%	\$6,298	\$2,167
8	T53865A	18	Toyota	Rav4	18	Trade on New	No	\$ 24,996	\$ 23,685	103%	\$2,594	\$346
9	T53901A	19	Toyota	Rav4	19	Trade on New	Yes	\$ 32,896	\$ 32,896	104%	\$3,728	\$2,181
10	T53826A	23	Chevrolet	Traverse	23	Trade on New	No	\$ 47,896	\$ 43,999	99%	\$45	\$392
11	T53668B	12	Toyota	Corolla	12	Trade on Used	No	\$ 13,996	\$ 13,996	116%	\$3,472	\$130
12	TU10920B	21	Subaru	WRX	3	Trade on Used	No	\$ 26,996	\$ 25,700	95%	\$350	\$229
13	TU11204	21	GMC	Sierra	94	ntal Fleet (Enterprise, e	No	\$ 64,996	\$ 64,996	105%	\$6,018	\$3,606
14	TTC5224	17	Subaru	Forester	11	Auction/Wholesale	No	\$ 24,996	\$ 24,996	132%	\$3,095	\$0
15	T53804A	21	Toyota	Prius	41	Trade on New	Yes	\$ 27,996	\$ 26,790	98%	\$3,047	\$1,570
16	TU11206A	18	Honda	Civic	17	Trade on Used	No	\$ 23,996	\$ 23,700	110%	\$2,619	\$1,861
17	T53747A	21	Toyota	Tacoma	31	Trade on New	No	\$ 35,996	\$ 35,140	99%	\$4,027	\$304
18	TU11205	21	Toyota	4Runner	31	ntal Fleet (Enterprise, e	No	\$ 38,996	\$ 38,000	101%	\$1,901	\$2,046
19	T53750A	17	Ford	F-150	19	Trade on New	No	\$ 36,996	\$ 36,996	105%	\$3,727	\$0
20	TU11191	23	Chevrolet	Bolt	31	ntal Fleet (Enterprise, e	No	\$ 22,996	\$ 22,746	112%	\$1,744	\$150
21	TU11075	21	Toyota	Tacoma	6	Street/Curb Buy	No	\$ 41,896	\$ 41,896	99%	\$1,269	\$1,525
22	TU11209	22	Jeep	Cherokee	24	Auction/Wholesale	No	\$ 42,996	\$ 42,996	105%	\$2,887	\$0
23	T53863A	16	Mazda	CX-5	39	Trade on New	No	\$ 14,996	\$ 14,996	99%	\$3,142	\$705
24	TU11186	13	Subaru	Impreza	37	Street/Curb Buy	No	\$ 24,996	\$ 19,954	135%	\$50	\$389
25	TU10669	23	Toyota	Tundra	82	Auction/Wholesale	Yes	\$ 49,996	\$ 49,996	99%	(\$6,014)	\$2,553
26	TU10958	21	Toyota	Sienna	80	Street/Curb Buy	No	\$ 43,896	\$ 43,896	103%	(\$2,143)	\$1,198
27	T53909A	24	Toyota	4Runner	24	Trade on New	Yes	\$ 54,996	\$ 54,996	105%	\$6,458	\$5,451
28	TU11139	23	Toyota	Highlander	35	Auction/Wholesale	Yes	\$ 36,996	\$ 36,996	106%	\$250	\$1,429

