Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Dustin Arnold	Shane Brown	Robert Angrish
Derylray Griffis	John McCaughan	Destinie Bailey
Mike Cabral		Don Barron
Brandon Mock		DJ Blevins
Cole Parker		Angus Davenport
Ricky Stokes		Emily-Jean Downs
		Kyle Edmondson
		Juana Felipe
		Christopher Garel
		Adam Harless
		Adam Hebert
		Thomas Hines
		Jeremy Howard
		Lori Ireland
		Jerry Israel
		Bryan Korec
		Jordan Martinez
		Anthony McCreary
		Mollie Moore
		Jhonathan Perez
		Rob Reid
		Mary Ashley Tenney
		Mark Vargas
		Nico Vega
		Enrico Young III
		House Deal

New Car Franchise(s)
Toyota

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	35	Trade on New	No	$ 15,000	$ 13,800	95%	$750	$1,100
1	PC8653	2018	Toyota	Tundra	38	Auction/Wholesale	Yes	$ 39,851	$ 38,545	102%	$1,141	$1,745
2	221448B	2018	Chevrolet	Malibu	7	Trade on Used	No		$ 31,999		$2,446	$8,319
3	PC8682	2017	Tesla	Model S	6	Auction/Wholesale	No		$ 44,370		($559)	$1,777
4	221414A	2018	Toyota	Sienna	30	Trade on New	No	$ 32,251	$ 32,371	107%	$3,105	$0
5	PC8644	2018	Toyota	Camry	10	Auction/Wholesale	Yes	$ 20,591	$ 19,696	105%	$1,361	$1,333
6	221257A	2020	Toyota	RAV4	23	Trade on New	No	$ 26,431	$ 26,431	104%	$2,282	$4,174
7	221266A	2016	Dodge	Charger	8	Trade on New	No	$ 35,351	$ 36,995	106%	$2,390	$5,661
8	PC8676	2018	Toyota	Avalon	14	Auction/Wholesale	Yes	$ 30,995	$ 30,995	119%	($339)	$1,882
9	221162A	2018	Toyota	RAV4	88	Trade on New	No	$ 20,673	$ 23,627	100%	($3,212)	$2,466
10	221470A	2015	Toyota	Sienna	19	Trade on New	No	$ 19,271	$ 19,271	100%	$2,782	$0
11	PC8647	2018	Toyota	Camry	48	Auction/Wholesale	Yes	$ 21,922	$ 23,985	104%	$2,811	$2,016
12	221426A	2018	Nissan	Kicks	33	Trade on New	No	$ 16,841	$ 17,500	109%	$2,446	$2,714
13	221387A	2017	Ford	Mustang	46	Trade on New	No	$ 20,651	$ 21,995	107%	$3,347	$1,632
14	PC8680	2017	Chevrolet	Colorado	16	Auction/Wholesale	No	$ 28,781	$ 29,995	109%	$5,320	$5,908
15	221484A	2016	Toyota	Highlander	3	Trade on New	No	$ 25,861	$ 25,861	100%	$2,501	$1,845
16	221356A	2019	Toyota	Highlander	4	Trade on New	No	$ 27,995	$ 27,995	100%	$1,967	$1,661
17	221150A	2018	Toyota	Corolla	8	Trade on New	No	$ 15,991	$ 15,995	105%	$664	$370
18	221455A	2019	Toyota	Corolla	4	Trade on New	No	$ 15,431	$ 15,431	100%	$1,894	$72
19	221417A	2019	Toyota	4Runner	13	Trade on New	No	$ 36,781	$ 34,745	102%	$756	$0
20	221472A	2017	Toyota	RAV4	15	Trade on New	Yes	$ 18,961	$ 21,883	100%	$4,275	$1,820
21	221384B	2020	Honda	Civic	12	Trade on Used	No	$ 19,981	$ 19,995	101%	$2,006	$2,231
22	221467A	2015	Chevrolet	Traverse	14	Trade on New	No	$ 13,961	$ 14,000	99%	$2,808	$1,782
23	221311A	2015	Nissan	Sentry	10	Trade on New	No	$ 6,461	$ 5,852	100%	$1,207	$0
24	PC8685	2017	Toyota	Tacoma	12	Other	Yes	$ 30,591	$ 30,591	97%	$1,661	$1,035
25	PC8687	2020	Toyota	Tundra	9	Other	Yes	$ 54,671	$ 54,671	103%	$2,635	$2,187
26	PC8646	2018	Toyota	Camry	52	Auction/Wholesale	Yes	$ 20,997	$ 20,997	105%	$198	$2,855
27	221134A	2020	Toyota	Corolla	4	Trade on New	No	$ 17,681	$ 15,995	100%	$805	$1,870
28	221124A	2020	Toyota	Camry	12	Trade on New	No	$ 22,741	$ 21,729	111%	$2,005	$100
29	221113G	2015	GMC	Sierra 1500	44	Trade on Used	No	$ 23,221	$ 18,985	102%	$419	$0

