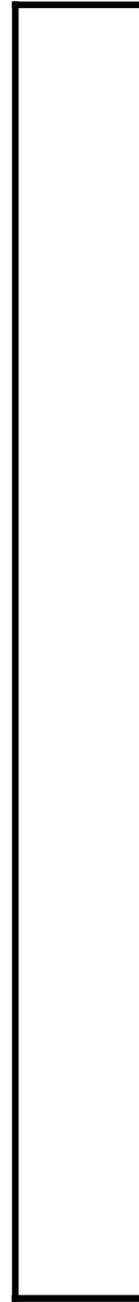


### Service Department Sales And Gross (Labor Only)

Category	Sales	Gross	Gross as % of Sales	%Sales Contribution
Customer Car	\$ 171,507	\$ 125,937	73.43%	47.69%
Customer			0%	0%
Customer Other			0%	0%
Warranty	\$ 35,505	\$ 22,992	64.76%	9.87%
Warranty Other			0%	0%
Internal	\$ 141,718	\$ 110,913	78.26%	39.41%
NVI / Road Ready	\$ 10,890	\$ 8,779	80.62%	3.03%
Adj. Cost Of Labor		\$ (545)	0%	0.00%
<b>Total</b>	<b>\$ 359,620</b>	<b>\$ 268,076</b>	<b>74.54%</b>	<b>100.00%</b>

### Service Department Profit Centering

Expense Category	Dollar Amount	% of Gross
Department Gross	\$ 268,076	
Variable Expense	\$ 362,774	135.33%
Selling Expense		0.00%
Personnel Expense	\$ 95,360	35.57%
Semi-Fixed Expense	\$ 32,321	12.06%
Fixed Expense	\$ 24,811	9.26%
Unallocated Expense		0.00%
Dealer's Salary		0.00%
Total Expenses	\$ 515,266	192.21%
Net Profit	\$ (247,190)	-92.21%



## NADA ACTUAL SERVICE ANALYSIS

Performance

	<i>Labor Sales / Month</i>		<i>Effective Labor Rate</i>		<i>Hours Billed</i>
Customer Car*	\$ 171,507	÷	146.23	=	1172.9
Customer Truck*		÷		=	0.00
Customer Other*		÷		=	0.00
Warranty	\$ 35,505	÷	100.59	=	353.0
Internal	\$ 141,718	÷	148.80	=	952.4
New Vehicle Prep	\$ 10,890	÷		=	0.00
<b>Total</b>	<b>\$ 359,620</b>				<b>2478.2</b>

**POTENTIAL**

\$ 359,620	÷	2478.23	=	\$ 145.11
Total labor sales for month		Total hours billed		Effective Labor Rate

12.00	x	8	x	24	=	2,304.0
# Service mechanical technicians		# Hours per day for one tech		Working Days/Month		Clock Hour A

2,304.0	x	\$ 145.11	=	\$ 334,337		417921.3
Clock Hours Available		Effective Labor Rate		Labor sales potential @100%		Labor sales potential @ 125%

How proficient are your technicians ?

2,481.0	÷	2,570.00	=	96.54%
Hours Billed		Hours Available		Tech Proficiency

val

FACILITY POTENTIAL	
Number of Bays	28
	x
Number of Days	24
	x
Number of Hours	11
	x
Effective Labor Rate	\$ 145.11
FACILITY POTENTIAL	\$ 1,072,665

FACILITY UTILIZATION	
Total Labor Sales	\$ 359,620
	÷
Facility Potential	\$ 1,072,665
	<i>equals</i>
FACILITY UTILIZATION	33.53%

Line Description	Mo Yr	Oct-24	Sep-24	Aug-24	Jul-24	Jun-24	May-24
NEW VEHICLE							
NEW VEHICLE RETAIL							
Total Units New Retail		27	79	98	77	49	49
Sales New Retail		\$1,308,407	\$3,615,930	\$4,973,641	\$3,453,146	\$2,509,856	\$2,279,584
PVR Sales New Retail		\$48,460	\$45,771	\$50,751	\$44,846	\$51,222	\$46,522
Gross New Retail		\$29,181	\$70,175	\$118,158	\$48,184	\$88,022	\$87,021
PVR Gross New Retail		\$1,081	\$888	\$1,206	\$626	\$1,796	\$1,776
Gross New Fees/OVI		(\$597)	\$108,272	\$86,533	\$88,222	\$78,346	\$30,766
PVR Gross New Fees/OVI		(\$22)	\$1,371	\$883	\$1,146	\$1,599	\$628
New Reserves	-		(\$673)	(\$4,801)	-	-	-
PVR Gross New Reserves	-		(\$9)	(\$49)	-	-	-
Total Gross New Retail (E		\$28,584	\$178,447	\$204,691	\$136,406	\$166,368	\$117,787
PVR Gross New Retail (Ex		\$1,059	\$2,259	\$2,089	\$1,772	\$3,395	\$2,404
Total Gross New Retail (I		\$28,584	\$177,774	\$199,890	\$136,406	\$166,368	\$117,787
PVR Gross New Retail (In		\$1,059	\$2,250	\$2,040	\$1,772	\$3,395	\$2,404
New Margin % (Incl Fees/		2.18%	4.92%	4.02%	3.95%	6.63%	5.17%
NEW VEHICLE FLEET - IC							
Units Fleet-IC		-1	3	2	3	2	11
Sales New Fleet - IC		(\$68,249)	\$188,176	\$113,366	\$194,566	\$117,120	\$718,646
Total Gross New Fleet		(\$247)	\$8,174	\$7,749	\$19,742	\$9,267	\$46,962
Total Gross New Fleet PV		\$247	\$2,725	\$3,875	\$6,581	\$4,633	\$4,269
NEW F&I							
Income F&I New - Finance I		\$24,847	\$58,742	\$104,289	\$59,029	\$68,837	\$52,373
Income F&I New - ESC		\$27,149	\$96,555	\$111,653	\$93,550	\$57,470	\$68,806
Income F&I New - Maint Cr-		-	-	-	-	(\$165)	\$165
Income F&I New - GAP		\$4,893	\$14,543	\$17,593	\$18,788	\$13,067	\$8,937
Income F&I New - Road Ha:		\$50	\$5,192	\$7,286	\$838	\$4,338	\$4,572
Income F&I New - Chemical		\$1,442	\$6,157	\$5,549	\$4,024	\$4,739	\$4,130
Income F&I New - Windshie		\$150	\$1,800	\$1,591	-	\$150	\$1,010
Income F&I New - Other Pr		\$750	\$14,621	\$16,200	\$2,868	\$8,462	\$6,004
Total Income F&I New		\$59,281	\$197,610	\$264,161	\$179,097	\$156,898	\$145,997
PVR Total Income F&I Ne		\$2,196	\$2,501	\$2,696	\$2,326	\$3,202	\$2,980
Income F&I New - Finance -			(\$1,266)	\$1,138	(\$3,700)	(\$83)	(\$6,185)
Income F&I New - Product		(\$13,323)	(\$17,455)	(\$9,545)	(\$5,012)	(\$12,402)	(\$10,568)
Total C/B F&I New		(\$13,323)	(\$18,721)	(\$8,407)	(\$8,712)	(\$12,485)	(\$16,753)
Total C/B F&I New % Gros		22.47%	9.47%	3.18%	4.86%	7.96%	11.47%