29	TU11207	22	Toyota	Camry	31	Street/Curb Buy	Yes	\$	29,996	\$	29,500	98%	(\$1,155)	\$3,023
30	T53824B	12	Toyota	Prius	15	Trade on Used	No	\$	13,996	\$	13,746	117%	\$4,460	\$1,000
31	T53789A	18	Jeep	Wrangler	18	Trade on New	No	\$	24,896	\$	24,896	98%	\$2,280	\$1,143
32	T53223A	23	Toyota	Tundra	22	Trade on New	No	\$	46,996	\$	46,996	102%	\$6,590	\$7,984
33	TU11248	22	Cadillac	XT5	8	Auction/Wholesale	No	\$	37,996	\$	35,345	99%	\$369	\$0
34	TU11119A	18	Chevrolet	Cruze	42	ntal Fleet (Enterprise, e	No	\$	12,996	\$	12,996	101%	\$2,440	\$3,426
35	TU11069	21	Ford	Escpae	85	ntal Fleet (Enterprise, e	No	\$	22,996	\$	22,996	90%	(\$2,261)	\$239
36	T53970A	21	Toyota	Tacoma	6	Trade on New	Yes	\$	29,996	\$	29,996	99%	\$6,440	\$676
37	TU11230	22	Toyota	Rav4	19	Street/Curb Buy	Yes	\$	29,996	\$	29,500	102%	(\$1,556)	\$472
38	T53995A	15	Toyota	Highlander	12	Trade on New	No	\$	24,996	\$	24,996	110%	\$7,154	\$3,810
39	TU11122	23	Toyota	Highlander	46	Auction/Wholesale	No	\$	53,788	\$	53,000	100%	\$1,708	\$0
40	TK11084	20	Buick	Envision	83	Auction/Wholesale	No	\$	24,896	\$	24,896	100%	\$2,380	\$1,863
41	T53499B	22	Toyota	Tacoma	38	Trade on Used	No	\$	42,996	\$	42,000	101%	\$2,206	\$1,800
42	T53738A	21	Honda	Accord	82	Trade on New	No	\$	23,996	\$	23,996	91%	(\$1,811)	\$154
43	TU11231	18	Toyota	Camry	19	Street/Curb Buy	No	\$	20,996	\$	20,996	98%	\$340	\$550
44	TU11223	17	Ram	1500 Laramie	28	Auction/Wholesale	No	\$	29,996	\$	29,996	95%	\$569	\$678
45	TU11028	20	Lexus	NX	40	Auction/Wholesale	No	\$	31,988	\$	31,988	88%	\$10	\$0
46	TU11178	23	Toyota	Rav4	58	Auction/Wholesale	Yes	\$	39,996	\$	37,432	94%	\$2,177	\$0
47	TU11202	20	Toyota	Corolla	39	ntal Fleet (Enterprise, e	No	\$	19,996	\$	19,996	101%	\$2,329	\$3,470
48	TU11232	23	Chevrolet	Bolt	21	ntal Fleet (Enterprise, e	No	\$	22,996	\$	20,496	110%	(\$574)	\$620
49	TU11107	23	Toyota	Sienna	80	ntal Fleet (Enterprise, e	Yes	\$	38,996	\$	38,996	94%	(\$1,989)	\$0
50	T53985A	23	Toyota	Corolla	17	Trade on New	Yes	\$	24,896	\$	24,450	100%	\$4,800	\$7,079
51	TU11239	21	Toyota	Prius	18	Street/Curb Buy	Yes	\$	28,996	\$	28,996	102%	\$6,354	\$4,786
52	TU11140	23	Toyota	Rav4	43	ntal Fleet (Enterprise, e	Yes	\$	30,996	\$	30,000	106%	(\$246)	\$0
53	TZE5060	13	Volkswagen	Beetle	91	Auction/Wholesale	No	\$	13,752	\$	13,702	105%	\$342	\$154

Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	176
Avg. Days to Sale	37.7
Avg. Advertised Price (Time of Sale)	\$ 30,121
Avg. Transaction Price	\$ 29,450
Avg. Market Price at 100%	\$ 19,170
Avg. Price to Market % (Time of Sale)	157%
Avg. Transaction to Market	154%
Avg. Transactional Discount	\$ 671
Avg. Front-End Gross	\$ 1,563
Avg. Finance Gross	\$ 1,751
PUVR	\$ 3,314
Total Gross (Units & PUVR)	\$ 583,233
GROI	107%
% with Trade	35%
Avg. Over/Under Allowance	\$417



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Jeremiah Baker	Johnny Dunaway
% Retailed of Non-New Franchise	44%	40%	47%
Total # Retail Units	176	62	88
Avg. Days to Sale	37.7	34.8	40.3
Avg. Advertised Price (Time of Sale)	\$ 30,121	\$ 31,890	\$ 30,332
Avg. Transaction Price	\$ 29,450	\$ 31,038	\$ 29,770
Avg. Market Price at 100%	\$ 19,170	\$ 31,648	#REF!
Avg. Price to Market % (Time of Sale)	157%	101%	#REF!
Avg. Transaction to Market	154%	98%	#REF!
Avg. Transactional Discount	\$ 671	\$ 852	\$ 562
Avg. Front-End Gross	\$ 1,563	\$ 1,929	\$ 1,494
Avg. Finance Gross	\$ 1,751	\$ 1,572	\$ 1,914
PUVR	\$ 3,314	\$ 3,500	\$ 3,408
Total Gross (Units & PUVR)	\$ 583,233	\$ 217,015	\$ 299,863
GROI	107%	117%	102%
% with Trade	35%	34%	38%
Avg. Over/Under Allowance	417	393	462



