

Desk Manager(s)	Finance Manager(s)	Sales Consultant(s)
Dillon Cole	Kyle Miller	Chris Tuley
Corey Maxson	Eric Casas	Jordan Boren
Robert Cardosi	Keith Berry	Nicole Tuck
James White	Don Mayes	Brian Russo
Alex Aviles	House Deal	JJ Johnson
		Jessica Franco
		Marli Mondragon
		Lance Wireman
		Asmir Mujokavich
		Austin Allred
		Corey Moeller
		Vince Smith
		Mohammed Arani
		Eric Lee
		Joe Macias
		David Ceja
		Conner Smith
		Tito Ortiz
		Justin Schmidt
		Mark Porcello
		John Goins

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	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	710336A	2016	Ram	1500	8	Trade on New	Yes	\$ 33,417	\$ 34,216	102%	\$ 5,305.00	\$1,173
2	610924A	2016	Audi	A7	41	Trade on New	No	\$ 30,363	\$ 30,363	92%	\$4,293	\$2,073
3	576308A	2016	Ford	Fusion	15	Trade on New	No	\$ 14,743	\$ 15,068	105%	\$2,143	\$772
4	761009A	2015	GMC	Acadia	7	Trade on New	No	\$ 24,350	\$ 25,903	100%	\$8,509	\$1,633
5	207333B	2014	Ram	1500	13	Trade on Used	No	\$ 22,454	\$ 22,297	94%	\$3,451	\$0
6	742029A	2008	Chevrolet	Silverado	2	Trade on Used	NO	\$ 14,991	\$ 14,950	91%	\$ 4,700	\$ 818
7	661746A	2017	Toyota	Highlander	69	Trade on New	NO	\$ 25,660	\$ 25,660	79%	\$ 1,308	\$ 2,654
8	691294A	2019	Ram	2500	51	Trade on New	YES	\$ 78,055	\$ 78,499	104%	\$ 3,809	\$ 2,083
9	M93783A	2016	Kia	Rio	7	Trade on New	NO	\$ 12,753	\$ 13,197	90%	\$ 3,806	\$ 614
10	B81135A	2007	Nissan	Sentra	27	Street/Curb Buy	NO	\$ 4,965	\$ 5,306	124%	\$ 1,556	\$ -
11	733626A	2015	Jeep	Patriot	13	Trade on Used	NO	\$ 14,836	\$ 16,158	99%	\$ 3,134	\$ 618
12	278112A	2018	Nissan	Atima	43	Trade on New	NO	\$ 17,556	\$ 17,729	90%	\$ 2,426	\$ 2,276
13	570006B	2013	Toyota	Tundra	18	Trade on Used	NO	\$ 27,124	\$ 27,568	104%	\$ 5,215	\$ 1,628
14	571493A	2017	Chevrolet	Silverado	25	Trade on Used	NO	\$ 35,899	\$ 34,850	101%	\$ 2,166	\$ 2,868
15	533598A	2008	Dodge	Avenger	14	Trade on New	NO	\$ 4,836	\$ 3,765	111%	\$ 1,430	\$ -
16	DKC699147	2019	Jeep	Grand Cherokee	47	Loaner	YES	\$ 29,999	\$ 31,999	84%	\$ 858	\$ 1,203
17	176736A	2016	Jeep	Cherokee	5	Trade on New	YES	\$ 27,856	\$ 25,798	104%	\$ 3,382	\$ 2,265
18	657814A	2019	Jeep	Wrangler	50	Trade on New	YES	\$ 45,547	\$ 45,567	95%	\$ 1,323	\$ 1,924
19	562219A	2019	Dodge	Charger	24	Trade on New	YES	\$ 46,735	\$ 48,398	100%	\$ 4,021	\$ 450
20	513398A	2019	Kia	Opima	63	Trade on New	NO	\$ 17,000	\$ 17,000	88%	\$ 546	\$ 3,659
21	561767A	2017	Ford	Mustang	3	Trade on Used	NO	\$ 37,447	\$ 37,405	100%	\$ 5,053	\$ 1,797
22	204520A	2014	Dodge	Charger	16	Trade on Used	NO	\$ 12,291	\$ 12,291	88%	\$2,564	\$100
23	657414A	2020	Jeep	Grand Cherokee	37	Trade on New	YES	\$ 41,642	\$ 41,642	105%	\$2,648	\$578
24	128016A	2018	Toyota	Corolla	17	Trade on New	NO	\$ 14,806	\$ 15,991	101%	\$3,028	\$1,934
25	573618A	2019	Kia	Nitro	36	Trade on New	NO	\$ 20,455	\$ 20,455	86%	\$2,164	\$177
26	708860A	2019	Ram	1500	31	Trade on New	YES	\$ 29,707	\$ 31,850	100%	\$3,513	\$1,715
27	590645A	2014	Hyundai	Santa Fe	17	Trade on New	NO	\$ 16,891	\$ 16,891	97%	\$1,708	\$1,444