30	221134A	2020	Toyota	Corolla	5	Trade on New	No	$ 17,681	$ 15,995	100%	$805	$1,870
31	221513A	2016	Chevrolet	Silverado 1500	10	Trade on New	No	$ 12,821	$ 28,325	103%	$257	$1,851
32	PC8688	2020	Toyota	Corolla	11	Auction/Wholesale	Yes	$ 17,981	$ 16,153	104%	($594)	$0
33	221199A	2018	Toyota	Tundra	107	Trade on New	No	$ 36,569	$ 34,867	98%	($700)	$290
34	221274C	2017	Dodge	Journey	49	Trade on Used	No	$ 14,450	$ 14,100	97%	($319)	$1,654
35	221490A	2016	Chevrolet	Corvette	20	Trade on New	No	$ 43,591	$ 41,062	99%	$2,377	$1,517
36	221257B	2015	Jeep	Cherokee	14	Trade on Used	No	$ 14,451	$ 14,451	103%	$1,797	$2,416
37	221415A	2020	Toyota	Corolla	21	Trade on New	No	$ 16,981	$ 17,880	100%	$1,147	$5,967
38	221081A	2013	Toyota	Prius	13	Trade on New	No	$ 11,831	$ 11,831	99%	$1,858	$1,718
39	PC8699	2019	Ford	Ranger	1	Other	No	$ 29,621	$ 29,621	96%	($1,281)	$5,047
40	221461A	2020	Toyota	Corolla	30	Trade on New	No	$ 16,791	$ 17,995	102%	$1,395	$1,030
41	221366A	2018	Toyota	4Runner	66	Trade on New	No	$ 30,597	$ 32,998	93%	$4,084	$8,036
42	221469A	2020	Toyota	RAV4	23	Trade on New	No	$ 29,421	$ 27,305	106%	$1,316	$0
43	221404A	2017	Toyota	Highlander	53	Trade on New	No	$ 23,666	$ 23,565	96%	$3,485	$912
44	221514A	2017	Toyota	RAV4	14	Trade on New	No	$ 22,981	$ 19,915	103%	($278)	$3,036
45	221437A	2018	Toyota	RAV4	40	Trade on New	No	$ 19,451	$ 22,998	103%	$3,595	$2,831
46	221104A	2017	Nissan	Rogue	19	Trade on New	No	$ 20,571	$ 19,547	105%	($1,063)	$0
47	PC8706	2015	Ford	Escape	15	Trade on Used	No	$ 13,761	$ 12,295	109%	($104)	$1,891
48	221351A	2018	Toyota	Corolla	13	Trade on New	No	$ 15,971	$ 15,184	100%	$1,011	$1,347
49	221515A	2018	Toyota	Tacoma	18	Trade on New	No	$ 33,291	$ 33,595	109%	$2,785	$736
50	221184C	2017	Jeep	Cherokee	20	Trade on Used	No	$ 16,681	$ 16,371	102%	($679)	$807
51	221211A	2018	Ford	Raptor	102	Trade on New	No	$ 56,955	$ 56,995	95%	$655	$0
52	221491A	2018	Chevrolet	Silverado 1500	25	Trade on New	No	$ 34,761	$ 35,000	96%	$4,256	$6,125
53	PC8644A	2016	Ford	F150	20	Trade on Used	No	$ 28,491	$ 23,500	97%	$483	$1,486

