

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	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	00557A	2017	CHEVROLET	MALIBU	68	Trade on New	No	\$ 21,029	\$ 15,563	85%	(\$3,470)	\$1,839
2	00846A	2019	CHEVROLET	SILVERADO 1500	16	Trade on New	No	\$ 26,010	\$ 28,982	92%	\$1,795	\$0
3	00847A	2019	CHEVY	COLORADO	51	Trade on New	No	\$ 26,010	\$ 28,385	88%	(\$91)	\$831
4	00866A	2019	CHEVROLET	CAMARO	14	Trade on New	No	\$ 39,010	\$ 46,717	102%	\$996	\$4,699
5	00890A	2018	CHEVROLET	EQUINOX	30	Trade on New	No	\$ 16,010	\$ 17,846	89%	\$169	\$3,510
6	00937A	2016	NISSAN	ROGUE	9	Trade on New	No	\$ 11,010	\$ 12,750	89%	\$2,702	\$0
7	00956A	2017	KIA	FORTE	16	Trade on New	No	\$ 11,510	\$ 13,064	91%	(\$92)	\$638
8	00980A	2015	HYUNDAI	ELANTRA	48	Trade on New	No	\$ 10,010	\$ 11,000	88%	\$1,903	\$0
9	00990A	2018	TOYOTA	TACOMA	78	Trade on New	No	\$ 35,010	\$ 37,426	84%	(\$2,389)	\$4,522
10	00996A	2019	HONDA	CIVIC HATCHBACK	51	Trade on New	No	\$ 20,155	\$ 22,845	94%	(\$305)	\$1,391
11	01020A	2014	CHEVROLET	EQUINOX	45	Trade on New	No	\$ 11,760	\$ 12,456	87%	\$654	\$0
12	01037B	2016	LEXUS	IS 200T	31	Trade on Used	No	\$ 21,455	\$ 28,081	99%	\$2,383	\$2,948
13	01038A	2019	LAND ROVER	DISCOVERY SPORT	0	Trade on New	No	\$ 27,510	\$ 34,198	91%	(\$1,009)	\$1,782
14	01041B	2014	FORD	EXPLORER	64	Trade on Used	No	\$ 15,010	\$ 13,374	70%	(\$1,453)	\$0
15	01052A	2016	CHEVROLET	SUBURBAN	73	Trade on New	No	\$ 32,510	\$ 27,332	87%	(\$3,063)	\$726
16	01059B	2017	HONDA	ACCORD	39	Trade on Used	No	\$ 14,505	\$ 17,264	90%	\$393	\$2,070
17	01078A	2016	GMC	YUKON XL	5	Trade on New	No	\$ 39,510	\$ 42,803	100%	\$4,517	\$1,935
18	01079A	2019	TOYOTA	4RUNNER	50	Trade on New	No	\$ 33,510	\$ 10,004	95%	\$724	\$406
19	01079B	2006	CHEVROLET	SILVERADO 1500	2	Trade on Used	No	\$ 6,999	\$ 5,500	95%	\$1,561	\$0
20	01082A	2017	KIA	OPTIMA	56	Trade on New	No	\$ 14,010	\$ 14,421	79%	(\$1,637)	\$214
21	01091A	2013	FORD	EXPLORER	15	Trade on New	No	\$ 13,510	\$ 14,692	96%	\$1,077	\$1,039
22	01102A	2014	DODGE	GRAND CARAVAN	67	Trade on New	No	\$ 12,510	\$ 14,450	75%	\$1,622	\$2,349
23	01102B	2012	KIA	SOUL	3	Trade on Used	No	\$ 6,105	\$ 5,500	90%	\$1,578	\$0
24	01129A	2018	CHEVROLET	EQUINOX	41	Trade on New	No	\$ 19,510	\$ 14,513	80%	(\$2,844)	\$1,451
25	01129B	2007	FORD	FOCUS	3	Trade on Used	No	\$ 5,255	\$ 2,615	90%	\$284	\$0
26	01132B	2016	NISSAN	ALTIMA	28	Trade on Used	No	\$ 10,255	\$ 13,258	87%	\$515	\$791
27	01147A	2012	CHEVROLET	SILVERADO 1500	35	Trade on New	No	\$ 14,510	\$ 13,480	95%	\$1,232	\$849

