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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	A8536	2017	Jeep	Wrangler	47	Auction/Wholesale	No	\$ 31,763	\$ 30,400	105%	\$862	\$599
2	A8550	2020	GMC	Yukon XL	28	Auction/Wholesale	Yes	\$ 64,098	\$ 62,900	102%	\$1,003	\$1,700
3	A8402	2017	Chevrolet	Silverado	171	Auction/Wholesale	No	\$ 32,220	\$ 32,595	101%	\$1,775	\$2,300
4	21049A	2017	GMC	Terrain	36	Trade on New	Yes	\$ 16,954	\$ 16,000	104%	\$947	\$1,469
5	21069A	2016	Jeep	Grand Cherokee	40	Trade on New	No	\$ 22,707	\$ 22,707	88%	\$847	\$982
6	21080A	2017	Jeep	Grand Cherokee	20	Trade on New	No	\$ 25,495	\$ 25,495	97%	\$2,795	\$798
7	200542A	2016	GMC	Acadia	54	Trade on New	Yes	\$ 16,995	\$ 16,995	90%	\$2,602	\$216
8	200154B	2017	Jeep	Renegade	17	Trade on Used	No	\$ 13,995	\$ 12,745	94%	\$1,905	\$808
9	200694A	2018	GMC	Sierra	53	Trade on New	Yes	\$ 42,553	\$ 43,500	104%	\$1,748	\$2,198
10	A8519A	2012	Cadillac	SRX	43	Trade on Used	No	\$ 10,995	\$ 9,500	96%	\$2,204	\$182
11	200717A	2017	Buick	Encore	20	Trade on New	No	\$ 12,995	\$ 12,990	95%	\$2,107	\$1,566
12	200267A	2018	Buick	Encore	57	Trade on New	Yes	\$ 15,818	\$ 16,417	102%	(\$1,200)	\$1,812
13	A8559	2017	Buick	Envision	38	LBO OEM/Leasing Co.	Yes	\$ 21,022	\$ 21,995	109%	\$2,874	\$2,710
14	B8479	2020	GMC	Acadia	136	Other	Yes	\$ 34,091	\$ 33,600	102%	(\$840)	\$266
15	200445A	2018	Buick	Encore	21	Trade on New	No	\$ 13,895	\$ 13,895	95%	\$3,612	\$0
16	A8537	2019	Volkswagen	Atlas	63	Auction/Wholesale	No	\$ 26,723	\$ 26,500	104%	\$1,249	\$1,032
17	A8572	2018	GMC	Terrain	5	LBO OEM/Leasing Co.	Yes	\$ 26,995	\$ 26,200	112%	\$1,975	\$0
18	200055B	2019	Honda	Accord	42	Trade on Used	No	\$ 22,695	\$ 22,695	100%	\$2,398	\$2,694
19	A8554	2020	GMC	Acadia	47	Auction/Wholesale	Yes	\$ 26,456	\$ 25,000	102%	\$295	\$1,816
20	200183B	2016	GMC	Terrain	14	Trade on Used	No	\$ 16,296	\$ 15,900	99%	\$1,345	\$168
21	200724A	2016	Buick	Verano	19	Trade on New	No	\$ 10,895	\$ 12,500	89%	\$3,312	\$1,278
22	A8582	2018	Chevrolet	Tahoe	4	LBO OEM/Leasing Co.	No	\$ 39,575	\$ 38,389	94%	\$2,114	\$693
23	A8581	2019	GMC	Terrain	6	LBO OEM/Leasing Co.	Yes	\$ 19,775	\$ 19,650	102%	\$1,625	\$233
24	200693A	2015	Buick	Encore	30	Trade on New	No	\$ 11,995	\$ 10,447	102%	\$948	\$0
25	A8574	2020	GMC	Terrain	11	ntal Fleet (Enterprise, e	No	\$ 26,995	\$ 25,314	112%	\$1,966	\$1,706
26	A8575	2020	Nissan	Pathfinder	24	ntal Fleet (Enterprise, e	No	\$ 28,995	\$ 27,800	105%	\$1,894	\$0
27	A8560	2018	Chevrolet	Equinox	51	LBO OEM/Leasing Co.	Yes	\$ 20,995	\$ 21,000	112%	\$245	\$1,351