28	708851B	2017	Ford	F-150	40	Trade on New	NO	\$ 31,286	\$ 32,500	95%	\$4,027	\$2,639
29	617077A	2016	Toyota	Tundra	50	Trade on New	NO	\$ 33,263	\$ 36,491	96%	\$5,849	\$2,436
30	590646A	2016	Jaguar	XF	20	Trade on New	NO	\$ 22,947	\$ 24,850	89%	\$ 5,064	\$ 1,147
31	657020A	2006	Ford	F-350	5	Trade on New	NO	\$ 18,613	\$ 17,000	99%	\$ 4,821	\$ 268
32	258943B	2010	Hyundai	Elantra	16	Trade on Used	NO	\$ 6,417	\$ 6,302	94%	\$ 598	\$ -
33	276581A	2013	Ford	F-150	44	Trade on Used	NO	\$ 23,547	\$ 23,547	95%	\$ 2,243	\$ 1,552
34	576914A	2003	Jeep	Wrangler	18	Trade on New	NO	\$ 11,555	\$ 11,000	103%	\$ 4,124	\$ 100
35	M93457A	2015	Fiat	500	12	Trade on New	NO	\$ 6,206	\$ 6,206	92%	\$ 2,100	\$ 121
36	311791A	2016	Ram	1500	19	Trade on Used	NO	\$ 24,000	\$ 25,600	96%	\$ 2,876	\$ 926
37	24588A	2018	Mazda	CX-3	24	Trade on Used	No	\$ 18,485	\$ 21,776	94%	\$ 4,774	\$ 1,678
38	566154A	2016	Cadillac	CTS	40	Trade on Used	NO	\$ 25,294	\$ 27,288	99%	\$ 5,398	\$ 1,688
39	669546A	2017	Jeep	Grand Cherokee	56	Trade on New	Yes	\$ 27,391	\$ 31,619	92%	\$ 4,128	\$ 1,160
40	238626A	2013	Buick	Verano	7	Trade on Used	NO	\$ 11,001	\$ 8,769	95%	\$ 1,933	\$ 211
41	563882A	2015	Jeep	Wrangler	34	Trade on New	NO	\$ 33,179	\$ 38,169	92%	\$ 6,351	\$ 2,916
42	745828A	2020	Volvo	XC40	17	Trade on Used	NO	\$ 40,230	\$ 40,986	101%	\$ 3,807	\$ 2,192
43	565221A	2016	Chrysler	Town & Country	8	Trade on New	NO	\$ 26,867	\$ 24,154	113%	\$ 8,743	\$ 1,163
44	658013A	2014	Jeep	Cherokee	50	Trade on New	NO	\$ 9,297	\$ 10,999	68%	\$ (339)	\$ 1,281
45	257924A	2012	Kia	Sorento	38	Trade on Used	NO	\$ 6,447	\$ 6,447	60%	\$ 797	\$ 215
46	194593A	2019	Chevrolet	Trax	61	Trade on New	NO	\$ 17,697	\$ 21,350	76%	\$ 3,012	\$ 1,374
47	504651A	2020	Ford	Mustang	40	Trade on Used	NO	\$ 38,371	\$ 43,850	87%	\$ 6,479	\$ 4,704
48	110942A	2017	Chevrolet	1500	59	Trade on Used	NO	\$ 37,121	\$ 37,121	95%	\$ 4,805	\$ 2,654
49	B528219	2009	Jeep	Grand Cherokee	54	Auction/Wholesale	NO	\$ 4,917	\$ 5,338	55%	\$ 735	\$ -
50	B245259	2018	Jeep	Wrangler	19	Auction/Wholesale	NO	\$ 54,385	\$ 54,000	106%	\$ 3,673	\$ 871
51	514271B	2015	Infiniti	Q50	35	Trade on New	NO	\$ 16,242	\$ 18,495	80%	\$ 2,291	\$ 924
52	642187A	2013	Dodge	Dart	25	Trade on New	NO	\$ 8,391	\$ 6,152	93%	\$ 669	\$ 170
53	574760A	2005	Dodge	1500	2	Trade on New	NO	\$ 11,925	\$ 9,793	102%	\$ 5,382	\$ 100

