









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	15092a	2019	Subaru	Forester	25	Trade on New	No	\$ 24,900	\$ 26,200	102%	\$6,966	\$4,105
2	14543a	2010	Toyota	Corolla	71	Trade on New	No	\$ 8,900	\$ 10,200	120%	\$5,897	\$174
3	13568b	2011	Honda	Crv	139	Trade on Used	No	\$ 10,760	\$ 10,760	114%	\$4,780	\$2,777
4	14672b	2017	Honda	Civic	117	Trade on Used	No	\$ 11,900	\$ 12,795	91%	\$5,421	\$266
5	4067a	2018	Kia	Forte	92	Trade on New	Yes	\$ 14,900	\$ 16,495	107%	\$7,053	\$993
6	4089b	2013	Dodge	Ram 1500	23	Trade on Used	No	\$ 29,900	\$ 30,075	99%	\$5,397	\$0
7	14898a	2017	Toyota	Rav 4	11	Trade on New	No	\$ 24,400	\$ 24,400	111%	\$5,298	\$3,565
8	4287b	2013	Ford	F150	26	Trade on Used	No	\$ 21,900	\$ 20,694	100%	\$4,437	\$1,695
9	280ma	2013	Ford	Edge	82	Trade on Used	No	\$ 13,900	\$ 14,595	111%	\$6,837	\$322
10	3819a	2016	Ford	Focus	163	Trade on New	No	\$ 8,990	\$ 11,533	85%	\$5,491	\$844
11	3912c	2014	Subaru	BRZ	22	Trade on Used	No	\$ 17,999	\$ 18,494	105%	\$5,149	\$2,317
12	15248a	2018	Subaru	Outback	9	Trade on New	Yes	\$ 33,400	\$ 31,698	118%	\$7,179	\$0
13	293m	2019	Kia	Sorento	32	Rental Fleet (Enterprise, et	No	\$ 24,900	\$ 26,290	100%	\$7,865	\$1,658
14	4189a	2019	Dodge	Caravan	33	Trade on New	No	\$ 19,999	\$ 18,144	107%	\$3,922	\$1,535
15	3943a	2015	Hyundai	Accent	154	Trade on New	No	\$ 9,900	\$ 8,428	127%	\$3,445	\$0
16	15201a	2019	Subaru	Impreza	7	Trade on New	No	\$ 22,900	\$ 2,199	116%	\$7,292	\$0
17	14534a	2013	Cadillac	XTS	111	Trade on New	No	\$ 15,400	\$ 15,100	100%	\$4,766	\$0
18	4121b	2011	Dodge	Challenger	30	Trade on Used	No	\$ 25,500	\$ 26,121	100%	\$7,769	\$3,759
19	14911a	2015	Subaru	Forester	6	Trade on New	No	\$ 23,900	\$ 23,795	123%	\$8,305	\$2,427
20	15284a	2018	Mazda	3	18	Trade on New	No	\$ 18,999	\$ 20,294	109%	\$7,506	\$414
21	299m	2018	Kia	Optima	24	LBO Customer	Yes	\$ 23,400	\$ 26,090	132%	\$11,617	\$3,513
22	13437h	2020	Subaru	Outback	15	Loaner	Yes	\$ 34,999	\$ 34,999	105%	\$6,979	\$5,761
23	13184hb	2003	Hyundai	Elantra	29	Trade on Used	No	\$ 6,400	\$ 3,950	100%	\$1,600	\$0
24	15304a	2011	GMC	Terrain SLT-2	8	Trade on New	No	\$ 12,999	\$ 12,999	117%	\$8,138	\$1,250
25	4338a	2019	Kia	Sorento	8	Trade on New	Yes	\$ 29,900	\$ 26,548	100%	\$2,897	\$0
26	4177b	2019	Kia	Forte	30	Trade on Used	Yes	\$ 18,900	\$ 19,595	118%	\$5,099	\$2,672
27	4343a	2018	Kia	Sportage	12	Trade on New	Yes	\$ 26,900	\$ 26,900	123%	\$5,935	\$1,384
28	4238a	2011	Kia	Sorento	15	Trade on New	No	\$ 14,999	\$ 14,339	160%	\$5,890	\$0
29	12792h	2020	Subaru	Legacy	31	Loaner	Yes	\$ 32,999	\$ 32,999	122%	\$6,652	\$4,462