28	A8583	2018	GMC	Yukon	38	LBO OEM/Leasing Co.	Yes	\$	38,995	\$	39,995	102%	\$2,229	\$753
29	21096A	2015	Jeep	Grand Cherokee	44	Trade on New	No	\$	39,995	\$	38,100	89%	\$1,933	\$2,689
30	200283B	2012	Chevrolet	Equinox	32	Trade on Used	No	\$	7,995	\$	7,700	87%	\$2,037	\$216
31	200205A	2015	Toyota	Sienna	22	Trade on New	No	\$	14,995	\$	14,100	93%	\$1,530	\$377
32	A8539A	2014	Toyota	Corolla	64	Trade on Used	No	\$	10,504	\$	10,795	86%	\$1,053	\$1,756
33	21176A	2019	GMC	Yukon	11	Trade on New	No	\$	51,995	\$	50,995	98%	\$3,111	\$1,016
34	200154C	2014	Chevrolet	Sonic	30	Trade on Used	No	\$	6,300	\$	6,295	99%	\$2,048	\$0
35	A8557	2018	Chevrolet	Equinox	35	Auction/Wholesale	Yes	\$	17,851	\$	17,851	101%	\$382	\$2,231
36	21176B	2015	GMC	Yukon	5	Trade on New	No	\$	35,995	\$	35,995	104%	\$4,788	\$1,497
37	A8580	2018	Buick	Enclave	24	LBO OEM/Leasing Co.	Yes	\$	26,075	\$	25,575	77%	\$1,779	\$466
38	B8569	2020	Nissan	Altima	25	Other	No	\$	18,500	\$	17,400	95%	\$353	\$0
39	21182A	2018	GMC	Yukon	18	Trade on New	Yes	\$	45,000	\$	45,000	96%	\$3,264	\$2,100
40	21156A	2019	Toyota	Tundra	6	Trade on New	No	\$	41,998	\$	40,770	94%	\$3,570	\$3,037
41	21163A	2016	Tesla	Model S	8	Trade on New	No	\$	45,995	\$	44,995	76%	\$6,295	\$295
42	A8547	2017	Chevrolet	Malibu	79	Auction/Wholesale	Yes	\$	15,390	\$	15,390	98%	\$722	\$3,442
43	200572B	2019	Jeep	Compass	33	Trade on Used	No	\$	19,995	\$	19,995	95%	\$1,180	\$2,383
44	A8598	2020	Ford	Edge	19	Auction/Wholesale	No	\$	22,936	\$	24,000	103%	\$1,494	\$779
45	A8561	2020	Buick	Encore GX	72	Auction/Wholesale	Yes	\$	22,000	\$	21,700	105%	(\$235)	\$594
46	A8549	2017	Cadillac	XT5	79	Auction/Wholesale	No	\$	25,894	\$	25,879	98%	\$208	\$2,847
47	A8585	2019	GMC	Acadia	28	LBO OEM/Leasing Co.	Yes	\$	31,995	\$	31,995	116%	\$4,621	\$2,958
48	A8567	2018	Jeep	Cherokee	66	Auction/Wholesale	No	\$	16,764	\$	16,764	100%	\$1,594	\$716
49	21122A	2017	Buick	Lacrosse	11	Trade on New	Yes	\$	19,595	\$	21,995	99%	\$5,711	\$1,840
50	200578A	2012	Ford	Escape	11	Trade on New	No	\$	7,498	\$	7,498	73%	\$2,211	\$1,600
51	P8591	2017	GMC	Terrain	11	LBO Customer	No	\$	20,573	\$	19,609	104%	\$1,060	\$265
52	21142A	2019	Buick	Envision	17	Trade on New	Yes	\$	25,900	\$	25,900	89%	\$3,167	\$0
53	A8543	2018	Cadillac	ATS	88	LBO OEM/Leasing Co.	No	\$	21,595	\$	20,575	102%	(\$75)	\$700