Scoreboard Totals

% Retailed of Non-Franchise Make	35%
Total # Retail Units	200
Avg. Days to Sale	27.0
Avg. Advertised Price (Time of Sale)	\$ 28,176
Avg. Transaction Price	\$ 28,699
Avg. Market Price at 100%	\$ 29,608
Avg. Price to Market % (Time of Sale)	95%
Avg. Transaction to Market	97%
Avg. Transactional Discount	\$ (529)
Avg. Front-End Gross	\$ 2,834
Avg. Finance Gross	\$ 1,484
PUVR	\$ 4,454
Total Gross (Units & PUVR)	\$ 890,701
GROI	207%
% with Trade	38%
Avg. Over/Under Allowance	(\$317)



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Dillon Cole	Corey Maxson
% Retailed of Non-New Franchise	35%	35%	35%
Total # Retail Units	200	69	131
Avg. Days to Sale	27.0	28.1	26.4
Avg. Advertised Price (Time of Sale)	\$ 28,176	\$ 24,559	\$ 30,081
Avg. Transaction Price	\$ 28,699	\$ 24,931	\$ 30,684
Avg. Market Price at 100%	\$ 29,608	\$ 26,234	\$ 30,717
Avg. Price to Market % (Time of Sale)	95%	94%	98%
Avg. Transaction to Market	97%	95%	100%
Avg. Transactional Discount	\$ (529)	\$ (375)	\$ (604)
Avg. Front-End Gross	\$ 2,834	\$ 2,958	\$ 2,768
Avg. Finance Gross	\$ 1,484	\$ 1,522	\$ 1,464
PUVR	\$ 4,454	\$ 4,643	\$ 4,347
Total Gross (Units & PUVR)	\$ 890,701	\$ 320,369	\$ 569,403
GROI	207%	239%	193%
% with Trade	38%	20%	47%
Avg. Over/Under Allowance	-317	750	-562



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Chris Tuley	Jordan Boren
% Retailed of Non-New Franchise	35%	33%	46%
Total # Retail Units	200	15	13
Avg. Days to Sale	27.0	30.2	25.8
Avg. Advertised Price (Time of Sale)	\$ 28,176	\$ 26,311	\$ 25,291
Avg. Transaction Price	\$ 28,699	\$ 26,894	\$ 25,626
Avg. Market Price at 100%	\$ 29,608	\$ 28,763	\$ 26,109
Avg. Price to Market % (Time of Sale)	95%	91%	97%
Avg. Transaction to Market	97%	94%	98%
Avg. Transactional Discount	\$ (529)	\$ (497)	\$ (406)
Avg. Front-End Gross	\$ 2,834	\$ 2,465	\$ 3,293
Avg. Finance Gross	\$ 1,484	\$ 1,368	\$ 1,198
PUVR	\$ 4,454	\$ 4,223	\$ 4,676
Total Gross (Units & PUVR)	\$ 890,701	\$ 63,338	\$ 60,782
GROI	207%	187%	254%
% with Trade	38%	27%	46%
Avg. Over/Under Allowance	-317	599	-19