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Chance Hopkins			
42%	#DIV/0!	#DIV/0!	#DIV/0!
26	0	0	0
36.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,189	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,579	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,800	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 610	#DIV/0!	#DIV/0!	#DIV/0!
\$ 923	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,629	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,552	#DIV/0!	#DIV/0!	#DIV/0!
\$ 66,355	#DIV/0!	#DIV/0!	#DIV/0!
103%	#DIV/0!	#DIV/0!	#DIV/0!
27%	#DIV/0!	#DIV/0!	#DIV/0!
279	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Will Baas	Trevor Smith
% Retailed of Non-New Franchise	44%	33%	34%
Total # Retail Units	176	9	29
Avg. Days to Sale	37.7	41.6	37.9
Avg. Advertised Price (Time of Sale)	\$ 30,121	\$ 31,926	\$ 32,304
Avg. Transaction Price	\$ 29,450	\$ 31,144	\$ 31,430
Avg. Market Price at 100%	\$ 19,170	\$ 33,059	#REF!
Avg. Price to Market % (Time of Sale)	157%	97%	#REF!
Avg. Transaction to Market	154%	94%	#REF!
Avg. Transactional Discount	\$ 671	\$ 782	\$ 873
Avg. Front-End Gross	\$ 1,563	\$ 2,582	\$ 2,710
Avg. Finance Gross	\$ 1,751	\$ 1,408	\$ 2,054
PUVR	\$ 3,314	\$ 3,990	\$ 4,765
Total Gross (Units & PUVR)	\$ 583,233	\$ 35,911	\$ 138,174
GROI	107%	111%	144%
% with Trade	35%	22%	34%
Avg. Over/Under Allowance	417	0	900



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Armando Gonzalez	Cody Anderson	Cory Nolan	Brian Miller
39%	67%	50%	50%
38	12	10	4
32.6	42.5	31.4	30.3
\$ 28,032	\$ 39,042	\$ 23,066	\$ 28,424
\$ 27,245	\$ 38,178	\$ 22,252	\$ 28,357
\$ 27,712	\$ 38,178	\$ 22,601	\$ 28,478
101%	102%	102%	100%
98%	100%	98%	100%
\$ 787	\$ 865	\$ 815	\$ 67
\$ 1,515	\$ 1,163	\$ 901	\$ 772
\$ 874	\$ 1,316	\$ 2,998	\$ 2,960
\$ 2,388	\$ 2,479	\$ 3,899	\$ 3,732
\$ 90,760	\$ 29,747	\$ 38,992	\$ 14,926
97%	55%	201%	157%
18%	42%	10%	25%
479	1,050	0	1,200

Ricardo Mora	Clarissa Warrick	Ari Hrschstein	Dejean Alonzo
67%	69%	29%	33%
6	13	7	12
40.0	41.7	37.2	35.6
\$ 26,196	\$ 24,698	\$ 28,308	\$ 25,810
\$ 25,387	\$ 23,856	\$ 28,012	\$ 25,505
\$ 26,718	\$ 24,218	\$ 27,750	\$ 26,827
98%	102%	102%	96%
95%	99%	101%	95%
\$ 810	\$ 842	\$ 296	\$ 304
\$ 946	\$ 875	\$ 1,825	\$ 1,524
\$ 1,132	\$ 1,690	\$ 2,078	\$ 1,314
\$ 2,078	\$ 2,564	\$ 3,904	\$ 2,838
\$ 12,470	\$ 33,334	\$ 27,325	\$ 34,056
74%	93%	135%	113%
50%	31%	57%	50%
333	325	125	242