Scoreboard Totals

% Retailed of Non-Franchise Make	24%
Total # Retail Units	80
Avg. Days to Sale	34.7
Avg. Advertised Price (Time of Sale)	\$ 23,329
Avg. Transaction Price	\$ 23,018
Avg. Market Price at 100%	\$ 23,811
Avg. Price to Market % (Time of Sale)	98%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ 296
Avg. Front-End Gross	\$ 2,053
Avg. Finance Gross	\$ 1,177
PUVR	\$ 3,257
Total Gross (Units & PUVR)	\$ 260,577
GROI	147%
% with Trade	31%
Avg. Over/Under Allowance	(\$355)



ACADEMY

Scoreboard

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Desk Manager	Totals	No Idea	Bill Haggerty
% Retailed of Non-New Franchise	24%	33%	27%
Total # Retail Units	80	30	15
Avg. Days to Sale	34.7	40.2	35.7
Avg. Advertised Price (Time of Sale)	\$ 23,329	\$ 24,051	\$ 24,441
Avg. Transaction Price	\$ 23,018	\$ 23,555	\$ 24,159
Avg. Market Price at 100%	\$ 23,811	\$ 24,699	\$ 22,730
Avg. Price to Market % (Time of Sale)	98%	97%	108%
Avg. Transaction to Market	97%	95%	106%
Avg. Transactional Discount	\$ 296	\$ 489	\$ 326
Avg. Front-End Gross	\$ 2,053	\$ 1,441	\$ 2,134
Avg. Finance Gross	\$ 1,177	\$ 1,276	\$ 971
PUVR	\$ 3,257	\$ 2,718	\$ 3,219
Total Gross (Units & PUVR)	\$ 260,577	\$ 81,530	\$ 48,286
GROI	147%	103%	134%
% with Trade	31%	27%	33%
Avg. Over/Under Allowance	-355	-501	-25



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Tony Hanshew	Lavonse Johnson	Pat Cunningham	Katie Haggerty
13%	8%	0%	100%
15	13	4	1
29.3	33.7	11.3	20.0
\$ 24,114	\$ 21,703	\$ 18,857	\$ 25,495
\$ 23,564	\$ 21,795	\$ 19,130	\$ 25,495
\$ 17,741	\$ 21,117	\$ 19,018	\$ 26,284
136%	103%	99%	97%
133%	103%	101%	97%
\$ 420	\$ (235)	\$ (10)	\$ -
\$ 2,361	\$ 2,772	\$ 2,378	\$ 2,795
\$ 852	\$ 1,671	\$ 1,115	\$ 798
\$ 3,102	\$ 4,972	\$ 3,493	\$ 3,593
\$ 46,527	\$ 64,639	\$ 13,973	\$ 3,593
162%	244%	584%	254%
40%	31%	25%	0%
-365	0	-136	#DIV/0!

Paul Bednarz			
50%	#DIV/0!	#DIV/0!	#DIV/0!
2	0	0	0
45.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,697	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,798	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,048	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
99%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (101)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,626	#DIV/0!	#DIV/0!	#DIV/0!
\$ 787	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,413	#DIV/0!	#DIV/0!	#DIV/0!
\$ 6,825	#DIV/0!	#DIV/0!	#DIV/0!
163%	#DIV/0!	#DIV/0!	#DIV/0!
50%	#DIV/0!	#DIV/0!	#DIV/0!
-2,400	#DIV/0!	#DIV/0!	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	Dan Fontana	Mike Pendelton
% Retailed of Non-New Franchise	24%	14%	21%
Total # Retail Units	80	7	14
Avg. Days to Sale	34.7	36.9	41.2
Avg. Advertised Price (Time of Sale)	\$ 23,329	\$ 16,784	\$ 23,887
Avg. Transaction Price	\$ 23,018	\$ 16,561	\$ 23,300
Avg. Market Price at 100%	\$ 23,811	\$ 15,128	\$ 23,076
Avg. Price to Market % (Time of Sale)	98%	111%	104%
Avg. Transaction to Market	97%	109%	101%
Avg. Transactional Discount	\$ 296	\$ 464	\$ 648
Avg. Front-End Gross	\$ 2,053	\$ 1,831	\$ 1,414
Avg. Finance Gross	\$ 1,177	\$ 528	\$ 1,189
PUVR	\$ 3,257	\$ 2,359	\$ 2,603
Total Gross (Units & PUVR)	\$ 260,577	\$ 16,510	\$ 36,440
GROI	147%	139%	98%
% with Trade	31%	14%	36%
Avg. Over/Under Allowance	-355	500	-182