28	01156A	2018	CHEVROLET	TRAVERSE	2	Trade on New	No	\$	30,995	\$	23,957	94%	\$481	\$567
29	01157A	2012	HYUNDAI	ACCENT	27	Trade on New	No	\$	3,995	\$	8,857	90%	\$2,054	\$408
30	01159A	2016	LINCOLN	NAVIGATOR L	45	Trade on New	No	\$	24,010	\$	22,500	92%	(\$1,842)	\$245
31	01171A	2020	CHEVROLET	EQUINOX	23	Trade on New	No	\$	21,010	\$	24,783	98%	\$1,914	\$3,005
32	01185A	2018	CHEVROLET	COLORADO	48	Trade on New	No	\$	29,510	\$	33,695	91%	\$65	\$1,177
33	01185B	2017	NISSAN	MAXIMA	11	Trade on Used	No	\$	16,755	\$	18,000	92%	\$2,151	\$208
34	01187A	2018	CHEVROLET	SILVERADO 2500H	40	Trade on New	No	\$	40,010	\$	45,388	90%	\$3,619	\$3,400
35	01188A	2018	CHEVY	SILVERADO	58	Trade on New	No	\$	31,010	\$	31,036	90%	(\$405)	\$3,629
36	01189A	2016	CHEVROLET	SILVERADO 2500H	12	Trade on New	No	\$	45,510	\$	51,148	100%	\$4,221	\$2,861
37	01190A	2013	CHEVROLET	CAMARO	9	Trade on New	No	\$	16,010	\$	14,900	93%	(\$1,788)	\$1,434
38	01192A	2017	CHEVROLET	SILVERADO 1500	23	Trade on New	No	\$	32,010	\$	41,067	94%	\$4,350	\$4,422
39	01192B	2015	NISSAN	TITAN	19	Trade on Used	No	\$	25,755	\$	32,809	94%	\$1,996	\$3,822
40	01201A	2013	TOYOTA	VENZA	43	Trade on New	No	\$	12,510	\$	13,339	90%	\$1,070	\$1,028
41	01225A	2017	CHEVROLET	COLORADO	47	Trade on New	No	\$	24,510	\$	23,859	88%	\$2,234	\$1,095
42	01226A	2018	JEEP	WRANGLER	36	Trade on New	No	\$	29,010	\$	37,614	88%	\$2,166	\$4,314
43	01236A	2021	CHEVROLET	TRAVERSE	26	Trade on New	No	\$	36,655	\$	35,000	100%	\$919	\$0
44	01240A	2009	CHEVROLET	AVALANCHE 1500	31	Trade on New	No	\$	12,010	\$	9,050	90%	\$2,067	\$620
45	01241A	2012	TOYOTA	TUNDRA	-4	Trade on New	No	\$	18,010	\$	21,174	92%	(\$209)	\$522
46	01243A	2011	BUICK	ENCLAVE	19	Trade on New	No	\$	11,010	\$	10,274	101%	\$1,195	\$985
47	01245A	2016	CHEVROLET	EQUINOX	5	Trade on New	No	\$	16,510	\$	21,704	91%	\$1,719	\$2,663
48	01250A	2018	NISSAN	PATHFINDER	9	Trade on New	No	\$	22,010	\$	20,048	93%	\$1,948	\$1,338
49	01260A	2015	NISSAN	ROGUE	24	Trade on New	No	\$	11,510	\$	13,826	89%	\$242	\$1,056
50	01263A	2015	KIA	FORTE	39	Trade on New	No	\$	8,010	\$	9,000	104%	\$2,165	\$0
51	01265A	2017	FORD	EXPLORER	24	Trade on New	No	\$	18,010	\$	19,711	96%	\$1,970	\$1,724
52	01268A	2018	CHEVROLET	MALIBU	53	Trade on New	No	\$	14,510	\$	15,859	93%	(\$2,520)	\$958
53	01273A	2015	NISSAN	ALTIMA	8	Trade on New	No	\$	9,510	\$	10,000	88%	\$1,190	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	50%
Total # Retail Units	140
Avg. Days to Sale	29.9
Avg. Advertised Price (Time of Sale)	\$ 21,663
Avg. Transaction Price	\$ 22,703
Avg. Market Price at 100%	\$ 23,642
Avg. Price to Market % (Time of Sale)	92%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ (1,040)
Avg. Front-End Gross	\$ 833
Avg. Finance Gross	\$ 1,616
PUVR	\$ 2,450
Total Gross (Units & PUVR)	\$ 342,941
GROI	130%
% with Trade	36%
Avg. Over/Under Allowance	(\$9)