Scoreboard Totals

% Retailed of Non-Franchise Make	44%
Total # Retail Units	61
Avg. Days to Sale	25.1
Avg. Advertised Price (Time of Sale)	$ 24,108
Avg. Transaction Price	$ 24,705
Avg. Market Price at 100%	$ 23,596
Avg. Price to Market % (Time of Sale)	102%
Avg. Transaction to Market	105%
Avg. Transactional Discount	$ (1,387)
Avg. Front-End Gross	$ 1,459
Avg. Finance Gross	$ 1,990
PUVR	$ 3,448
Total Gross (Units & PUVR)	$ 210,357
GROI	200%
% with Trade	44%
Avg. Over/Under Allowance	($836)

Scoreboard

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Desk Manager	Totals	Dustin Arnold
% Retailed of Non-New Franchise	44%	41%
Total # Retail Units	61	17
Avg. Days to Sale	25.1	17.8
Avg. Advertised Price (Time of Sale)	$ 24,108	$ 19,971
Avg. Transaction Price	$ 24,705	$ 20,787
Avg. Market Price at 100%	$ 23,596	$ 19,479
Avg. Price to Market % (Time of Sale)	102%	103%
Avg. Transaction to Market	105%	107%
Avg. Transactional Discount	$ (1,387)	$ (816)
Avg. Front-End Gross	$ 1,459	$ 1,192
Avg. Finance Gross	$ 1,990	$ 1,263
PUVR	$ 3,448	$ 2,455
Total Gross (Units & PUVR)	$ 210,357	$ 41,731
GROI	200%	239%
% with Trade	44%	59%
Avg. Over/Under Allowance	-836	-609

NADA ACADEMY

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Derylray Griffis	Mike Cabral	Brandon Mock	Ricky Stokes
55%	41%	43%	50%
11	17	14	2
26.6	25.5	34.4	10.0
$ 22,617	$ 25,071	$ 28,710	$ 30,995
$ 22,506	$ 24,957	$ 29,030	$ 37,683
$ 22,380	#DIV/0!	$ 28,203	#DIV/0!
101%	#DIV/0!	102%	#DIV/0!
101%	#DIV/0!	103%	#DIV/0!
$ 111	$ (1,360)	$ (320)	$ (22,185)
$ 2,177	$ 1,592	$ 1,329	$ (449)
$ 2,557	$ 2,800	$ 1,466	$ 1,830
$ 4,735	$ 4,392	$ 2,795	$ 1,381
$ 52,080	$ 74,662	$ 39,123	$ 2,761
284%	248%	101%	132%
27%	41%	43%	50%
795	-686	-1,917	-2,556

Cole Parker			
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Scoreboard

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Sales Consultant	Totals	Robert Angrish
% Retailed of Non-New Franchise	44%	33%
Total # Retail Units	61	3
Avg. Days to Sale	25.1	29.3
Avg. Advertised Price (Time of Sale)	$ 24,108	$ 24,779
Avg. Transaction Price	$ 24,705	$ 28,960
Avg. Market Price at 100%	$ 23,596	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!
Avg. Transactional Discount	$ (1,387)	$ (12,441)
Avg. Front-End Gross	$ 1,459	$ 3,602
Avg. Finance Gross	$ 1,990	$ 6,058
PUVR	$ 3,448	$ 9,660
Total Gross (Units & PUVR)	$ 210,357	$ 28,980
GROI	200%	409%
% with Trade	44%	0%
Avg. Over/Under Allowance	-836	#DIV/0!