Total F&I New	\$45,958	\$178,888	\$255,754	\$170,385	\$144,412	\$129,244
PVR Total F&I New	\$1,702	\$2,264	\$2,610	\$2,213	\$2,947	\$2,638

#### USED VEHICLE

#### USED VEHICLE RETAIL

Units Used Certified	-	5	4	16	4	14
Sales Used Certified	-	\$125,925	\$119,858	\$583,524	\$116,500	\$484,072
Gross Used Certified	-	\$6,224	(\$3,504)	\$33,617	(\$4,788)	\$30,616
Memo: Used Recon Certifie-		\$13,908	\$10,131	\$31,424	\$9,128	\$28,965
PVR Gross Used Certified	-	\$1,245	(\$876)	\$2,101	(\$1,197)	\$2,187

Units Used Non Certified	20	56	46	56	28	42
Sales Used Non Certified	\$518,782	\$1,490,539	\$1,126,148	\$1,553,679	\$789,425	\$943,033
Gross Used Non Certified	\$4,386	\$59,550	\$33,452	\$67,820	\$31,673	\$32,394
Memo: Used Recon Non Ce	\$67,534	\$108,419	\$81,899	\$94,830	\$63,994	\$85,138
PVR Gross Used Non Certifi	\$219	\$1,063	\$727	\$1,211	\$1,131	\$771

Units Used Other Makes	-	-	-	1	1	2
Sales Used Other Makes	-	-	-	\$13,977	\$21,000	\$171,649
Gross Used Other Makes	(\$4,974)	(\$11,162)	(\$16,598)	(\$7,015)	(\$4,039)	\$7,158
Memo: Used Recon Other -		\$1,600	-	\$2,610	\$2,083	\$630
PVR Gross Used Other Mak-	-	-	-	(\$7,015)	(\$4,039)	\$3,579

Gross Used Retail	(\$588)	\$54,612	\$13,350	\$94,422	\$22,846	\$70,169
PVR Gross Used Retail	(\$29)	\$895	\$267	\$1,293	\$692	\$1,210

Gross Used Fees/OVI	\$6,282	\$20,591	\$17,101	\$24,430	\$8,725	\$18,148
PVR Gross Used Fees/OVI	\$314	\$338	\$342	\$335	\$264	\$313

Used Reserves	-	(\$662)	(\$14,165)	(\$1,437)	\$4,065	\$4,799
PVR Used Reserves	-	(\$11)	(\$283)	(\$20)	\$123	\$83

Total Units Used Retail	20	61	50	73	33	58
Total Sales Used Retail	\$518,782	\$1,616,464	\$1,246,006	\$2,151,181	\$926,925	\$1,598,754
PVR Sales Used Retail	\$25,939	\$26,499	\$24,920	\$29,468	\$28,089	\$27,565
Total Gross Used Retail	\$5,694	\$75,203	\$30,451	\$118,852	\$31,571	\$88,317
PVR Gross Used (Excl Re	\$285	\$1,233	\$609	\$1,628	\$957	\$1,523
Total Gross Used Retail	\$5,694	\$74,541	\$16,286	\$117,416	\$35,636	\$93,116
PVR Gross Used (Incl Fe	\$285	\$1,222	\$326	\$1,608	\$1,080	\$1,605
Used Margin % (Incl Fee	1.10%	4.61%	1.31%	5.46%	3.84%	5.82%

## USED VEHICLE WHOLESAL

Units Used Whlsl	11	7	12	20	11	27
Total Sales Used Whlsl	\$30,211	\$8,907	\$83,629	\$106,238	\$63,645	\$132,706
Total Gross Used Whlsl	(\$1,483)	(\$1,614)	(\$8,584)	\$2,474	\$2,296	(\$1,147)
PV Gross Used Whlsl	(\$135)	(\$231)	(\$715)	\$124	\$209	(\$42)
Units Used IC	4	6	2	2	1-	
Total Sales Used IC	\$108,500	\$144,200	\$50,000	\$41,000	\$25,000	-
Total Gross Used IC	(\$592)	\$2,554	\$1,096	\$6,012	(\$1,080)	\$549
PV Gross Used IC	(\$148)	\$426	\$548	\$3,006	(\$1,080)	-

## USED F&I

Income F&I Used - Finance	\$11,289	\$28,343	\$34,510	\$42,187	\$10,686	\$41,927
Income F&I Used - ESC	\$23,100	\$58,180	\$57,989	\$74,171	\$29,661	\$61,795
Income F&I Used - Maint Cr-	-	-	(\$43)	-	-	-
Income F&I Used - GAP	\$2,979	\$8,329	\$6,627	\$9,726	\$3,234	\$9,780
Income F&I Used - Road Ha	\$800	\$2,864	\$338	\$2,450	\$291	\$1,326
Income F&I Used - EWT	-	-	-	-	-	-
Income F&I Used - Paint Pro	\$250	\$1,940	\$1,140	\$5,668	\$509	\$5,779
Income F&I Used - Windshi-	-	-	-	\$500	\$150	\$400
Income F&I Used - Other Pr	\$1,923	\$5,961	\$3,601	\$8,434	\$280	\$7,124
Income F&I Used - Maint Cr-	-	-	-	-	(\$45)	-
Total Income F&I Used	\$40,341	\$105,617	\$104,161	\$143,136	\$44,766	\$128,131
PVR Total Income F&I Use	\$2,017	\$1,731	\$2,083	\$1,961	\$1,357	\$2,209
C/B F&I Used - Finance	-	(\$1,806)	(\$1,775)	(\$560)	\$304	(\$1,741)
C/B F&I Used - Product	(\$13,718)	(\$15,563)	(\$6,890)	(\$4,932)	(\$24,908)	(\$16,517)
Total C/B F&I Used	(\$13,718)	(\$17,369)	(\$8,665)	(\$5,491)	(\$24,604)	(\$18,258)
Total C/B F&I Used % Inc	34.00%	16.45%	8.32%	3.84%	54.96%	14.25%
Total F&I Used	\$26,624	\$88,248	\$95,497	\$137,645	\$20,162	\$109,873
PVR Total F&I Used	\$1,331	\$1,447	\$1,910	\$1,886	\$611	\$1,894