Scoreboard*(Click on the blue head*

Desk Manager	Totals	jason thompson
% Retailed of Non-New Franchise	50%	67%
Total # Retail Units	140	3
Avg. Days to Sale	29.9	34.0
Avg. Advertised Price (Time of Sale)	\$ 21,663	\$ 23,943
Avg. Transaction Price	\$ 22,703	\$ 25,712
Avg. Market Price at 100%	\$ 23,642	\$ 26,943
Avg. Price to Market % (Time of Sale)	92%	89%
Avg. Transaction to Market	96%	95%
Avg. Transactional Discount	\$ (1,040)	\$ (1,769)
Avg. Front-End Gross	\$ 833	\$ 945
Avg. Finance Gross	\$ 1,616	\$ 2,177
PUVR	\$ 2,450	\$ 3,122
Total Gross (Units & PUVR)	\$ 342,941	\$ 9,367
GROI	130%	129%
% with Trade	36%	33%
Avg. Over/Under Allowance	-9	-67



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

shawn esfahani	reed zibilich	gerardo suazo	nicholas alongi
49%	51%	48%	67%
53	53	27	3
27.5	32.4	28.7	32.3
\$ 21,273	\$ 21,260	\$ 22,638	\$ 25,172
\$ 21,689	\$ 21,705	\$ 25,929	\$ 25,154
\$ 23,370	\$ 23,066	\$ 23,986	\$ 27,112
91%	92%	94%	93%
93%	94%	108%	93%
\$ (417)	\$ (445)	\$ (3,291)	\$ 18
\$ 823	\$ 528	\$ 1,643	\$ (857)
\$ 1,580	\$ 1,485	\$ 1,959	\$ 1,109
\$ 2,403	\$ 2,013	\$ 3,603	\$ 252
\$ 127,362	\$ 106,671	\$ 97,273	\$ 757
145%	103%	174%	11%
40%	28%	48%	33%
-96	-136	416	0

jody neil			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
36.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,000	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,851	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,529	#DIV/0!	#DIV/0!	#DIV/0!
85%	#DIV/0!	#DIV/0!	#DIV/0!
110%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (5,851)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 421	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,089	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Sales Consultant	Totals	percy crockett
% Retailed of Non-New Franchise	50%	48%
Total # Retail Units	140	21
Avg. Days to Sale	29.9	31.8
Avg. Advertised Price (Time of Sale)	\$ 21,663	\$ 19,833
Avg. Transaction Price	\$ 22,703	\$ 19,970
Avg. Market Price at 100%	\$ 23,642	\$ 21,821
Avg. Price to Market % (Time of Sale)	92%	91%
Avg. Transaction to Market	96%	92%
Avg. Transactional Discount	\$ (1,040)	\$ (137)
Avg. Front-End Gross	\$ 833	\$ 872
Avg. Finance Gross	\$ 1,616	\$ 1,566
PUVR	\$ 2,450	\$ 2,437
Total Gross (Units & PUVR)	\$ 342,941	\$ 51,187
GROI	130%	138%
% with Trade	36%	38%
Avg. Over/Under Allowance	-9	221



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cierra parker	ethelynn muller	rosa aquino	corey roy
55%	40%	57%	50%
20	15	21	24
41.8	25.7	27.7	21.9
\$ 22,302	\$ 23,892	\$ 21,870	\$ 20,304
\$ 22,229	\$ 26,322	\$ 20,681	\$ 22,922
\$ 25,311	\$ 25,414	\$ 24,026	\$ 21,505
88%	94%	91%	94%
88%	104%	86%	107%
\$ 73	\$ (2,429)	\$ 1,189	\$ (2,617)
\$ 239	\$ 900	\$ 272	\$ 1,501
\$ 1,125	\$ 2,228	\$ 1,497	\$ 1,455
\$ 1,364	\$ 3,128	\$ 1,769	\$ 2,956
\$ 27,275	\$ 46,925	\$ 37,143	\$ 70,939
53%	166%	111%	212%
30%	47%	48%	25%
-171	-200	210	146

ANDRZEJ USCIOWS	Scornelius lewis	brent ducos	adonis tolentino
47%	67%	#DIV/0!	67%
19	6	0	3
37.3	16.2	#DIV/0!	11.7
\$ 20,538	\$ 22,593	#DIV/0!	\$ 32,607
\$ 21,810	\$ 25,572	#DIV/0!	\$ 38,043
\$ 22,401	\$ 23,627	#DIV/0!	\$ 33,325
92%	96%	#DIV/0!	98%
97%	108%	#DIV/0!	114%
\$ (1,272)	\$ (2,979)	#DIV/0!	\$ (5,436)
\$ 438	\$ 2,474	#DIV/0!	\$ 2,863
\$ 2,156	\$ 2,436	#DIV/0!	\$ 1,628
\$ 2,593	\$ 4,910	#DIV/0!	\$ 4,491
\$ 49,273	\$ 29,462	#DIV/0!	\$ 13,473
115%	428%	#DIV/0!	364%
32%	83%	#DIV/0!	0%
-352	-367	#DIV/0!	0