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

Nicole Tuck	Brian Russo	JJ Johnson	Jessica Franco
38%	38%	57%	29%
16	21	7	7
17.8	28.5	39.4	36.7
\$ 26,758	\$ 27,504	\$ 21,553	\$ 29,819
\$ 26,619	\$ 27,621	\$ 21,385	\$ 31,672
\$ 25,184	\$ 29,475	\$ 21,788	\$ 24,265
106%	93%	99%	123%
106%	94%	98%	131%
\$ 307	\$ (301)	\$ 168	\$ (724)
\$ 3,332	\$ 2,813	\$ 1,138	\$ 1,065
\$ 1,091	\$ 1,012	\$ 1,531	\$ 1,360
\$ 4,190	\$ 4,697	\$ 3,166	\$ 1,938
\$ 67,043	\$ 98,630	\$ 22,164	\$ 13,563
318%	215%	135%	60%
38%	57%	43%	14%
72	602	117	-10,500

Marli Mondragon	Lance Wireman	Asmir Mujokavich	Austin Allred
67%	35%	0%	29%
6	17	3	21
36.0	21.2	31.7	26.3
\$ 26,422	\$ 24,361	\$ 40,034	\$ 31,808
\$ 26,501	\$ 24,744	\$ 40,728	\$ 32,339
\$ 31,829	\$ 26,296	\$ 38,766	\$ 30,559
83%	93%	103%	104%
83%	94%	105%	106%
\$ (269)	\$ (442)	\$ (694)	\$ (1,026)
\$ 2,889	\$ 2,349	\$ 3,282	\$ 2,904
\$ 1,844	\$ 1,019	\$ 3,087	\$ 1,583
\$ 5,537	\$ 2,794	\$ 7,635	\$ 4,655
\$ 33,224	\$ 47,497	\$ 22,904	\$ 97,752
209%	192%	213%	197%
33%	24%	100%	33%
1,075	-1,776	570	-833

Corey Moeller	Vince Smith	Mohammed Arani	Eric Lee
43%	20%	50%	75%
14	25	2	4
26.6	23.1	12.0	27.5
\$ 26,812	\$ 26,054	\$ 24,023	\$ 43,613
\$ 27,104	\$ 27,017	\$ 24,023	\$ 44,276
\$ 27,626	\$ 27,706	\$ 24,442	\$ 45,477
97%	94%	98%	96%
98%	98%	98%	97%
\$ (315)	\$ (829)	\$ -	\$ (663)
\$ 3,294	\$ 2,816	\$ 2,615	\$ 2,390
\$ 1,214	\$ 1,655	\$ 1,419	\$ 2,581
\$ 4,718	\$ 5,010	\$ 3,152	\$ 4,770
\$ 66,051	\$ 125,249	\$ 6,304	\$ 19,079
236%	289%	394%	141%
21%	40%	0%	50%
-2,633	-917	#DIV/0!	-100

Joe Macias	David Ceja	Conner Smith	Tito Ortiz
33%	50%	0%	0%
9	10	3	1
32.7	35.3	13.3	43.0
\$ 33,232	\$ 29,558	\$ 28,241	\$ 44,319
\$ 33,783	\$ 31,146	\$ 28,241	\$ 45,613
\$ 33,749	\$ 36,081	\$ 27,507	\$ 47,655
98%	82%	103%	93%
100%	86%	103%	96%
\$ (551)	\$ (1,625)	\$ -	\$ (1,294)
\$ 3,061	\$ 2,791	\$ 5,443	\$ 1,783
\$ 2,451	\$ 1,727	\$ 1,866	\$ 1,854
\$ 4,253	\$ 4,276	\$ 9,102	\$ 3,637
\$ 38,274	\$ 42,764	\$ 27,305	\$ 3,637
139%	140%	870%	67%
56%	30%	0%	0%
-200	-167	#DIV/0!	#DIV/0!