## TOTAL DEALERSHIP

Total Units Retail	47	140	148	150	82	107
Total Sales	\$1,970,233	\$5,840,813	\$6,817,892	\$6,254,161	\$3,807,120	\$4,968,807
Total Vehicle Retail Gro	\$34,278	\$252,315	\$216,176	\$253,821	\$202,004	\$210,903
Total Fleet Gross	(\$247)	\$8,174	\$7,749	\$19,742	\$9,267	\$46,962
Total Vehicle Retail/Fl	\$34,031	\$260,488	\$223,925	\$273,563	\$211,271	\$257,865
Total Wholesale Gross	(\$2,075)	\$941	(\$7,488)	\$8,486	\$1,217	(\$598)
Total F&I Gross	\$72,582	\$267,136	\$351,250	\$308,030	\$164,574	\$239,117
Total Front End Yield	\$104,538	\$528,565	\$567,687	\$590,080	\$377,062	\$496,385
Total Front End Yield PV	\$2,224	\$3,775	\$3,836	\$3,934	\$4,598	\$4,639
Total Gross Profit	\$104,538	\$528,565	\$567,687	\$590,080	\$377,062	\$496,385

## EXPENSES

Sales Comp	\$24,403	\$93,981	\$94,172	\$92,085	\$48,867	\$82,831
% Variable Retail/Fleet Gro:	71.71%	36.08%	42.05%	33.66%	23.13%	32.12%
% Total Front End Yield	23.34%	17.78%	16.59%	15.61%	12.96%	16.69%
F&I Comp	\$6,000	\$33,157	\$50,283	\$40,361	\$23,504	\$34,903
% FI Gross	8.27%	12.41%	14.32%	13.10%	14.28%	14.60%
Delivery Exp	(\$8,537)	(\$22,544)	(\$25,851)	(\$29,001)	(\$17,809)	(\$25,110)
Policy & Lot Damage Exp N	\$1,129	\$8,350	\$9,501	\$1,779	\$1,171	\$9,813
Total Variable Exps	\$22,995	\$112,944	\$128,105	\$105,223	\$55,733	\$102,437
Supervisor Comp	\$13,505	\$47,992	\$58,612	\$49,195	\$28,837	\$33,765
Supervisor Comp % Gross	12.92%	9.08%	10.32%	8.34%	7.65%	6.80%
Clerical Comp	\$14,405	\$14,405	\$14,405	\$14,405	\$14,405	\$14,405
Other Personnel Comp	\$509	\$1,945	-	-	-	\$1,069
Training Wages	-	\$485	\$240	-	-	-
Absentee Comp	\$2,933	\$6,059	\$1,079	\$1,708	\$670	\$2,768
Payroll Taxes	\$2,681	\$14,146	\$14,197	\$7,937	\$11,986	\$10,898
Employee Benefits	\$5,658	\$6,456	\$7,001	\$5,997	\$6,374	\$8,862
Total Personnel Exp	\$39,691	\$91,488	\$95,534	\$79,242	\$62,273	\$71,767
Company Vehicle	-	\$205	-	-	-	-
3rd Party Rental	-	\$207	\$231	\$527	(\$219)	\$1,686
Loaner	\$2,316	\$2,522	\$2,638	\$2,549	\$2,589	\$2,490
Office Supplies	\$1,265	\$1,282	\$1,536	\$3,426	\$668	\$1,707
Other Supplies	\$652	\$275	\$742	\$774	\$657	\$1,204
Advertising Exp	\$3,381	\$21,635	\$26,969	\$23,651	\$23,945	\$21,396
Advertising Credits	-	(\$31,815)	(\$25,000)	(\$25,000)	(\$36,000)	(\$25,000)
Advertising, Net	\$3,381	(\$10,180)	\$1,969	(\$1,349)	(\$12,055)	(\$3,604)
Advertising PVR	\$72	(\$73)	\$13	(\$9)	(\$147)	(\$34)
Bad Debt Exp	-	\$4,800	-	\$7,788	(\$4,510)	\$10,000
Data Processing Exp	\$18,639	\$24,774	\$22,327	\$21,357	\$23,598	\$26,249
Telephone	\$1,154	\$1,631	\$1,562	\$1,916	\$1,812	\$1,965
Credit Card, Bank & Bureau	\$12,250	\$13,514	\$10,917	\$11,786	\$9,186	\$12,499
Outside Services- Facilities	\$9,697	\$12,652	\$10,783	\$13,186	\$13,436	\$11,517
Outside Svcs Exp	\$14,073	\$22,932	\$28,071	\$27,030	\$26,418	\$34,938
Training Exp	-	\$671	\$671	\$671	\$671	\$671
Travel & Ent Exp	\$1,407	\$1,340	\$993	\$200	\$820	\$1,041
Contributions/Dues/Publica-		\$614	\$835	\$14,149	\$1,796	\$12,720
Freight	\$819	\$1,935	\$1,499	\$1,992	\$965	\$873
Floor Plan Interest Exp	(\$549)	\$79,327	\$76,702	\$81,366	\$64,742	\$55,534
Floor Plan Interest Credits	(\$23,767)	(\$66,802)	(\$88,570)	(\$64,927)	(\$48,544)	(\$42,286)
Floor Plan Interest Net	(\$24,315)	\$12,525	(\$11,868)	\$16,438	\$16,198	\$13,248
Total Semi-Fixed Exps	\$41,338	\$91,698	\$72,908	\$122,442	\$82,028	\$129,204