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Guisepe Riggio	Calvin Tines	Ramiro Castillo	Tristan Diaz
60%	15%	18%	33%
5	13	11	3
51.0	34.1	31.5	57.7
\$ 24,920	\$ 26,296	\$ 27,167	\$ 23,307
\$ 24,737	\$ 26,163	\$ 26,887	\$ 23,217
\$ 26,416	\$ 20,175	\$ 25,154	\$ 25,818
94%	130%	108%	90%
94%	130%	107%	90%
\$ 229	\$ (218)	\$ 106	\$ 209
\$ 1,770	\$ 2,197	\$ 2,495	\$ 1,768
\$ 2,162	\$ 1,474	\$ 1,002	\$ 515
\$ 4,223	\$ 3,562	\$ 3,496	\$ 1,974
\$ 21,117	\$ 46,310	\$ 38,459	\$ 5,922
121%	144%	149%	53%
20%	62%	36%	0%
0	-378	-725	0

Bruce Ary	Mitchel Ledbetter	Sean Schuster	Ernesto Soule
50%	33%	25%	0%
6	3	4	4
23.0	26.7	27.3	15.0
\$ 20,058	\$ 15,328	\$ 19,846	\$ 16,695
\$ 19,712	\$ 14,396	\$ 19,734	\$ 17,243
\$ 20,428	\$ 13,324	\$ 20,322	\$ 18,028
98%	115%	98%	93%
96%	108%	97%	96%
\$ 346	\$ 1,399	\$ 112	\$ (731)
\$ 2,547	\$ 1,344	\$ 3,150	\$ 4,009
\$ 1,151	\$ 1,064	\$ 1,425	\$ 972
\$ 3,698	\$ 2,408	\$ 4,575	\$ 5,441
\$ 22,187	\$ 7,224	\$ 18,298	\$ 21,766
294%	226%	306%	757%
0%	67%	25%	0%
#DIV/0!	-1,450	0	#DIV/0!

Frank Stewart	House	Shawn Akins	Shaun Halloran
20%	100%	0%	0%
5	1	2	2
29.8	88.0	18.5	30.5
\$ 31,771	\$ 21,595	\$ 16,995	\$ 26,123
\$ 30,967	\$ 20,575	\$ 16,548	\$ 26,123
\$ 40,415	\$ 21,172	\$ 18,615	\$ 18,229
79%	102%	91%	143%
77%	97%	89%	143%
\$ 1,113	\$ 1,020	\$ 448	\$ -
\$ 1,027	\$ (75)	\$ 2,222	\$ 2,011
\$ 1,415	\$ 700	\$ 1,280	\$ 656
\$ 2,635	\$ 625	\$ 3,502	\$ 3,832
\$ 13,174	\$ 625	\$ 7,004	\$ 7,664
103%	12%	412%	173%
0%	100%	50%	50%
#DIV/0!	0	0	0