Justin Schmidt	Mark Porcello	John Goins	
0%	0%	0%	#DIV/0!
1	2	3	0
40.0	16.0	27.0	#DIV/0!
\$ 42,389	\$ 40,289	\$ 29,935	#DIV/0!
\$ 42,389	\$ 40,979	\$ 31,583	#DIV/0!
\$ 43,254	\$ 43,400	\$ 30,985	#DIV/0!
98%	93%	97%	#DIV/0!
98%	94%	102%	#DIV/0!
\$ -	\$ (691)	\$ (1,649)	#DIV/0!
\$ 32	\$ 6,988	\$ 4,050	#DIV/0!
\$ 769	\$ 3,087	\$ 1,859	#DIV/0!
\$ 801	\$ 10,474	\$ 5,780	#DIV/0!
\$ 801	\$ 20,948	\$ 17,339	#DIV/0!
17%	575%	244%	#DIV/0!
100%	100%	33%	#DIV/0!
-450	2,125	500	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Kyle Miller	Eric Casas
% Retailed of Non-New Franchise	35%	36%	40%
Total # Retail Units	200	14	20
Avg. Days to Sale	27.0	21.6	21.1
Avg. Advertised Price (Time of Sale)	\$ 28,176	\$ 27,911	\$ 33,110
Avg. Transaction Price	\$ 28,699	\$ 27,961	\$ 34,007
Avg. Market Price at 100%	\$ 29,608	\$ 26,242	\$ 34,706
Avg. Price to Market % (Time of Sale)	95%	106%	95%
Avg. Transaction to Market	97%	107%	98%
Avg. Transactional Discount	\$ (529)	\$ (106)	\$ (797)
Avg. Front-End Gross	\$ 2,834	\$ 2,893	\$ 4,555
Avg. Finance Gross	\$ 1,484	\$ 1,502	\$ 1,738
PUVR	\$ 4,454	\$ 4,816	\$ 7,342
Total Gross (Units & PUVR)	\$ 890,701	\$ 67,428	\$ 146,841
GROI	207%	287%	369%
% with Trade	38%	0%	0%
Avg. Over/Under Allowance	-317	414	908



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

Keith Berry	Don Mayes	House Deal	
41%	29%	46%	#DIV/0!
17	112	37	0
33.4	29.9	20.5	#DIV/0!
\$ 28,719	\$ 31,699	\$ 14,694	#DIV/0!
\$ 29,181	\$ 32,536	\$ 14,274	#DIV/0!
\$ 29,748	\$ 33,210	\$ 16,178	#DIV/0!
97%	95%	91%	#DIV/0!
98%	98%	88%	#DIV/0!
\$ (702)	\$ (831)	\$ 406	#DIV/0!
\$ 2,434	\$ 2,614	\$ 2,729	#DIV/0!
\$ 1,225	\$ 1,903	\$ 189	#DIV/0!
\$ 4,011	\$ 4,694	\$ 2,561	#DIV/0!
\$ 68,184	\$ 525,679	\$ 94,752	#DIV/0!
148%	174%	315%	#DIV/0!
0%	0%	0%	#DIV/0!
-290	-808	7	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	46	154
Avg. Days to Sale	27.0	30.9	25.8
Avg. Advertised Price (Time of Sale)	\$ 28,176	\$ 35,929	\$ 26,178
Avg. Transaction Price	\$ 28,699	\$ 37,140	\$ 26,178
Avg. Market Price at 100%	\$ 29,608	\$ 36,109	\$ 27,273
Avg. Price to Market % (Time of Sale)	95%	100%	96%
Avg. Transaction to Market	97%	103%	96%
Avg. Transactional Discount	\$ (529)	\$ (1,190)	\$ (333)
Avg. Front-End Gross	\$ 2,834	\$ 2,600	\$ 2,903
Avg. Finance Gross	\$ 1,484	\$ 1,925	\$ 1,352
PUVR	\$ 4,454	\$ 5,007	\$ 4,318
Total Gross (Units & PUVR)	\$ 890,701	\$ 230,319	\$ 664,967
GROI	207%	157%	230%
% with Trade	38%	84%	190%
Avg. Over/Under Allowance	-317	-511	-214