30	4089d	2018	Volkswagen	Jetta	30	Trade on Used	No	\$	17,900	\$	18,595	122%	\$5,358	\$3,573
31	15289a	2016	Subaru	Crosstrek	7	Trade on New	No	\$	19,900	\$	19,000	116%	\$6,370	\$1,978
32	13164h	2020	Subaru	Legacy	32	Loaner	Yes	\$	27,999	\$	27,500	107%	\$5,188	\$4,609
33	15357a	2014	Subaru	Impreza	7	Trade on New	No	\$	18,999	\$	16,999	115%	\$4,865	\$746
34	15234a	2013	Subaru	Impreza	25	Trade on New	No	\$	14,900	\$	13,830	129%	\$4,641	\$766
35	14919d	2015	Honda	Civic	91	Trade on Used	No	\$	15,400	\$	14,500	108%	\$3,598	\$308
36	15136a	2012	Audi	A3	60	Trade on New	No	\$	15,900	\$	15,700	100%	\$7,625	\$1,029
37	302m	2020	Subaru	Outback	17	LBO Customer	Yes	\$	36,999	\$	39,689	108%	\$7,515	\$2,804
38	3822c	2013	Kia	Optima	34	Trade on Used	No	\$	12,500	\$	10,500	111%	\$4,684	\$821
39	3740a	2015	Kia	Forte	14	Trade on New	No	\$	11,900	\$	9,700	122%	\$2,530	\$1,021
40	4153a	2018	Kia	Soul	37	Trade on New	No	\$	15,999	\$	16,400	122%	\$5,308	\$1,895
41	15119a	2017	Mitsubishi	Lancer	37	Trade on New	No	\$	14,999	\$	15,795	100%	\$6,356	\$902
42	4301a	2014	Jeep	Wrangler	13	Trade on New	No	\$	33,900	\$	35,495	112%	\$6,782	\$3,286
43	294m	2020	Kia	Sorento	43	LBO Customer	No	\$	25,400	\$	26,095	114%	\$4,638	\$4,821
44	4162a	2017	Toyota	Corolla	74	Trade on New	No	\$	16,900	\$	15,492	111%	\$3,207	\$215
45	15194a	2019	Subaru	Accent	11	Trade on New	Yes	\$	34,900	\$	32,500	111%	\$6,278	\$0
46	15333a	2011	Kia	Sorento	15	Trade on New	No	\$	12,999	\$	12,999	121%	\$7,641	\$2,336
47	4365a	2015	Kia	Forte	10	Trade on New	No	\$	10,999	\$	10,999	118%	\$6,115	\$4,590
48	4002a	2017	Toyota	Prius	63	Trade on New	No	\$	23,400	\$	23,400	105%	\$4,773	\$1,604
49	15132a	2019	Hyundai	Elantra	51	Trade on New	No	\$	16,999	\$	17,694	108%	\$3,909	\$1,991
50	4264b	2018	Kia	Sportage	11	Trade on Used	Yes	\$	26,999	\$	25,602	100%	\$3,744	\$949
51	15137a	2018	Subaru	Outback	19	Trade on New	Yes	\$	26,400	\$	26,999	107%	\$7,333	\$1,253
52	15367a	2017	Subaru	Outback	12	Trade on New	No	\$	28,999	\$	30,294	114%	\$6,988	\$1,922
53	14687a	2014	Toyota	prius	123	Trade on New	No	\$	12,911	\$	14,594	100%	\$6,165	\$2,327

## Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	112
Avg. Days to Sale	50.1
Avg. Advertised Price (Time of Sale)	\$ 20,279
Avg. Transaction Price	\$ 20,184
Avg. Market Price at 100%	\$ 18,265
Avg. Price to Market % (Time of Sale)	111%
Avg. Transaction to Market	111%
Avg. Transactional Discount	\$ 94
Avg. Front-End Gross	\$ 5,625
Avg. Finance Gross	\$ 2,132
PUVR	\$ 7,757
Total Gross (Units & PUVR)	\$ 868,757
GROI	276%
% with Trade	32%
Avg. Over/Under Allowance	\$244



## Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Scott Summers	Travis Hamilton
% Retailed of Non-New Franchise	47%	48%	43%
Total # Retail Units	112	64	14
Avg. Days to Sale	50.1	47.2	39.9
Avg. Advertised Price (Time of Sale)	\$ 20,279	\$ 20,287	\$ 24,618
Avg. Transaction Price	\$ 20,184	\$ 20,810	\$ 22,784
Avg. Market Price at 100%	\$ 18,265	\$ 18,403	\$ 22,390
Avg. Price to Market % (Time of Sale)	111%	110%	110%
Avg. Transaction to Market	111%	113%	102%
Avg. Transactional Discount	\$ 94	\$ (523)	\$ 1,833
Avg. Front-End Gross	\$ 5,625	\$ 6,128	\$ 5,814
Avg. Finance Gross	\$ 2,132	\$ 2,421	\$ 2,388
PUVR	\$ 7,757	\$ 8,549	\$ 8,202
Total Gross (Units & PUVR)	\$ 868,757	\$ 547,122	\$ 114,833
GROI	276%	314%	325%
% with Trade	32%	39%	29%
Avg. Over/Under Allowance	244	432	-43



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

Todd Bartosky	Lee Jackson	Rob Little	House
57%	25%	0%	100%
23	8	1	1
64.1	63.0	14.0	29.0
\$ 18,265	\$ 18,611	\$ 22,900	\$ 6,400
\$ 17,815	\$ 18,334	\$ 22,900	\$ 3,950
\$ 16,710	\$ 17,735	\$ 21,009	\$ 6,400
109%	105%	109%	100%
107%	103%	109%	62%
\$ 450	\$ 278	\$ -	\$ 2,450
\$ 4,502	\$ 5,413	\$ 5,046	\$ 1,600
\$ 1,551	\$ 1,493	\$ 2,801	\$ -
\$ 6,053	\$ 6,906	\$ 7,847	\$ 1,600
\$ 139,212	\$ 55,246	\$ 7,847	\$ 1,600
191%	215%	881%	503%
17%	25%	0%	0%
-139	563	0	0

Frank Kersul			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
8.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,900	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,548	#DIV/0!	#DIV/0!	#DIV/0!
\$ 29,900	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
89%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,352	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,897	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,897	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,897	#DIV/0!	#DIV/0!	#DIV/0!
491%	#DIV/0!	#DIV/0!	#DIV/0!
100%	#DIV/0!	#DIV/0!	#DIV/0!
-1,000	#DIV/0!	#DIV/0!	#DIV/0!



## Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Taylor Alvarado	Lucas Perez
% Retailed of Non-New Franchise	47%	55%	83%
Total # Retail Units	112	11	6
Avg. Days to Sale	50.1	51.0	47.3
Avg. Advertised Price (Time of Sale)	\$ 20,279	\$ 17,526	\$ 17,768
Avg. Transaction Price	\$ 20,184	\$ 17,716	\$ 17,989
Avg. Market Price at 100%	\$ 18,265	\$ 15,834	\$ 16,566
Avg. Price to Market % (Time of Sale)	111%	111%	107%
Avg. Transaction to Market	111%	112%	109%
Avg. Transactional Discount	\$ 94	\$ (190)	\$ (221)
Avg. Front-End Gross	\$ 5,625	\$ 5,527	\$ 4,870
Avg. Finance Gross	\$ 2,132	\$ 1,322	\$ 1,960
PUVR	\$ 7,757	\$ 6,849	\$ 6,830
Total Gross (Units & PUVR)	\$ 868,757	\$ 75,337	\$ 40,977
GROI	276%	273%	289%
% with Trade	32%	27%	33%
Avg. Over/Under Allowance	244	500	-69