Rent	\$41,386	\$41,386	\$41,386	\$41,386	\$41,386	\$41,386
Repairs	-	-	\$7,517	\$1,261	\$1,300	\$2,980
Tax Exp	\$2,026	\$2,026	\$2,026	\$2,026	\$2,026	\$2,026
Utility Exp	\$5,775	\$5,775	\$8,724	\$5,775	\$7,347	\$5,775
Insurance Exp	\$7,761	\$7,751	\$7,295	\$7,150	\$8,159	\$7,150
Equip Rental & Repair	\$1,962	\$2,802	\$1,831	\$362	\$3,163	\$4,148
Depreciation/Amort	-	\$6,904	\$7,728	\$7,632	\$6,634	\$2,646
Total Fixed Exp	\$58,910	\$66,644	\$76,507	\$65,592	\$70,014	\$66,111
Total Exps	\$162,934	\$362,774	\$373,053	\$372,498	\$270,048	\$369,519
Net Income	(\$58,396)	\$165,791	\$194,634	\$217,582	\$107,014	\$126,865
Net Income % Grs	-55.86%	31.37%	34.29%	36.87%	28.38%	25.56%
Net Income after Reg S	(\$58,396)	\$165,791	\$194,634	\$217,582	\$107,014	\$126,865
Net Income % Grs after	-55.86%	31.37%	34.29%	36.87%	28.38%	25.56%

	Apr-24	Mar-24	Feb-24	Jan-24	Dec-23	Nov-23	Oct-23
	80	77	54	36	78	53	61
	\$3,646,404	\$3,683,473	\$2,603,119	\$2,009,339	\$3,841,136	\$2,554,974	\$3,366,624
	\$45,580	\$47,837	\$48,206	\$55,815	\$49,245	\$48,207	\$55,191
	\$113,600	\$147,296	\$75,744	\$92,803	\$154,810	\$94,205	\$171,940
	\$1,420	\$1,913	\$1,403	\$2,578	\$1,985	\$1,777	\$2,819
	\$89,824	\$63,604	\$47,208	\$43,299	\$86,430	\$68,573	\$51,690
	\$1,123	\$826	\$874	\$1,203	\$1,108	\$1,294	\$847
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
	\$203,425	\$210,900	\$122,952	\$136,102	\$241,240	\$162,778	\$223,629
	\$2,543	\$2,739	\$2,277	\$3,781	\$3,093	\$3,071	\$3,666
	\$203,425	\$210,900	\$122,952	\$136,102	\$241,240	\$162,778	\$223,629
	\$2,543	\$2,739	\$2,277	\$3,781	\$3,093	\$3,071	\$3,666
	5.58%	5.73%	4.72%	6.77%	6.28%	6.37%	6.64%
	1	4	11	3	8	3	2
	\$67,995	\$224,479	\$709,645	\$230,774	\$463,665	\$183,880	\$122,720
	(\$3,028)	\$23,102	\$69,502	\$25,651	\$30,129	\$13,371	\$12,956
	(\$3,028)	\$5,776	\$6,318	\$8,550	\$3,766	\$4,457	\$6,478
	\$41,238	\$79,825	\$48,924	\$35,484	\$82,891	\$58,290	\$66,796
	\$105,957	\$111,451	\$60,271	\$37,372	\$85,322	\$61,951	\$75,882
-		\$20	-		(\$165)	-	\$165
	\$11,600	\$14,148	\$6,327	\$4,400	\$9,326	\$8,698	\$8,307
	\$6,320	\$7,342	\$4,401	\$4,746	\$5,115	\$5,989	\$6,328
	\$6,545	\$12,570	\$4,260	\$2,880	\$3,245	\$5,588	\$4,313
	\$150	\$1,457	\$500	\$201	\$803	\$554	\$902
	\$14,889	\$23,224	\$6,876	\$5,921	\$7,200	\$6,385	\$6,303
	\$186,699	\$250,036	\$131,559	\$91,003	\$193,738	\$147,455	\$168,996
	\$2,334	\$3,247	\$2,436	\$2,528	\$2,484	\$2,782	\$2,770
	(\$951)	(\$11,140)	(\$1,274)	(\$691)	(\$6,501)	(\$6,239)	(\$1,572)
	(\$6,786)	(\$17,577)	(\$16,024)	(\$26,231)	(\$9,576)	(\$18,879)	(\$25,359)
	(\$7,737)	(\$28,717)	(\$17,298)	(\$26,922)	(\$16,077)	(\$25,119)	(\$26,931)
	4.14%	11.49%	13.15%	29.58%	8.30%	17.03%	15.94%

\$178,961	\$221,319	\$114,261	\$64,081	\$177,661	\$122,337	\$142,065
\$2,237	\$2,874	\$2,116	\$1,780	\$2,278	\$2,308	\$2,329

11	11	11	17	11	20	16
\$426,304	\$331,708	\$313,314	\$531,600	\$285,158	\$669,732	\$575,686
\$5,191	\$18,992	\$4,892	(\$11,109)	(\$2,365)	\$8,275	\$41,557
\$18,729	\$12,789	\$21,235	\$47,437	\$22,587	\$54,094	\$32,044
\$472	\$1,727	\$445	(\$653)	(\$215)	\$414	\$2,597

32	44	43	39	41	39	36
\$790,392	\$1,135,714	\$1,232,689	\$1,014,204	\$1,053,662	\$1,039,690	\$906,482
\$22,032	\$83,105	\$38,858	(\$17,304)	\$34,138	\$40,698	\$35,343
\$52,703	\$77,237	\$89,996	\$90,452	\$89,614	\$78,561	\$64,632
\$689	\$1,889	\$904	(\$444)	\$833	\$1,044	\$982

2 -	-	-	-	-	-	-
\$55,560 -	-	-	-	-	-	-
(\$8,638)	(\$5,065)	(\$5,528)	(\$18,618)	(\$17,011)	(\$12,019)	(\$8,638)
\$630 -	-	-	-	(\$1,480) -	-	-
(\$4,319) -	-	-	-	-	-	-

\$18,586	\$97,032	\$38,222	(\$47,032)	\$14,762	\$36,954	\$68,262
\$413	\$1,764	\$708	(\$840)	\$284	\$626	\$1,313

\$15,007	\$18,497	\$17,799	\$17,101	\$17,101	\$19,544	\$17,799
\$333	\$336	\$330	\$305	\$329	\$331	\$342

(\$11,301)	\$10,422	\$9,724	\$4,956	(\$11,940)	\$8,419	(\$1,450)
(\$251)	\$189	\$180	\$89	(\$230)	\$143	(\$28)

45	55	54	56	52	59	52
\$1,272,257	\$1,467,422	\$1,546,003	\$1,545,804	\$1,338,821	\$1,709,422	\$1,482,169
\$28,272	\$26,680	\$28,630	\$27,604	\$25,747	\$28,973	\$28,503
\$33,593	\$115,529	\$56,021	(\$29,931)	\$31,863	\$56,498	\$86,061
\$747	\$2,101	\$1,037	(\$534)	\$613	\$958	\$1,655
\$22,292	\$125,951	\$65,745	(\$24,974)	\$19,923	\$64,917	\$84,611
\$495	\$2,290	\$1,218	(\$446)	\$383	\$1,100	\$1,627
1.75%	8.58%	4.25%	-1.62%	1.49%	3.80%	5.71%