Jorge Contreras Al	Lee Biedenharn	Cameron Sprouse	Zach Edwards
20%	33%	50%	17%
5	3	20	6
34.3	34.0	45.9	42.7
\$ 29,678	\$ 48,750	\$ 31,079	\$ 41,163
\$ 28,957	\$ 48,750	\$ 30,613	\$ 40,748
\$ 29,347	\$ 51,424	\$ 31,235	\$ 41,511
101%	95%	100%	99%
99%	95%	98%	98%
\$ 720	\$ -	\$ 466	\$ 415
\$ 2,270	\$ 2,498	\$ 573	\$ 1,634
\$ 4,836	\$ 658	\$ 1,944	\$ 3,341
\$ 7,106	\$ 3,155	\$ 2,518	\$ 4,975
\$ 35,528	\$ 9,466	\$ 50,351	\$ 29,847
258%	69%	65%	103%
20%	67%	55%	50%
0	0	127	333

Anthony Lucas			
100%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
33.5	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,892	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,817	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,299	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
102%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 76	#DIV/0!	#DIV/0!	#DIV/0!
\$ 675	#DIV/0!	#DIV/0!	#DIV/0!
\$ 499	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,173	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,346	#DIV/0!	#DIV/0!	#DIV/0!
51%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Randy Joe	Nick Dillingham
% Retailed of Non-New Franchise	44%	39%	52%
Total # Retail Units	176	97	66
Avg. Days to Sale	37.7	36.2	38.9
Avg. Advertised Price (Time of Sale)	\$ 30,121	\$ 29,384	\$ 32,007
Avg. Transaction Price	\$ 29,450	\$ 28,751	\$ 31,282
Avg. Market Price at 100%	\$ 19,170	#REF!	\$ 31,978
Avg. Price to Market % (Time of Sale)	157%	#REF!	100%
Avg. Transaction to Market	154%	#REF!	98%
Avg. Transactional Discount	\$ 671	\$ 633	\$ 725
Avg. Front-End Gross	\$ 1,563	\$ 1,756	\$ 1,581
Avg. Finance Gross	\$ 1,751	\$ 1,991	\$ 1,435
PUVR	\$ 3,314	\$ 3,746	\$ 3,015
Total Gross (Units & PUVR)	\$ 583,233	\$ 363,401	\$ 199,021
GROI	107%	130%	89%
% with Trade	35%	29%	47%
Avg. Over/Under Allowance	417	422	340



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Avery Beath			
38%	#DIV/0!	#DIV/0!	#DIV/0!
13	0	0	0
43.9	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,044	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,362	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,898	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 682	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,573	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,601	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,811	#DIV/0!	#DIV/0!	#DIV/0!
52%	#DIV/0!	#DIV/0!	#DIV/0!
15%	#DIV/0!	#DIV/0!	#DIV/0!
1,500	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	176	61	115
Avg. Days to Sale	37.7	37.7	37.8
Avg. Advertised Price (Time of Sale)	\$ 30,121	\$ 35,830	\$ 26,393
Avg. Transaction Price	\$ 29,450	\$ 35,214	\$ 26,393
Avg. Market Price at 100%	\$ 19,170	\$ 36,089	#REF!
Avg. Price to Market % (Time of Sale)	157%	99%	#REF!
Avg. Transaction to Market	154%	98%	#REF!
Avg. Transactional Discount	\$ 671	\$ 616	\$ 701
Avg. Front-End Gross	\$ 1,563	\$ 1,419	\$ 1,639
Avg. Finance Gross	\$ 1,751	\$ 2,529	\$ 1,339
PUVR	\$ 3,314	\$ 3,948	\$ 2,977
Total Gross (Units & PUVR)	\$ 583,233	\$ 240,826	\$ 342,407
GROI	107%	107%	108%
% with Trade	35%	31%	37%
Avg. Over/Under Allowance	417	608	331