NADA ACADEMY

r to access the dropdown list, then scroll up to select your staff member for each column.)

Destinie Bailey	Don Barron	DJ Blevins	Angus Davenport
0%	0%	#DIV/0!	67%
1	4	0	3
8.0	33.3	#DIV/0!	39.0
$ 15,991	$ 20,660	#DIV/0!	$ 23,755
$ 15,995	$ 21,148	#DIV/0!	$ 22,968
$ 15,230	$ 19,636	#DIV/0!	$ 23,883
105%	105%	#DIV/0!	99%
105%	108%	#DIV/0!	96%
$ (4)	$ (488)	#DIV/0!	$ 787
$ 664	$ 1,540	#DIV/0!	$ 1,402
$ 370	$ 2,735	#DIV/0!	$ 2,067
$ 1,034	$ 4,275	#DIV/0!	$ 3,469
$ 1,034	$ 17,098	#DIV/0!	$ 10,407
291%	219%	#DIV/0!	139%
100%	50%	#DIV/0!	33%
-499	-250	#DIV/0!	800

Emily-Jean Downs	Kyle Edmondson	Juana Felipe	Christopher Garel
50%	33%	0%	#DIV/0!
4	3	1	0
20.5	8.0	29.0	#DIV/0!
$ 35,259	$ 17,004	$ 28,981	#DIV/0!
$ 35,605	$ 16,709	$ 28,981	#DIV/0!
$ 34,723	$ 16,102	$ 27,085	#DIV/0!
102%	106%	107%	#DIV/0!
103%	104%	107%	#DIV/0!
$ (347)	$ 296	$ -	#DIV/0!
$ 1,651	$ 1,328	$ 1,977	#DIV/0!
$ 1,288	$ 599	$ 4,435	#DIV/0!
$ 2,939	$ 1,927	$ 6,412	#DIV/0!
$ 11,754	$ 5,781	$ 6,412	#DIV/0!
145%	519%	275%	#DIV/0!
50%	33%	0%	#DIV/0!
-2,200	600	#DIV/0!	#DIV/0!

Adam Harless	Adam Hebert	Thomas Hines	Jeremy Howard
100%	0%	100%	50%
1	3	1	2
39.0	22.0	19.0	19.0
$ 28,471	$ 24,501	$ 20,571	$ 20,096
$ 28,471	$ 23,836	$ 19,547	$ 19,363
$ 28,759	$ 23,282	$ 19,591	$ 19,020
99%	105%	105%	106%
99%	102%	100%	102%
$ -	$ 665	$ 1,024	$ 733
$ 3,832	$ 2,093	$ (1,063)	$ 1,089
$ 2,262	$ 573	$ -	$ 3,033
$ 6,094	$ 2,666	$ (1,063)	$ 4,121
$ 6,094	$ 7,997	$ (1,063)	$ 8,243
198%	183%	-103%	403%
0%	33%	100%	50%
#DIV/0!	500	-500	0

Lori Ireland	Jerry Israel	Bryan Korec	Jordan Martinez
50%	100%	50%	0%
6	1	8	1
25.5	20.0	13.0	19.0
$ 30,024	$ 16,681	$ 19,721	$ 19,271
$ 30,350	$ 16,371	$ 18,735	$ 19,271
$ 30,234	$ 16,354	$ 19,360	$ 19,271
99%	102%	102%	100%
100%	100%	97%	100%
$ (326)	$ 310	$ 986	$ -
$ 975	$ (679)	$ 1,822	$ 2,782
$ 2,283	$ 807	$ 2,130	$ -
$ 3,259	$ 128	$ 3,952	$ 2,782
$ 19,551	$ 128	$ 31,618	$ 2,782
152%	14%	584%	274%
50%	100%	50%	0%
-367	-614	652	#DIV/0!