16	24	13	45	14	18	16
\$118,163	\$131,008	\$65,513	\$315,479	\$57,514	\$126,170	\$139,716
(\$9,394)	\$12,364	\$5,625	\$13,829	\$17,471	\$17,370	(\$6,264)
(\$587)	\$515	\$433	\$307	\$1,248	\$965	(\$392)

2	1	4	1	7	4	3
\$101,434	\$22,541	\$157,110	\$44,000	\$220,364	\$178,919	\$82,289
\$4,779	(\$1,239)	(\$2,134)	(\$1,193)	\$3,773	\$7,316	(\$1,767)
\$2,389	(\$1,239)	(\$534)	(\$1,193)	\$539	\$1,829	(\$589)

\$21,315	\$38,467	\$24,057	\$35,146	\$26,646	\$31,567	\$36,001
\$47,379	\$73,289	\$54,129	\$61,425	\$48,203	\$50,981	\$73,967
(\$375)	-	-	-	-	-	-
\$5,451	\$11,438	\$6,168	\$4,788	\$3,637	\$7,600	\$10,284
\$2,622	\$2,905	\$6,072	\$4,286	\$2,231	\$4,539	\$4,101
-	-	-	-	-	-	(\$3,108)
\$2,310	\$4,960	\$7,573	\$4,590	\$4,750	\$2,898	\$2,407
\$500	-	\$1,101	-	\$601	\$303	\$822
\$6,747	\$7,431	\$6,582	\$6,648	\$4,179	\$2,707	\$4,098
-	-	-	(\$512)	(\$1)	-	-
\$85,949	\$138,490	\$105,682	\$116,371	\$90,246	\$100,595	\$128,572
\$1,910	\$2,518	\$1,957	\$2,078	\$1,736	\$1,705	\$2,473
(\$9,617)	(\$6,994)	(\$3,898)	-	(\$3,288)	(\$1,178)	(\$250)
(\$2,014)	(\$16,077)	(\$5,662)	(\$11,306)	(\$11,908)	(\$17,261)	(\$9,443)
(\$11,631)	(\$23,071)	(\$9,560)	(\$11,306)	(\$15,196)	(\$18,440)	(\$9,693)
13.53%	16.66%	9.05%	9.72%	16.84%	18.33%	7.54%
\$74,319	\$115,420	\$96,122	\$105,065	\$75,051	\$82,155	\$118,879
\$1,652	\$2,099	\$1,780	\$1,876	\$1,443	\$1,392	\$2,286

125	132	108	92	130	112	113
\$5,459,532	\$5,865,661	\$5,291,773	\$4,314,542	\$6,174,211	\$4,957,857	\$5,454,461
\$225,717	\$336,852	\$188,698	\$111,128	\$261,163	\$227,695	\$308,240
(\$3,028)	\$23,102	\$69,502	\$25,651	\$30,129	\$13,371	\$12,956
\$222,689	\$359,954	\$258,200	\$136,779	\$291,292	\$241,066	\$321,196
(\$4,615)	\$11,125	\$3,491	\$12,636	\$21,244	\$24,686	(\$8,031)
\$253,280	\$336,738	\$210,383	\$169,147	\$252,711	\$204,492	\$260,944
\$471,354	\$707,818	\$472,074	\$318,562	\$565,248	\$470,244	\$574,109
\$3,771	\$5,362	\$4,371	\$3,463	\$4,348	\$4,199	\$5,081
\$471,354	\$707,818	\$472,074	\$318,562	\$565,248	\$470,244	\$574,109

\$60,725	\$101,415	\$83,947	\$57,342	\$101,729	\$75,700	\$80,266
27.27%	28.17%	32.51%	41.92%	34.92%	31.40%	24.99%
12.88%	14.33%	17.78%	18.00%	18.00%	16.10%	13.98%
\$33,021	\$51,825	\$26,177	\$22,031	\$33,354	\$24,151	\$37,795
13.04%	15.39%	12.44%	13.02%	13.20%	11.81%	14.48%
(\$20,612)	(\$27,052)	(\$23,287)	(\$13,591)	(\$28,400)	(\$20,511)	(\$15,006)
\$3,303	\$5,254	\$2,673	\$2,431	\$4,361	\$5,483	\$1,697
\$76,438	\$131,442	\$89,509	\$68,213	\$111,043	\$84,822	\$104,752
\$38,670	\$61,639	\$25,964	\$25,485	\$56,791	\$51,673	\$37,664
8.20%	8.71%	5.50%	8.00%	10.05%	10.99%	6.56%
\$14,405	\$43,215	-	-	-	-	-
\$2,026	(\$32,026)	\$16,467	\$17,249	\$16,143	\$13,710	\$13,500
-	-	-	-	-	\$2,006	\$1,891
\$2,837	(\$7,930)	\$8,724	\$140	(\$114,298)	\$4,291	\$211
\$19,204	\$13,468	\$8,602	\$14,784	\$12,126	\$14,007	\$11,915
\$6,472	\$7,103	\$2,427	\$6,719	\$8,601	\$5,550	\$6,977
\$83,615	\$85,470	\$62,183	\$64,376	(\$20,637)	\$91,236	\$72,157
-	\$330	-	-	-	-	\$18
\$1,582	\$1,167	\$4,530	\$257	\$4,857	\$1,041	\$207
\$2,345	-	-	-	-	\$163	-
\$1,239	\$729	\$2,424	\$540	\$1,274	\$1,479	\$1,106
\$703	\$632	(\$15)	\$1,668	\$2,073	\$1,256	\$399
\$22,214	\$23,422	\$25,575	\$29,683	\$45,617	\$8,280	\$35,539
(\$23,851)	(\$27,000)	(\$32,500)	(\$34,000)	(\$50,502)	(\$36,479)	(\$25,000)
(\$1,636)	(\$3,578)	(\$6,925)	(\$4,317)	(\$4,885)	(\$28,199)	\$10,539
(\$13)	(\$27)	(\$64)	(\$47)	(\$38)	(\$252)	\$93
-	-	\$3,896	-	(\$6,009)	(\$392)	\$20,552
\$24,280	\$16,605	\$14,805	\$16,803	\$16,781	\$17,001	\$13,576
\$1,298	\$2,645	\$2,709	\$3,341	\$2,147	\$1,480	\$3,295
\$11,067	\$5,242	\$5,882	\$5,677	\$5,479	\$7,591	\$12,340
\$13,903	\$10,928	\$18,526	\$7,094	\$3,763	\$2,622	\$3,763
\$29,982	\$34,423	\$33,084	\$27,441	\$31,108	\$30,312	\$28,199
\$671	\$671	\$671	-	-	-	-
\$1,833	\$1,224	(\$337)	\$153	\$1,934	\$850	\$553
\$313	\$438	\$5,114	\$6,365	\$636	\$509	\$738
\$818	\$3,239	\$1,267	\$2,301	\$3,158	\$3,202	\$2,422
\$54,147	\$64,468	\$55,881	\$49,458	\$49,843	\$35,518	\$42,227
(\$70,297)	(\$66,644)	(\$53,211)	(\$39,666)	(\$74,537)	(\$49,996)	(\$102,148)
(\$16,149)	(\$2,176)	\$2,670	\$9,792	(\$24,694)	(\$14,478)	(\$59,921)
\$72,247	\$72,518	\$88,299	\$77,116	\$37,621	\$24,437	\$37,787