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	176	99	77
Avg. Days to Sale	37.7	36.6	39.1
Avg. Advertised Price (Time of Sale)	\$ 30,121	\$ 32,958	\$ 25,724
Avg. Transaction Price	\$ 29,450	\$ 32,348	\$ 25,724
Avg. Market Price at 100%	\$ 19,170	#REF!	\$ 26,394
Avg. Price to Market % (Time of Sale)	157%	#REF!	97%
Avg. Transaction to Market	154%	#REF!	97%
Avg. Transactional Discount	\$ 671	\$ 610	\$ 750
Avg. Front-End Gross	\$ 1,563	\$ 1,674	\$ 1,420
Avg. Finance Gross	\$ 1,751	\$ 2,239	\$ 1,124
PUVR	\$ 3,314	\$ 3,912	\$ 2,544
Total Gross (Units & PUVR)	\$ 583,233	\$ 387,315	\$ 195,918
GROI	107%	119%	91%
% with Trade	35%	30%	40%
Avg. Over/Under Allowance	417	356	480



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	176	50	26
% of Retail Units	100%	28%	15%
% Retailed of Non-New Franchise	44%	40%	54%
Avg. Days to Sale	37.7	30.6	33.3
Avg. Transaction Price	\$ 29,450	\$ 28,849	\$ 21,078
Avg. Transaction to Market %	154%	#REF!	98%
Avg. Transactional Discount	\$ 671	\$ 634	\$ 942
Avg. Front End Gross	\$ 1,563	\$ 3,641	\$ 2,561
Avg. Finance Gross	\$ 1,751	\$ 1,689	\$ 1,422
PUVR	\$ 3,314	\$ 5,330	\$ 3,983
Total Gross (Units & PUVR)	\$ 583,233	\$ 266,498	\$ 103,548
GROI	107%	217%	204%
% with Trade	35%	42%	23%
Avg. Over/Under Allowance	417	667	186



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
21	40	10	0
12%	23%	6%	0%
24%	65%	0%	#DIV/0!
37.1	42.7	36.3	#DIV/0!
\$ 31,194	\$ 33,685	\$ 39,973	#DIV/0!
100%	98%	91%	#DIV/0!
\$ 764	\$ 536	\$ 1,187	#DIV/0!
\$ 852	\$ (174)	\$ 2,747	#DIV/0!
\$ 2,318	\$ 1,202	\$ 2,339	#DIV/0!
\$ 3,170	\$ 1,028	\$ 5,086	#DIV/0!
\$ 66,571	\$ 41,102	\$ 50,861	#DIV/0!
99%	26%	126%	#DIV/0!
29%	48%	50%	#DIV/0!
-150	281	700	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	29	0
0%	16%	0%
#DIV/0!	41%	#DIV/0!
#DIV/0!	49.0	#DIV/0!
#DIV/0!	\$ 27,257	#DIV/0!
#DIV/0!	100%	#DIV/0!
#DIV/0!	\$ 435	#DIV/0!
#DIV/0!	\$ (413)	#DIV/0!
#DIV/0!	\$ 2,298	#DIV/0!
#DIV/0!	\$ 1,885	#DIV/0!
#DIV/0!	\$ 54,653	#DIV/0!
#DIV/0!	51%	#DIV/0!
#DIV/0!	14%	#DIV/0!
#DIV/0!	625	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	176	76	45
% of Retail Units	100%	43%	26%
% Retailed of Non-New Franchise	44%	42%	47%
Avg. Days to Sale	37.7	18.8	37.4
Avg. Transaction Price	\$ 29,450	\$ 29,064	\$ 28,963
Avg. Transaction to Market %	154%	98%	#REF!
Avg. Transactional Discount	\$ 671	\$ 762	\$ 699
Avg. Front End Gross	\$ 1,563	\$ 2,239	\$ 2,571
Avg. Finance Gross	\$ 1,751	\$ 1,637	\$ 1,810
PUVR	\$ 3,314	\$ 3,876	\$ 4,381
Total Gross (Units & PUVR)	\$ 583,233	\$ 294,580	\$ 197,136
GROI	107%	256%	145%
% with Trade	35%	32%	33%
Avg. Over/Under Allowance	417	258	407



46-60 days	61-90 days	90+ days
22	25	5
13%	14%	3%
41%	44%	80%
54.6	73.8	77.8
\$ 31,446	\$ 30,129	\$ 29,016
98%	97%	100%
\$ 503	\$ 652	\$ 108
\$ 204	\$ (852)	\$ 306
\$ 1,869	\$ 1,898	\$ 1,011
\$ 2,072	\$ 1,047	\$ 1,317
\$ 45,586	\$ 26,163	\$ 6,584
43%	17%	21%
50%	32%	40%
568	831	0