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Scoreboard

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Finance Manager	Totals	Paul Bednarz	Katie Haggerty
% Retailed of Non-New Franchise	24%	23%	17%
Total # Retail Units	80	69	6
Avg. Days to Sale	34.7	36.4	23.5
Avg. Advertised Price (Time of Sale)	\$ 23,329	\$ 23,434	\$ 23,079
Avg. Transaction Price	\$ 23,018	\$ 23,145	\$ 22,822
Avg. Market Price at 100%	\$ 23,811	\$ 22,375	\$ 23,588
Avg. Price to Market % (Time of Sale)	98%	105%	98%
Avg. Transaction to Market	97%	103%	97%
Avg. Transactional Discount	\$ 296	\$ 277	\$ 257
Avg. Front-End Gross	\$ 2,053	\$ 1,882	\$ 2,943
Avg. Finance Gross	\$ 1,177	\$ 1,255	\$ 1,119
PUVR	\$ 3,257	\$ 3,160	\$ 4,062
Total Gross (Units & PUVR)	\$ 260,577	\$ 218,056	\$ 24,373
GROI	147%	135%	273%
% with Trade	31%	0%	0%
Avg. Over/Under Allowance	-355	-385	0



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Tony Hanshaw	Lavonse Johnson		
33%	50%	#DIV/0!	#DIV/0!
3	2	0	0
24.3	24.5	#DIV/0!	#DIV/0!
\$ 23,995	\$ 19,448	#DIV/0!	#DIV/0!
\$ 22,865	\$ 19,448	#DIV/0!	#DIV/0!
\$ 13,788	\$ 20,900	#DIV/0!	#DIV/0!
174%	93%	#DIV/0!	#DIV/0!
166%	93%	#DIV/0!	#DIV/0!
\$ 1,195	\$ -	#DIV/0!	#DIV/0!
\$ 3,343	\$ 3,341	#DIV/0!	#DIV/0!
\$ 285	\$ -	#DIV/0!	#DIV/0!
\$ 3,628	\$ 3,341	#DIV/0!	#DIV/0!
\$ 10,883	\$ 6,682	#DIV/0!	#DIV/0!
235%	252%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
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CPO	Totals	Yes	No
Total # Retail Units	80	28	52
Avg. Days to Sale	34.7	40.0	31.8
Avg. Advertised Price (Time of Sale)	\$ 23,329	\$ 26,669	\$ 21,076
Avg. Transaction Price	\$ 23,018	\$ 26,625	\$ 21,076
Avg. Market Price at 100%	\$ 23,811	\$ 26,278	\$ 20,005
Avg. Price to Market % (Time of Sale)	98%	101%	105%
Avg. Transaction to Market	97%	101%	105%
Avg. Transactional Discount	\$ 296	\$ (11)	\$ 457
Avg. Front-End Gross	\$ 2,053	\$ 1,793	\$ 2,193
Avg. Finance Gross	\$ 1,177	\$ 1,377	\$ 1,070
PUVR	\$ 3,257	\$ 3,292	\$ 3,238
Total Gross (Units & PUVR)	\$ 260,577	\$ 92,183	\$ 168,388
GROI	147%	111%	174%
% with Trade	31%	23%	50%
Avg. Over/Under Allowance	-355	-290	-396



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	80	27	19
Avg. Days to Sale	34.7	29.4	46.3
Avg. Advertised Price (Time of Sale)	\$ 23,329	\$ 24,370	\$ 22,682
Avg. Transaction Price	\$ 23,018	\$ 24,308	\$ 22,682
Avg. Market Price at 100%	\$ 23,811	\$ 24,065	\$ 23,933
Avg. Price to Market % (Time of Sale)	98%	101%	95%
Avg. Transaction to Market	97%	101%	95%
Avg. Transactional Discount	\$ 296	\$ 62	\$ 550
Avg. Front-End Gross	\$ 2,053	\$ 2,188	\$ 1,636
Avg. Finance Gross	\$ 1,177	\$ 1,259	\$ 1,077
PUVR	\$ 3,257	\$ 3,447	\$ 2,713
Total Gross (Units & PUVR)	\$ 260,577	\$ 93,075	\$ 51,550
GROI	147%	173%	93%
% with Trade	31%	33%	84%
Avg. Over/Under Allowance	-355	-300	-357