\$41,386	\$41,386	\$75,247	\$75,247	\$75,247	\$75,247	\$75,247
-	-	\$113 -	-	\$406 -	-	-
\$2,026	\$2,026	\$2,026 -	-	-	\$4,858	\$4,858
\$4,209	\$3,516	\$7,453	\$7,821	\$4,624	\$11,122	\$3,875
\$7,150	\$7,490	\$7,583	\$7,452	\$17,163	\$16,993	\$6,364
\$2,064	\$1,263 -	-	-	\$327 -	-	\$1,657
\$2,646	\$2,646	\$2,646	\$2,646	\$6,545	\$6,181	\$6,170
\$59,481	\$58,327	\$95,069	\$93,166	\$104,313	\$114,401	\$98,172
\$291,781	\$347,757	\$335,060	\$302,872	\$232,340	\$314,896	\$312,867
\$179,573	\$360,060	\$137,014	\$15,690	\$332,908	\$155,348	\$261,242
38.10%	50.87%	29.02%	4.93%	58.90%	33.04%	45.50%
\$179,573	\$360,060	\$137,014	\$15,690	\$332,908	\$155,348	\$261,242
38.10%	50.87%	29.02%	4.93%	58.90%	33.04%	45.50%

Line Description	Mo Yr	Oct-24	Sep-24	Aug-24	Jul-24	Jun-24	May-24
FIXED OPERATIONS							
SERVICE							
Sales Svc CP Labor		\$90,450	\$176,919	\$184,394	\$119,473	\$108,205	\$107,909
Gross Svc CP Labor		\$66,619	\$131,348	\$121,156	\$73,778	\$70,452	\$74,721
GP% CP Labor		73.65%	74.24%	65.71%	61.75%	65.11%	69.24%
Gross Svc CP Labor Disc		(\$2,151)	(\$3,274)	(\$3,184)	(\$3,110)	(\$2,622)	(\$4,096)
Gross Svc CP Labor Promo Disc		(\$1,826)	(\$2,138)	(\$3,303)	(\$2,177)	(\$1,492)	(\$676)
Svc Discount % of Labor		-4.40%	-3.06%	-3.52%	-4.42%	-3.80%	-4.42%
Sales Svc CP Labor Net of Disc		\$86,473	\$171,507	\$177,907	\$114,186	\$104,092	\$103,137
Gross Svc CP Labor Net of Disc		\$62,642	\$125,937	\$114,670	\$68,491	\$66,338	\$69,949
GP% CP Labor Net of Disc		72.44%	73.43%	64.46%	59.98%	63.73%	67.82%
Sales Svc Warranty Labor		\$44,985	\$35,505	\$63,419	\$40,611	\$23,881	\$32,916
Gross Svc Warranty Labor		\$31,574	\$22,992	\$40,141	\$25,715	\$15,882	\$23,487
GP% Svc Warranty Labor		70.19%	64.76%	63.29%	63.32%	66.51%	71.35%
Sales Svc PDI Labor		\$7,115	\$10,890	\$22,591	\$10,019	\$9,317	\$6,232
Gross Svc PDI Labor		\$5,799	\$8,779	\$16,452	\$7,071	\$6,895	\$4,926
GP% Svc PDI Labor		81.51%	80.61%	72.83%	70.58%	74.00%	79.05%
Sales Svc IC Labor		\$1,383	\$2,760	\$6,258	\$1,780	\$4,596	\$4,237
Gross Svc IC Labor		\$985	\$1,909	\$4,263	\$1,087	\$3,206	\$3,006
GP% Svc IC Labor		71.26%	69.17%	68.12%	61.08%	69.76%	70.94%
Sales Svc Internal Labor		\$76,895	\$141,718	\$137,351	\$106,234	\$72,757	\$74,788
Gross Svc Internal Labor		\$62,147	\$110,913	\$95,830	\$71,616	\$51,818	\$54,729
GP% Svc Internal Labor		80.82%	78.26%	69.77%	67.41%	71.22%	73.18%
Sales Svc Sublet Labor		\$10,792	\$25,206	\$17,074	\$3,251	\$5,288	\$22,141
Gross Svc Sublet Labor		\$4,424	\$7,094	\$5,100	(\$5,920)	\$2,908	\$5,462
GP% Svc Sublet Labor		40.99%	28.14%	29.87%	-182.11%	54.99%	24.67%
Gross Svc Misc		-	-	\$3,847	\$5,205	\$2,117	\$3,534
Gross Svc Unapplied Labor		(\$4,281)	(\$545)	\$22,970	(\$24,360)	(\$18,093)	(\$17,592)
Total Sales Mech Labor Svc		\$216,851	\$362,381	\$407,526	\$272,829	\$214,643	\$221,310
Total Gross Mech Labor Svc		\$158,867	\$269,984	\$298,173	\$154,825	\$128,162	\$142,038
Total GP% Mech Labor Svc		73.26%	74.50%	73.17%	56.75%	59.71%	64.18%

Total Sales Svc	\$227,642	\$387,587	\$424,601	\$276,080	\$219,931	\$243,450
Total Gross Svc	\$163,290	\$277,079	\$303,273	\$148,904	\$131,070	\$147,500
Total GP% Svc	71.73%	71.49%	71.43%	53.94%	59.60%	60.59%
TOTAL DEALERSHIP						