mike morel	blaise trepagnier	jimmy deltoro	shadi judeh
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amanda rogers	sara creppel	alvin kost	logan kapit
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
57.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,809	#DIV/0!	#DIV/0!	#DIV/0!
\$ 19,475	#DIV/0!	#DIV/0!	#DIV/0!
\$ 24,197	#DIV/0!	#DIV/0!	#DIV/0!
86%	#DIV/0!	#DIV/0!	#DIV/0!
80%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,334	#DIV/0!	#DIV/0!	#DIV/0!
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\$ 880	#DIV/0!	#DIV/0!	#DIV/0!
\$ (399)	#DIV/0!	#DIV/0!	#DIV/0!
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trent ledet			
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46.7	#DIV/0!	#DIV/0!	#DIV/0!
\$ 15,483	#DIV/0!	#DIV/0!	#DIV/0!
\$ 17,795	#DIV/0!	#DIV/0!	#DIV/0!
\$ 16,838	#DIV/0!	#DIV/0!	#DIV/0!
92%	#DIV/0!	#DIV/0!	#DIV/0!
106%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,311)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 121	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,480	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,600	#DIV/0!	#DIV/0!	#DIV/0!
\$ 4,801	#DIV/0!	#DIV/0!	#DIV/0!
69%	#DIV/0!	#DIV/0!	#DIV/0!
67%	#DIV/0!	#DIV/0!	#DIV/0!
167	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	roger shah
% Retailed of Non-New Franchise	50%	53%
Total # Retail Units	140	47
Avg. Days to Sale	29.9	32.1
Avg. Advertised Price (Time of Sale)	\$ 21,663	\$ 21,651
Avg. Transaction Price	\$ 22,703	\$ 24,686
Avg. Market Price at 100%	\$ 23,642	\$ 23,558
Avg. Price to Market % (Time of Sale)	92%	92%
Avg. Transaction to Market	96%	105%
Avg. Transactional Discount	\$ (1,040)	\$ (3,035)
Avg. Front-End Gross	\$ 833	\$ 902
Avg. Finance Gross	\$ 1,616	\$ 2,056
PUVR	\$ 2,450	\$ 2,958
Total Gross (Units & PUVR)	\$ 342,941	\$ 139,030
GROI	130%	134%
% with Trade	36%	0%
Avg. Over/Under Allowance	-9	-213



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cliff byrd	adam perkins		
46%	48%	#DIV/0!	#DIV/0!
57	29	0	0
30.1	29.3	#DIV/0!	#DIV/0!
\$ 22,991	\$ 21,063	#DIV/0!	#DIV/0!
\$ 22,997	\$ 21,598	#DIV/0!	#DIV/0!
\$ 24,896	\$ 22,958	#DIV/0!	#DIV/0!
92%	92%	#DIV/0!	#DIV/0!
92%	94%	#DIV/0!	#DIV/0!
\$ (6)	\$ (535)	#DIV/0!	#DIV/0!
\$ 832	\$ 645	#DIV/0!	#DIV/0!
\$ 1,352	\$ 1,815	#DIV/0!	#DIV/0!
\$ 2,184	\$ 2,460	#DIV/0!	#DIV/0!
\$ 124,463	\$ 71,338	#DIV/0!	#DIV/0!
114%	140%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-22	345	#DIV/0!	#DIV/0!

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CPO	Totals	Yes
Total # Retail Units	140	0
Avg. Days to Sale	29.9	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 21,663	#DIV/0!
Avg. Transaction Price	\$ 22,703	#DIV/0!
Avg. Market Price at 100%	\$ 23,642	#DIV/0!
Avg. Price to Market % (Time of Sale)	92%	#DIV/0!
Avg. Transaction to Market	96%	#DIV/0!
Avg. Transactional Discount	\$ (1,040)	#DIV/0!
Avg. Front-End Gross	\$ 833	#DIV/0!
Avg. Finance Gross	\$ 1,616	#DIV/0!
PUVR	\$ 2,450	#DIV/0!
Total Gross (Units & PUVR)	\$ 342,941	#DIV/0!
GROI	130%	#DIV/0!
% with Trade	36%	#DIV/0!
Avg. Over/Under Allowance	-9	#DIV/0!