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	80	33	15
% of Retail Units	100%	41%	19%
% Retailed of Non-New Franchise	24%	12%	33%
Avg. Days to Sale	34.7	26.7	30.3
Avg. Transaction Price	\$ 23,018	\$ 22,230	\$ 16,144
Avg. Transaction to Market %	97%	94%	92%
Avg. Transactional Discount	\$ 296	\$ 192	\$ 545
Avg. Front End Gross	\$ 2,053	\$ 2,445	\$ 2,293
Avg. Finance Gross	\$ 1,177	\$ 1,222	\$ 977
PUVR	\$ 3,257	\$ 3,699	\$ 3,297
Total Gross (Units & PUVR)	\$ 260,577	\$ 122,053	\$ 49,455
GROI	147%	224%	242%
% with Trade	31%	36%	27%
Avg. Over/Under Allowance	-355	-349	-1,500



Auction/Wholesale	LBO Customer	BO OEM/Leasing	Cal Fleet (Enterprise,
13	2	11	3
16%	3%	14%	4%
38%	0%	27%	33%
64.2	11.5	30.5	18.0
\$ 27,471	\$ 24,052	\$ 28,533	\$ 26,371
101%	98%	106%	103%
\$ 367	\$ (518)	\$ 144	\$ 999
\$ 1,011	\$ 3,610	\$ 1,872	\$ 2,020
\$ 1,404	\$ 1,009	\$ 1,209	\$ 1,633
\$ 2,491	\$ 4,619	\$ 3,028	\$ 3,653
\$ 32,383	\$ 9,237	\$ 33,306	\$ 10,960
51%	601%	125%	277%
23%	0%	45%	0%
116	#DIV/0!	100	#DIV/0!

Other	Street/Curb Buy	Street/Curb Buy
3	0	0
4%	0%	0%
33%	#DIV/0!	#DIV/0!
64.0	#DIV/0!	#DIV/0!
\$ 22,500	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!
\$ 246	#DIV/0!	#DIV/0!
\$ 713	#DIV/0!	#DIV/0!
\$ 247	#DIV/0!	#DIV/0!
\$ 960	#DIV/0!	#DIV/0!
\$ 2,880	#DIV/0!	#DIV/0!
24%	#DIV/0!	#DIV/0!
33%	#DIV/0!	#DIV/0!
0	#DIV/0!	#DIV/0!

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Age	Totals	0-30 days	31-45 days
Total # Retail Units	80	42	13
% of Retail Units	100%	53%	16%
% Retailed of Non-New Franchise	24%	17%	38%
Avg. Days to Sale	34.7	15.5	38.2
Avg. Transaction Price	\$ 23,018	\$ 23,819	\$ 20,733
Avg. Transaction to Market %	97%	95%	96%
Avg. Transactional Discount	\$ 296	\$ 423	\$ 288
Avg. Front End Gross	\$ 2,053	\$ 2,655	\$ 1,745
Avg. Finance Gross	\$ 1,177	\$ 1,096	\$ 1,324
PUVR	\$ 3,257	\$ 3,751	\$ 3,068
Total Gross (Units & PUVR)	\$ 260,577	\$ 157,528	\$ 39,888
GROI	147%	365%	139%
% with Trade	31%	29%	15%
Avg. Over/Under Allowance	-355	-295	175



46-60 days	61-90 days	90+ days
9	8	2
11%	10%	3%
22%	50%	50%
52.3	73.4	153.5
\$ 21,040	\$ 20,125	\$ 33,098
99%	99%	101%
\$ 87	\$ 4	\$ 58
\$ 1,221	\$ 851	\$ 468
\$ 1,226	\$ 1,410	\$ 1,283
\$ 2,447	\$ 2,261	\$ 1,751
\$ 22,026	\$ 18,090	\$ 3,501
80%	55%	12%
33%	50%	100%
-1,933	-122	188