Total Sales	\$227,642	\$387,587	\$424,601	\$276,080	\$219,931	\$243,450
Total Fixed Ops Gross	\$163,290	\$277,079	\$303,273	\$148,904	\$131,070	\$147,500
Total Gross Profit	\$163,290	\$277,079	\$303,273	\$148,904	\$131,070	\$147,500

#### EXPENSES

Supervisor Comp	\$2,000	\$15,384	\$21,817	\$13,645	\$16,000	\$16,000
Supervisor Comp % Gross	1.22%	5.55%	7.19%	9.16%	12.21%	10.85%
Clerical Comp	\$5,238	\$5,238	\$5,238	\$5,238	\$5,238	\$5,238
Fixed Ops Sales Comp	\$1,208	\$29,016	\$36,071	\$28,045	\$25,959	\$22,926
Fixed Ops Sales Comp % Gross	0.74%	10.47%	11.89%	18.83%	19.81%	15.54%
Other Personnel Comp	\$3,864	\$8,767	\$6,449	\$8,701	\$9,279	\$8,041
Training Wages	\$1,055	\$1,615	\$5,966	\$2,398	\$962	\$422
Absentee Comp	\$1,891	\$8,807	\$4,613	\$8,180	\$20,043	\$6,821
Payroll Taxes	\$5,874	\$12,802	\$14,855	\$10,841	\$11,176	\$10,381
Employee Benefits	\$12,162	\$13,731	\$13,620	\$13,974	\$12,512	\$13,438
Total Personnel Exp	\$33,293	\$95,360	\$108,628	\$91,023	\$101,168	\$83,267

Company Vehicle	-	\$608	\$164	\$65	\$169	\$101
3rd Party Rental	\$723	\$798	\$3,133	(\$3,201)	\$5,289	\$3,896
Loaner	\$1,263	\$1,282	\$614	\$842	\$854	\$2,035
Office Supplies	\$460	\$825	\$573	\$460	\$246	\$435
Other Supplies	\$7,892	\$4,276	\$10,713	\$12,360	\$1,958	\$9,420
Other Supplies Credits	(\$7,749)	(\$12,891)	(\$13,315)	(\$9,592)	(\$8,138)	(\$7,496)
Advertising Exp	\$1,409	\$8,734	\$9,115	\$8,548	\$8,796	\$7,208
Advertising Credits	-	-	-	-	-	-
Advertising, Net	\$1,409	\$8,734	\$9,115	\$8,548	\$8,796	\$7,208
Policy & Lot Damage Exp S/D/P/B	\$1,917	\$3,701	\$10,516	\$4,322	\$2,184	\$2,560
Bad Debt Exp	(\$2,002)	\$1,621	(\$1,237)	\$2,917	\$1,641	\$6,179
Data Processing Exp	\$9,162	\$11,288	\$11,881	\$10,124	\$10,025	\$11,422
Telephone	\$420	\$593	\$568	\$697	\$659	\$678
Credit Card, Bank & Bureau Fees	\$2,075	\$2,967	\$2,305	\$2,176	\$1,629	\$2,448
Outside Services- Facilities	\$3,526	\$5,134	\$4,213	\$5,778	\$5,295	\$7,079
Outside Svcs Exp	\$1,355	\$2,221	\$5,221	\$5,935	\$5,036	\$2,313
Training Exp	-	\$244	\$244	\$244	\$244	\$244
Travel & Ent Exp	\$173	\$487	\$361	\$73	\$298	\$379
Contributions/Dues/Publications	-	\$223	\$339	\$600	\$653	\$80
Freight	\$200	\$208	\$200	\$150	\$200	\$150
Total Semi-Fixed Exps	\$20,823	\$32,321	\$45,607	\$42,497	\$37,038	\$49,130

Rent	\$15,049	\$15,049	\$15,049	\$15,049	\$15,049	\$15,049
Repairs	-	-	\$2,895	\$204	\$473	\$1,084
Tax Exp	\$737	\$737	\$737	\$737	\$737	\$737
Utility Exp	\$2,100	\$2,100	\$3,172	\$2,100	\$2,672	\$2,100
Insurance Exp	\$2,822	\$2,819	\$2,653	\$2,600	\$2,967	\$2,600
Equip Rental & Repair	\$1,277	\$1,596	\$1,939	\$3,433	\$1,856	\$1,508
Depreciation/Amort	-	\$2,511	\$2,810	\$2,775	\$2,412	\$7,888
Total Fixed Exp	\$21,985	\$24,811	\$29,255	\$26,899	\$26,166	\$30,966
Total Exps	\$76,100	\$152,492	\$183,491	\$160,419	\$164,372	\$163,363
Net Income	\$87,190	\$124,586	\$119,781	(\$11,514)	(\$33,302)	(\$15,863)
Net Income % Grs	53.40%	44.96%	39.50%	-7.73%	-25.41%	-10.75%
Net Income after Reg Sup Costs	\$87,190	\$124,586	\$119,781	(\$11,514)	(\$33,302)	(\$15,863)
Net Income % Grs after Reg Sup	53.40%	44.96%	39.50%	-7.73%	-25.41%	-10.75%