No
200
29.9
\$ 22,703
\$ 22,703
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\$ (1,040)
\$ 833
\$ 1,616
\$ 2,450
\$ 489,915
130%
171%
-9

Scoreboard

Same Brand as New	Totals	Yes
Total # Retail Units	140	70
Avg. Days to Sale	29.9	31.9
Avg. Advertised Price (Time of Sale)	\$ 21,663	\$ 23,858
Avg. Transaction Price	\$ 22,703	\$ 25,044
Avg. Market Price at 100%	\$ 23,642	\$ 25,874
Avg. Price to Market % (Time of Sale)	92%	92%
Avg. Transaction to Market	96%	97%
Avg. Transactional Discount	\$ (1,040)	\$ (1,186)
Avg. Front-End Gross	\$ 833	\$ 687
Avg. Finance Gross	\$ 1,616	\$ 1,759
PUVR	\$ 2,450	\$ 2,446
Total Gross (Units & PUVR)	\$ 342,941	\$ 171,252
GROI	130%	110%
% with Trade	36%	0%
Avg. Over/Under Allowance	-9	20



No	
	70
	27.9
\$	20,362
\$	20,362
\$	21,189
	96%
	96%
\$	(895)
\$	979
\$	1,473
\$	2,453
\$	171,689
	156%
	73%
	-38

Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	140	70	22
% of Retail Units	100%	50%	16%
% Retailed of Non-New Franchise	50%	54%	68%
Avg. Days to Sale	29.9	25.8	20.6
Avg. Transaction Price	\$ 22,703	\$ 23,889	\$ 15,856
Avg. Transaction to Market %	96%	100%	93%
Avg. Transactional Discount	\$ (1,040)	\$ (1,283)	\$ (580)
Avg. Front End Gross	\$ 833	\$ 1,155	\$ 1,136
Avg. Finance Gross	\$ 1,616	\$ 1,715	\$ 1,296
PUVR	\$ 2,450	\$ 2,869	\$ 2,432
Total Gross (Units & PUVR)	\$ 342,941	\$ 200,853	\$ 53,509
GROI	130%	167%	268%
% with Trade	36%	37%	23%
Avg. Over/Under Allowance	-9	-9	-146



Street/Curb buy	Auction/wholesale	Loaner/rental fleet	LBO customer
3	45	0	0
2%	32%	0%	0%
33%	36%	#DIV/0!	#DIV/0!
45.0	39.7	#DIV/0!	#DIV/0!
\$ 28,620	\$ 23,812	#DIV/0!	#DIV/0!
95%	95%	#DIV/0!	#DIV/0!
\$ (3,614)	\$ (717)	#DIV/0!	#DIV/0!
\$ 1,775	\$ 122	#DIV/0!	#DIV/0!
\$ 1,830	\$ 1,606	#DIV/0!	#DIV/0!
\$ 3,604	\$ 1,728	#DIV/0!	#DIV/0!
\$ 10,813	\$ 77,765	#DIV/0!	#DIV/0!
101%	66%	#DIV/0!	#DIV/0!
100%	38%	#DIV/0!	#DIV/0!
-2,137	200	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	140	71	30
% of Retail Units	100%	51%	21%
% Retailed of Non-New Franchise	50%	54%	53%
Avg. Days to Sale	29.9	14.4	39.0
Avg. Transaction Price	\$ 22,703	\$ 22,517	\$ 21,893
Avg. Transaction to Market %	96%	101%	96%
Avg. Transactional Discount	\$ (1,040)	\$ (1,373)	\$ (834)
Avg. Front End Gross	\$ 833	\$ 1,689	\$ 854
Avg. Finance Gross	\$ 1,616	\$ 1,707	\$ 1,428
PUVR	\$ 2,450	\$ 3,396	\$ 2,282
Total Gross (Units & PUVR)	\$ 342,941	\$ 241,124	\$ 68,450
GROI	130%	376%	96%
% with Trade	36%	34%	30%
Avg. Over/Under Allowance	-9	-56	51



46-60 days	61-90 days	90+ days
23	11	0
16%	8%	0%
39%	36%	#DIV/0!
51.7	73.4	#DIV/0!
\$ 20,557	\$ 29,492	#DIV/0!
88%	84%	#DIV/0!
\$ 518	\$ (1,404)	#DIV/0!
\$ (421)	\$ (1,865)	#DIV/0!
\$ 1,369	\$ 2,363	#DIV/0!
\$ 948	\$ 498	#DIV/0!
\$ 21,810	\$ 5,475	#DIV/0!
32%	8%	#DIV/0!
43%	55%	#DIV/0!
198	-246	#DIV/0!