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	52	70
Avg. Days to Sale	27.0	26.4	30.6
Avg. Advertised Price (Time of Sale)	\$ 28,176	\$ 30,968	\$ 24,941
Avg. Transaction Price	\$ 28,699	\$ 31,521	\$ 24,941
Avg. Market Price at 100%	\$ 29,608	\$ 31,488	\$ 26,209
Avg. Price to Market % (Time of Sale)	95%	98%	95%
Avg. Transaction to Market	97%	100%	95%
Avg. Transactional Discount	\$ (529)	\$ (553)	\$ (249)
Avg. Front-End Gross	\$ 2,834	\$ 3,341	\$ 2,783
Avg. Finance Gross	\$ 1,484	\$ 1,575	\$ 1,327
PUVR	\$ 4,454	\$ 4,917	\$ 4,109
Total Gross (Units & PUVR)	\$ 890,701	\$ 255,665	\$ 287,663
GROI	207%	213%	194%
% with Trade	38%	50%	70%
Avg. Over/Under Allowance	-317	568	-20



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	124	51
% of Retail Units	100%	62%	26%
% Retailed of Non-New Franchise	35%	35%	45%
Avg. Days to Sale	27.0	28.9	22.0
Avg. Transaction Price	\$ 28,699	\$ 31,742	\$ 18,832
Avg. Transaction to Market %	97%	97%	93%
Avg. Transactional Discount	\$ (529)	\$ (653)	\$ (207)
Avg. Front End Gross	\$ 2,834	\$ 2,874	\$ 3,065
Avg. Finance Gross	\$ 1,484	\$ 1,625	\$ 970
PUVR	\$ 4,454	\$ 4,655	\$ 4,170
Total Gross (Units & PUVR)	\$ 890,701	\$ 577,216	\$ 212,693
GROI	207%	183%	363%
% with Trade	38%	38%	25%
Avg. Over/Under Allowance	-317	-513	301



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	20	4	0
1%	10%	2%	0%
100%	15%	0%	#DIV/0!
27.0	22.8	52.3	#DIV/0!
\$ 5,306	\$ 35,903	\$ 29,985	#DIV/0!
133%	96%	94%	#DIV/0!
\$ (341)	\$ (430)	\$ (1,105)	#DIV/0!
\$ 1,556	\$ 2,514	\$ 531	#DIV/0!
\$ -	\$ 1,936	\$ 1,786	#DIV/0!
\$ 1,556	\$ 4,561	\$ 2,748	#DIV/0!
\$ 1,556	\$ 91,218	\$ 10,992	#DIV/0!
391%	201%	63%	#DIV/0!
0%	60%	75%	#DIV/0!
#DIV/0!	8	-1,217	#DIV/0!

BO OEM/Leasing	Central Fleet (Enterprise, etc)	Other
0	0	0
0%	0%	0%
#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	65	32
% of Retail Units	100%	33%	16%
% Retailed of Non-New Franchise	35%	52%	69%
Avg. Days to Sale	27.0	14.4	38.7
Avg. Transaction Price	\$ 28,699	\$ 25,068	\$ 28,957
Avg. Transaction to Market %	97%	98%	94%
Avg. Transactional Discount	\$ (529)	\$ 87	\$ (933)
Avg. Front End Gross	\$ 2,834	\$ 3,695	\$ 2,714
Avg. Finance Gross	\$ 1,484	\$ 1,217	\$ 1,428
PUVR	\$ 4,454	\$ 4,912	\$ 4,142
Total Gross (Units & PUVR)	\$ 890,701	\$ 319,260	\$ 132,554
GROI	207%	491%	133%
% with Trade	38%	31%	47%
Avg. Over/Under Allowance	-317	29	502



46-60 days	61-90 days	90+ days
20	5	0
10%	3%	0%
55%	60%	#DIV/0!
51.5	63.6	#DIV/0!
\$ 35,634	\$ 23,256	#DIV/0!
90%	90%	#DIV/0!
\$ (883)	\$ (874)	#DIV/0!
\$ 1,760	\$ 1,264	#DIV/0!
\$ 1,689	\$ 3,245	#DIV/0!
\$ 3,449	\$ 4,508	#DIV/0!
\$ 68,973	\$ 22,541	#DIV/0!
68%	110%	#DIV/0!
35%	20%	#DIV/0!
144	0	#DIV/0!