Anthony McCreary	Mollie Moore	Jhonathan Perez	Rob Reid
100%	50%	100%	0%
1	4	1	1
25.0	23.8	10.0	18.0
$ 34,761	$ 22,305	$ 12,821	$ 33,291
$ 35,000	$ 23,037	$ 28,325	$ 33,595
$ 36,209	$ 22,701	$ 12,448	$ 30,542
96%	98%	103%	109%
97%	101%	228%	110%
$ (239)	$ (733)	$ (15,504)	$ (304)
$ 4,256	$ 1,777	$ 257	$ 2,785
$ 6,125	$ 1,412	$ 1,851	$ 736
$ 10,381	$ 3,189	$ 2,108	$ 3,521
$ 10,381	$ 12,756	$ 2,108	$ 3,521
427%	210%	268%	210%
100%	50%	100%	100%
-200	-2,500	-3,100	0

Mary Ashley Tenne	Mark Vargas	Nico Vega	Enrico Young III
50%	100%	50%	0%
2	2	4	2
12.5	17.0	42.8	51.0
$ 16,216	$ 28,776	$ 24,243	$ 25,834
$ 15,302	$ 27,531	$ 23,657	$ 27,311
$ 15,660	$ 29,067	$ 23,904	$ 23,360
104%	99%	101%	111%
98%	95%	99%	117%
$ 914	$ 1,245	$ 586	$ (1,477)
$ 602	$ 2,592	$ 1,209	$ (1,776)
$ 1,208	$ 1,650	$ 1,558	$ 2,174
$ 1,810	$ 4,242	$ 2,767	$ 398
$ 3,619	$ 8,484	$ 11,067	$ 797
341%	326%	98%	10%
0%	50%	25%	100%
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House Deal			
50%	#DIV/0!	#DIV/0!	#DIV/0!
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56.5	#DIV/0!	#DIV/0!	#DIV/0!
$ 36,569	#DIV/0!	#DIV/0!	#DIV/0!
$ 39,619	#DIV/0!	#DIV/0!	#DIV/0!
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$ 404	#DIV/0!	#DIV/0!	#DIV/0!
$ 808	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	Shane Brown
% Retailed of Non-New Franchise	44%	38%
Total # Retail Units	61	32
Avg. Days to Sale	25.1	26.8
Avg. Advertised Price (Time of Sale)	$ 24,108	$ 22,839
Avg. Transaction Price	$ 24,705	$ 24,041
Avg. Market Price at 100%	$ 23,596	#DIV/0!
Avg. Price to Market % (Time of Sale)	102%	#DIV/0!
Avg. Transaction to Market	105%	#DIV/0!
Avg. Transactional Discount	$ (1,387)	$ (1,915)
Avg. Front-End Gross	$ 1,459	$ 1,536
Avg. Finance Gross	$ 1,990	$ 2,555
PUVR	$ 3,448	$ 4,090
Total Gross (Units & PUVR)	$ 210,357	$ 130,895
GROI	200%	229%
% with Trade	44%	0%
Avg. Over/Under Allowance	-836	-646

NADA ACADEMY

r to access the dropdown list, then scroll up to select your staff member for each column.)

John McCaughan			
52%	#DIV/0!	#DIV/0!	#DIV/0!
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23.3	#DIV/0!	#DIV/0!	#DIV/0!
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$ 2,740	#DIV/0!	#DIV/0!	#DIV/0!
$ 79,463	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