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

John Watson	Mickey Martin	Skip Bain	Sam Wright
36%	67%	29%	33%
11	3	7	6
48.7	58.7	55.3	52.5
\$ 17,720	\$ 31,733	\$ 18,228	\$ 19,858
\$ 18,333	\$ 31,628	\$ 17,643	\$ 19,058
\$ 16,308	\$ 29,492	\$ 16,708	\$ 18,402
109%	108%	109%	108%
112%	107%	106%	104%
\$ (613)	\$ 105	\$ 585	\$ 800
\$ 5,369	\$ 5,742	\$ 4,223	\$ 4,051
\$ 5,321	\$ 2,780	\$ 1,149	\$ 1,946
\$ 10,690	\$ 8,522	\$ 5,371	\$ 5,997
\$ 117,593	\$ 25,567	\$ 37,600	\$ 35,980
431%	165%	198%	216%
18%	33%	29%	33%
73	667	61	58

Ronnie Jackson	Brandon Badger	Don Thomas	Eric Ogren
45%	25%	64%	75%
11	4	11	4
68.5	23.5	57.5	131.0
\$ 20,581	\$ 24,025	\$ 16,972	\$ 16,473
\$ 20,495	\$ 18,549	\$ 17,375	\$ 16,742
\$ 18,216	\$ 21,732	\$ 15,520	\$ 15,272
113%	111%	109%	108%
113%	85%	112%	110%
\$ 86	\$ 5,476	\$ (403)	\$ (269)
\$ 5,425	\$ 7,188	\$ 5,823	\$ 4,583
\$ 1,620	\$ 1,229	\$ 1,482	\$ 1,415
\$ 7,045	\$ 8,417	\$ 7,305	\$ 5,998
\$ 77,495	\$ 33,669	\$ 80,355	\$ 23,990
181%	695%	263%	98%
27%	50%	27%	25%
182	0	600	750

Sly Toussaint	Dan Canoy	Juan Nieves	Eric Fenno
56%	33%	100%	25%
9	3	1	4
41.2	16.3	18.0	34.5
\$ 18,316	\$ 25,600	\$ 18,999	\$ 20,450
\$ 18,115	\$ 26,007	\$ 20,294	\$ 21,085
\$ 16,963	\$ 22,426	\$ 17,430	\$ 17,257
108%	114%	109%	118%
107%	116%	116%	122%
\$ 200	\$ (407)	\$ (1,295)	\$ (635)
\$ 5,540	\$ 7,413	\$ 7,506	\$ 7,445
\$ 1,799	\$ 3,661	\$ 414	\$ 2,057
\$ 7,339	\$ 11,075	\$ 7,920	\$ 9,502
\$ 66,052	\$ 33,224	\$ 7,920	\$ 38,006
354%	939%	781%	470%
33%	0%	100%	100%
-356	0	0	1,113

Mike Priebe	House		
33%	100%	#DIV/0!	#DIV/0!
6	1	0	0
31.3	29.0	#DIV/0!	#DIV/0!
\$ 19,783	\$ 6,400	#DIV/0!	#DIV/0!
\$ 20,181	\$ 3,950	#DIV/0!	#DIV/0!
\$ 18,251	\$ 6,400	#DIV/0!	#DIV/0!
108%	100%	#DIV/0!	#DIV/0!
111%	62%	#DIV/0!	#DIV/0!
\$ (398)	\$ 2,450	#DIV/0!	#DIV/0!
\$ 7,176	\$ 1,600	#DIV/0!	#DIV/0!
\$ 2,779	\$ -	#DIV/0!	#DIV/0!
\$ 9,955	\$ 1,600	#DIV/0!	#DIV/0!
\$ 59,729	\$ 1,600	#DIV/0!	#DIV/0!
567%	503%	#DIV/0!	#DIV/0!
33%	0%	#DIV/0!	#DIV/0!
83	0	#DIV/0!	#DIV/0!























## Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Penny Palmer	Davis Hern
% Retailed of Non-New Franchise	47%	37%	48%
Total # Retail Units	112	27	23
Avg. Days to Sale	50.1	53.6	45.1
Avg. Advertised Price (Time of Sale)	\$ 20,279	\$ 20,710	\$ 18,638
Avg. Transaction Price	\$ 20,184	\$ 21,003	\$ 18,584
Avg. Market Price at 100%	\$ 18,265	\$ 19,227	\$ 16,909
Avg. Price to Market % (Time of Sale)	111%	108%	110%
Avg. Transaction to Market	111%	109%	110%
Avg. Transactional Discount	\$ 94	\$ (292)	\$ 54
Avg. Front-End Gross	\$ 5,625	\$ 5,642	\$ 5,304
Avg. Finance Gross	\$ 2,132	\$ 2,200	\$ 1,437
PUVR	\$ 7,757	\$ 7,842	\$ 6,741
Total Gross (Units & PUVR)	\$ 868,757	\$ 211,737	\$ 155,037
GROI	276%	251%	289%
% with Trade	32%	0%	0%
Avg. Over/Under Allowance	244	323	-93



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

Orion Patinude	Chris Miller	House	
41%	67%	100%	#DIV/0!
37	24	1	0
36.9	72.0	29.0	#DIV/0!
\$ 21,911	\$ 19,428	\$ 6,400	#DIV/0!
\$ 22,185	\$ 18,389	\$ 3,950	#DIV/0!
\$ 19,847	\$ 17,750	\$ 6,400	#DIV/0!
110%	109%	100%	#DIV/0!
112%	104%	62%	#DIV/0!
\$ (274)	\$ 1,038	\$ 2,450	#DIV/0!
\$ 6,342	\$ 4,976	\$ 1,600	#DIV/0!
\$ 2,266	\$ 2,603	\$ -	#DIV/0!
\$ 8,608	\$ 7,579	\$ 1,600	#DIV/0!
\$ 318,486	\$ 181,897	\$ 1,600	#DIV/0!
379%	206%	503%	#DIV/0!
0%	0%	0%	#DIV/0!
493	104	0	#DIV/0!



## Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	112	23	88
Avg. Days to Sale	50.1	29.5	55.3
Avg. Advertised Price (Time of Sale)	\$ 20,279	\$ 27,964	\$ 18,150
Avg. Transaction Price	\$ 20,184	\$ 28,148	\$ 18,150
Avg. Market Price at 100%	\$ 18,265	\$ 25,490	\$ 16,764
Avg. Price to Market % (Time of Sale)	111%	110%	108%
Avg. Transaction to Market	111%	110%	108%
Avg. Transactional Discount	\$ 94	\$ (184)	\$ 179
Avg. Front-End Gross	\$ 5,625	\$ 6,206	\$ 5,477
Avg. Finance Gross	\$ 2,132	\$ 2,182	\$ 2,105
PUVR	\$ 7,757	\$ 8,388	\$ 7,582
Total Gross (Units & PUVR)	\$ 868,757	\$ 192,933	\$ 667,249
GROI	276%	364%	272%
% with Trade	32%	41%	43%
Avg. Over/Under Allowance	244	580	159



## Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	112	59	53
Avg. Days to Sale	50.1	27.8	74.9
Avg. Advertised Price (Time of Sale)	\$ 20,279	\$ 22,038	\$ 18,439
Avg. Transaction Price	\$ 20,184	\$ 21,752	\$ 18,439
Avg. Market Price at 100%	\$ 18,265	\$ 19,792	\$ 17,114
Avg. Price to Market % (Time of Sale)	111%	111%	108%
Avg. Transaction to Market	111%	110%	108%
Avg. Transactional Discount	\$ 94	\$ 286	\$ (120)
Avg. Front-End Gross	\$ 5,625	\$ 5,922	\$ 5,294
Avg. Finance Gross	\$ 2,132	\$ 2,147	\$ 2,115
PUVR	\$ 7,757	\$ 8,069	\$ 7,409
Total Gross (Units & PUVR)	\$ 868,757	\$ 476,088	\$ 392,669
GROI	276%	481%	193%
% with Trade	32%	20%	45%
Avg. Over/Under Allowance	244	265	221



## Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	112	70	27
% of Retail Units	100%	63%	24%
% Retailed of Non-New Franchise	47%	46%	70%
Avg. Days to Sale	50.1	44.7	73.5
Avg. Transaction Price	\$ 20,184	\$ 18,865	\$ 18,143
Avg. Transaction to Market %	111%	112%	106%
Avg. Transactional Discount	\$ 94	\$ 289	\$ 13
Avg. Front End Gross	\$ 5,625	\$ 5,600	\$ 4,937
Avg. Finance Gross	\$ 2,132	\$ 2,150	\$ 1,769
PUVR	\$ 7,757	\$ 7,751	\$ 6,706
Total Gross (Units & PUVR)	\$ 868,757	\$ 542,544	\$ 181,063
GROI	276%	331%	181%
% with Trade	32%	34%	15%
Avg. Over/Under Allowance	244	111	37



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	0	7	5
1%	0%	6%	4%
100%	#DIV/0!	0%	20%
30.0	#DIV/0!	40.4	22.8
\$ 52,580	#DIV/0!	\$ 24,902	\$ 34,154
99%	#DIV/0!	108%	119%
\$ 419	#DIV/0!	\$ (517)	\$ (834)
\$ 7,033	#DIV/0!	\$ 6,557	\$ 7,197
\$ 2,026	#DIV/0!	\$ 2,567	\$ 3,439
\$ 9,059	#DIV/0!	\$ 9,124	\$ 10,635
\$ 9,059	#DIV/0!	\$ 63,869	\$ 53,176
207%	#DIV/0!	326%	492%
0%	#DIV/0!	43%	60%
0	#DIV/0!	836	1,640

BO OEM/Leasing central Fleet (Enterprise, etal Fleet (Enterprise,		
0	2	2
0%	2%	2%
#DIV/0!	0%	0%
#DIV/0!	32.0	32.0
#DIV/0!	\$ 26,290	\$ 26,290
#DIV/0!	105%	105%
#DIV/0!	\$ (1,345)	\$ (1,345)
#DIV/0!	\$ 7,865	\$ 7,865
#DIV/0!	\$ 1,658	\$ 1,658
#DIV/0!	\$ 9,523	\$ 9,523
#DIV/0!	\$ 19,046	\$ 19,046
#DIV/0!	408%	408%
#DIV/0!	100%	100%
#DIV/0!	2,250	2,250

## Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	112	61	16
% of Retail Units	100%	54%	14%
% Retailed of Non-New Franchise	47%	31%	31%
Avg. Days to Sale	50.1	16.7	35.7
Avg. Transaction Price	\$ 20,184	\$ 22,876	\$ 21,765
Avg. Transaction to Market %	111%	112%	110%
Avg. Transactional Discount	\$ 94	\$ 448	\$ (84)
Avg. Front End Gross	\$ 5,625	\$ 6,062	\$ 5,507
Avg. Finance Gross	\$ 2,132	\$ 2,162	\$ 3,899
PUVR	\$ 7,757	\$ 8,224	\$ 9,406
Total Gross (Units & PUVR)	\$ 868,757	\$ 501,641	\$ 150,500
GROI	276%	776%	436%
% with Trade	32%	41%	38%
Avg. Over/Under Allowance	244	284	513



46-60 days	61-90 days	90+ days
5	8	23
4%	7%	21%
80%	88%	78%
55.0	74.1	143.2
\$ 14,168	\$ 17,279	\$ 13,995
108%	118%	#VALUE!
\$ (209)	\$ (542)	\$ (456)
\$ 5,985	\$ 5,501	\$ 4,462
\$ 1,269	\$ 1,155	\$ 1,315
\$ 7,254	\$ 6,656	\$ 5,777
\$ 36,270	\$ 53,249	\$ 132,874
335%	187%	104%
20%	25%	9%
-140	125	68