	Apr-24	Mar-24	Feb-24	Jan-24	Dec-23	Nov-23	Oct-23
	\$101,911	\$124,091	\$98,965	\$117,264	\$91,238	\$115,644	\$111,379
	\$72,269	\$90,042	\$70,431	\$86,239	\$66,467	\$84,366	\$81,797
	70.91%	72.56%	71.17%	73.54%	72.85%	72.95%	73.44%
	(\$3,689)	(\$3,347)	(\$2,257)	(\$3,043)	(\$3,187)	(\$3,726)	(\$4,361)
	(\$618)	(\$235)	(\$99)	(\$83)	(\$365)	-	-
	-4.23%	-2.89%	-2.38%	-2.67%	-3.89%	-3.22%	-3.92%
	\$97,604	\$120,508	\$96,608	\$114,138	\$87,686	\$111,918	\$107,019
	\$67,962	\$86,460	\$68,075	\$83,113	\$62,915	\$80,640	\$77,437
	69.63%	71.75%	70.46%	72.82%	71.75%	72.05%	72.36%
	\$32,748	\$34,782	\$45,967	\$42,522	\$38,420	\$32,654	\$25,977
	\$22,534	\$25,792	\$34,518	\$31,504	\$27,504	\$23,762	\$16,964
	68.81%	74.15%	75.09%	74.09%	71.59%	72.77%	65.31%
	\$9,535	\$11,047	\$11,459	\$13,056	\$19,493	\$12,463	\$13,262
	\$7,769	\$9,064	\$9,524	\$10,997	\$16,517	\$10,743	\$10,942
	81.48%	82.05%	83.12%	84.23%	84.73%	86.20%	82.51%
	\$3,494	\$4,550	\$4,409	\$6,972	\$4,209	\$6,881	\$6,601
	\$2,512	\$3,380	\$3,174	\$5,010	\$2,989	\$5,111	\$4,876
	71.90%	74.28%	71.98%	71.85%	71.01%	74.27%	73.87%
	\$86,508	\$83,091	\$73,260	\$58,184	\$116,074	\$143,386	\$79,273
	\$63,564	\$61,247	\$53,500	\$44,927	\$86,835	\$104,096	\$58,721
	73.48%	73.71%	73.03%	77.21%	74.81%	72.60%	74.07%
	\$30,773	\$19,874	\$35,796	\$33,306	\$24,438	\$20,434	\$20,498
	\$1,328	\$3,891	\$13,283	\$6,088	\$10,816	\$8,535	\$9,010
	4.31%	19.58%	37.11%	18.28%	44.26%	41.77%	43.96%
	\$5,612	\$4,335	\$3,918	\$912	\$1,560	\$7,114	\$2,476
	(\$12,177)	(\$9,456)	(\$17,939)	(\$14,866)	(\$8,855)	(\$22,082)	(\$10,139)
	\$229,888	\$253,978	\$231,704	\$234,872	\$265,883	\$307,303	\$232,131
	\$157,775	\$180,822	\$154,771	\$161,595	\$189,465	\$209,384	\$161,276
	68.63%	71.20%	66.80%	68.80%	71.26%	68.14%	69.48%

\$260,660	\$273,852	\$267,499	\$268,178	\$290,321	\$327,737	\$252,629
\$159,103	\$184,713	\$168,053	\$167,683	\$200,281	\$217,919	\$170,286
61.04%	67.45%	62.82%	62.53%	68.99%	66.49%	67.41%

\$260,660	\$273,852	\$267,499	\$268,178	\$290,321	\$327,737	\$252,629
\$159,103	\$184,713	\$168,053	\$167,683	\$200,281	\$217,919	\$170,286
\$159,103	\$184,713	\$168,053	\$167,683	\$200,281	\$217,919	\$170,286

\$15,476	\$1,750	\$8,245	\$11,021	\$2,083	\$19,825	\$11,972
9.73%	0.95%	4.91%	6.57%	1.04%	9.10%	7.03%

\$5,238	\$15,715	-	-	-	-	-
\$20,340	\$26,601	\$26,527	\$24,109	\$27,382	\$31,819	\$22,324
12.78%	14.40%	15.78%	14.38%	13.67%	14.60%	13.11%
\$8,130	(\$4,463)	\$10,556	\$26,172	\$16,674	\$14,467	\$18,569
\$2,447	\$3,608	\$2,950	-	\$3,937	\$1,046	\$1,240
\$3,645	\$1,416	\$6,373	\$4,155	\$8,237	\$6,270	\$13,899
\$9,447	\$10,520	\$9,868	\$11,360	\$14,284	\$12,317	\$10,101
\$12,561	\$13,125	\$10,999	\$13,517	\$12,878	\$13,235	\$12,521
\$77,283	\$68,272	\$75,518	\$90,335	\$85,474	\$98,979	\$90,627

\$116	\$30	\$279	\$188	\$216	\$592	\$6
\$4,368	\$5,369	\$4,708	\$1,450	\$3,923	\$4,376	\$75
\$853	-	-	-	-	\$59	-
\$349	\$1,165	\$738	\$164	\$1,363	\$367	\$246
\$7,354	\$7,700	\$7,102	\$14,356	\$7,293	\$6,588	\$9,143
(\$8,869)	(\$8,725)	(\$6,388)	(\$6,124)	(\$7,435)	(\$8,799)	(\$8,926)
\$6,785	\$7,342	\$8,195	\$10,397	\$16,992	\$12,478	\$3,226

-	-	-	-	-	(\$174)	-
\$6,785	\$7,342	\$8,195	\$10,397	\$16,992	\$12,303	\$3,226
\$872	\$3,727	\$10,741	\$1,848	\$5,834	\$8,825	\$6,261
\$5,773	\$13,886	\$1,741	(\$48)	\$703	\$3,047	(\$33,243)
\$11,560	\$9,592	\$12,669	\$8,279	\$8,445	\$4,481	\$6,533
\$364	\$962	\$1,122	\$807	\$781	\$538	\$1,198
\$1,871	\$1,915	\$2,215	\$2,263	\$2,130	\$2,257	\$2,143
\$5,460	\$4,354	\$7,130	\$4,903	\$1,368	\$3,537	\$3,757
\$1,176	(\$4,198)	\$10,332	\$2,721	\$9,266	\$5,011	\$13,098
\$244	\$244	\$244	-	-	-	-
\$1,958	\$1,268	(\$123)	\$1,459	\$703	\$309	\$201
\$114	\$247	\$1,860	\$2,315	\$213	\$185	\$269
\$120	\$6	\$317	\$273	\$6	\$316	\$6
\$40,467	\$44,884	\$62,882	\$45,250	\$51,801	\$43,992	\$3,992

\$15,049	\$15,049	-	-	-	-	-
\$3,612	\$635	\$41	-	\$148	-	-
\$737	\$737	\$737	\$1,841	-	\$1,767	\$1,767
\$1,531	\$1,279	\$2,710	\$2,844	\$1,681	\$4,044	\$1,409
\$2,600	\$2,724	\$2,757	\$2,710	\$2,605	\$2,543	\$2,314
\$751	\$839	-	\$4,983	\$14,066	-	\$603
\$7,888	\$7,888	\$7,888	\$7,888	\$2,380	\$2,248	\$2,244
\$32,167	\$29,151	\$14,134	\$20,267	\$20,880	\$10,602	\$8,336
\$149,917	\$142,306	\$152,533	\$155,852	\$158,155	\$153,573	\$102,955
\$9,185	\$42,407	\$15,520	\$11,831	\$42,126	\$64,346	\$67,331
5.77%	22.96%	9.24%	7.06%	21.03%	29.53%	39.54%
\$9,185	\$42,407	\$15,520	\$11,831	\$42,126	\$64,346	\$67,331
5.77%	22.96%	9.24%	7.06%	21.03%	29.53%	39.54%