CPO	Totals	Yes
Total # Retail Units	61	10
Avg. Days to Sale	25.1	23.8
Avg. Advertised Price (Time of Sale)	$ 24,108	$ 28,554
Avg. Transaction Price	$ 24,705	$ 28,650
Avg. Market Price at 100%	$ 23,596	$ 27,375
Avg. Price to Market % (Time of Sale)	102%	104%
Avg. Transaction to Market	105%	105%
Avg. Transactional Discount	$ (1,387)	$ (96)
Avg. Front-End Gross	$ 1,459	$ 1,513
Avg. Finance Gross	$ 1,990	$ 1,931
PUVR	$ 3,448	$ 3,443
Total Gross (Units & PUVR)	$ 210,357	$ 34,434
GROI	200%	182%
% with Trade	44%	13%
Avg. Over/Under Allowance	-836	-1,152

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$ 175,924
205%
95%
-796

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	61	34
Avg. Days to Sale	25.1	25.2
Avg. Advertised Price (Time of Sale)	$ 24,108	$ 24,568
Avg. Transaction Price	$ 24,705	$ 24,488
Avg. Market Price at 100%	$ 23,596	$ 23,947
Avg. Price to Market % (Time of Sale)	102%	103%
Avg. Transaction to Market	105%	102%
Avg. Transactional Discount	$ (1,387)	$ 80
Avg. Front-End Gross	$ 1,459	$ 1,527
Avg. Finance Gross	$ 1,990	$ 1,763
PUVR	$ 3,448	$ 3,289
Total Gross (Units & PUVR)	$ 210,357	$ 111,842
GROI	200%	192%
% with Trade	44%	9%
Avg. Over/Under Allowance	-836	-815

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$ 1,373
$ 2,275
$ 3,649
$ 98,516
210%
89%
-865

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	61	39	10
% of Retail Units	100%	64%	16%
% Retailed of Non-New Franchise	44%	36%	100%
Avg. Days to Sale	25.1	25.7	28.4
Avg. Transaction Price	$ 24,705	$ 24,044	$ 20,068
Avg. Transaction to Market %	105%	106%	#DIV/0!
Avg. Transactional Discount	$ (1,387)	$ (504)	$ (2,136)
Avg. Front End Gross	$ 1,459	$ 1,644	$ 1,053
Avg. Finance Gross	$ 1,990	$ 1,774	$ 2,197
PUVR	$ 3,448	$ 3,418	$ 3,250
Total Gross (Units & PUVR)	$ 210,357	$ 133,304	$ 32,503
GROI	200%	199%	205%
% with Trade	44%	51%	20%
Avg. Over/Under Allowance	-836	-1,114	93

NADA ACADEMY

Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
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0%	13%	0%	0%
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BO OEM/Leasing co	Other
0	4
0%	7%
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Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	61	46	5
% of Retail Units	100%	75%	8%
% Retailed of Non-New Franchise	44%	43%	60%
Avg. Days to Sale	25.1	14.2	38.8
Avg. Transaction Price	$ 24,705	$ 24,008	$ 25,300
Avg. Transaction to Market %	105%	#DIV/0!	103%
Avg. Transactional Discount	$ (1,387)	$ (1,724)	$ 267
Avg. Front End Gross	$ 1,459	$ 1,433	$ 2,287
Avg. Finance Gross	$ 1,990	$ 1,954	$ 1,910
PUVR	$ 3,448	$ 3,387	$ 4,197
Total Gross (Units & PUVR)	$ 210,357	$ 155,811	$ 20,985
GROI	200%	357%	154%
% with Trade	44%	50%	20%
Avg. Over/Under Allowance	-836	-668	-1,600

NADA ACADEMY

46-60 days	61-90 days	90+ days
5	3	2
8%	5%	3%
40%	33%	50%
49.6	75.7	104.5
$ 20,928	$ 26,539	$ 45,931
105%	105%	94%
$ (591)	$ (1,785)	$ 831
$ 1,904	$ 714	$ (22)
$ 1,814	$ 4,195	$ 145
$ 3,718	$ 4,908	$ 123
$ 18,591	$ 14,725	$ 245
129%	88%	1%
20%	67%	0%
-400	-2,600	#DIV/0!