

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	S412363A	2019	SUBARU	IMPREZA	25	Trade on New	No	\$ 23,107	\$ 23,107	97%	\$2,173	\$4,600
2	S605111A	2017	VOLKSWAGEN	JETTA	23	Trade on New	No	\$ 15,748	\$ 15,748	94%	\$240	\$775
3	UF05060	2012	FORD	EXPEDITION	5	Street/Curb Buy	No	\$ 15,850	\$ 15,850	101%	\$1,744	\$2,878
4	U304009	2018	MERCEDES-BENZ	GLC	17	Auction/Wholesale	No	\$ 40,976	\$ 40,500	98%	(\$1,292)	\$0
5	U569614	2017	NISSAN	TITAN	16	Auction/Wholesale	No	\$ 40,990	\$ 40,990	97%	\$7,422	\$1,120
6	U514950C	2015	BMW	535I	45	Trade on Used	No	\$ 16,991	\$ 16,991	92%	(\$1,687)	\$0
7	S179048A	2021	TOYOTA	VENZA	16	Trade on New	No	\$ 44,500	\$ 44,000	94%	\$4,331	\$0
8	U274180	2019	SUBARU	CROSSTREK	1	Auction/Wholesale	No	\$ 17,925	\$ 17,228	95%	(\$244)	\$3,280
9	S426376A	2008	MAZDA	MAZDA3	7	Trade on New	No	\$ 6,418	\$ 6,418	104%	\$3,519	\$0
10	S700110B	2012	FORD	F-150	19	Trade on Used	No	\$ 17,789	\$ 17,789	98%	\$2,140	\$1,858
11	S405223C	2016	FORD	EXPEDITION	19	Trade on Used	No	\$ 28,724	\$ 28,000	96%	\$3,585	\$3,003
12	U163634	2020	JEEP	GLADIATOR	42	Auction/Wholesale	No	\$ 53,822	\$ 53,822	91%	\$928	\$7,208
13	X166718	2021	SUBARU	OUTBACK	6	Loaner	Yes	\$ 42,991	\$ 42,491	97%	\$9,672	\$2,456
14	U214420A	2014	HYUNDAI	SANTA FE	13	Trade on Used	No	\$ 13,865	\$ 13,865	94%	\$1,807	\$2,208
15	S413966A	2018	SUBARU	CROSSTREK	20	Trade on New	No	\$ 28,658	\$ 28,658	93%	(\$360)	\$150
16	K269484	2015	SUBARU	OUTBACK	9	Street/Curb Buy	No	\$ 20,625	\$ 20,625	96%	\$6,756	\$1,590
17	U279434	2019	CHEVROLET	SILVERADO	30	Auction/Wholesale	No	\$ 68,280	\$ 68,240	92%	(\$492)	\$0
18	X429969	2021	SUBARU	ASCENT	8	Loaner	Yes	\$ 50,174	\$ 50,174	100%	\$9,458	\$5,436
19	S418657A	2019	HYUNDAI	SANTA FE	13	Trade on New	No	\$ 25,000	\$ 25,000	96%	(\$184)	\$547
20	U057158	2018	INFINITI	QX30	36	Auction/Wholesale	No	\$ 27,234	\$ 27,234	88%	(\$4,274)	\$2,470
21	U009580	2018	MITSUBISHI	OUTLANDER	18	Auction/Wholesale	No	\$ 21,410	\$ 21,410	94%	(\$1,792)	\$2,090
22	U640744	2015	VOLKSWAGEN	BEETLE	14	Auction/Wholesale	No	\$ 29,929	\$ 29,929	95%	\$3,139	\$2,016
23	S412168B	2020	NISSAN	KICKS	34	Trade on Used	No	\$ 23,780	\$ 23,780	92%	\$2,053	\$2,572
24	K240418	2017	FORD	FUSION	16	Street/Curb Buy	No	\$ 17,121	\$ 17,121	94%	\$731	\$1,864
25	S185513A	2011	VOLKSWAGEN	JETTA	14	Trade on New	No	\$ 5,000	\$ 5,356	103%	\$2,745	\$0
26	X511502	2020	SUBARU	FORESTER	3	Loaner	Yes	\$ 34,694	\$ 34,694	99%	\$2,576	\$2,403
27	S670556A	2019	SUBARU	CROSSTREK	36	Trade on New	No	\$ 25,998	\$ 25,998	93%	\$1,217	\$745
28	T688838	2019	INFINITI	QX80	1	Other	No	\$ 51,946	\$ 51,946	96%	(\$488)	\$3,689
29	U493072	2014	KIA	SORENTO	16	Auction/Wholesale	No	\$ 17,113	\$ 17,113	93%	(\$582)	\$2,246

30	K615548	2019	JEEP	CHEROKEE	32	Street/Curb Buy	No	\$	41,500	\$	41,000	96%	\$4,656	\$6,253
31	S190844A	2019	SUBARU	OUTBACK	5	Trade on New	No	\$	29,564	\$	28,987	96%	\$3,502	\$0
32	S413178A	2015	JEEP	WRANGLER	30	Trade on New	No	\$	26,000	\$	26,000	97%	\$359	\$0
33	U071750	2021	HYUNDAI	GENESIS	25	Auction/Wholesale	No	\$	48,564	\$	48,564	95%	(\$233)	\$0
34	S014210A	2012	HONDA	ACCORD	5	Trade on New	No	\$	12,650	\$	12,650	106%	\$5,475	\$2,380
35	S675969A	2018	VOLKSWAGEN	GOLF	35	Trade on New	No	\$	36,217	\$	36,217	92%	\$1,032	\$614
36	S170287B	2020	TOYOTA	TACOMA	21	Trade on Used	No	\$	33,479	\$	32,800	97%	\$5,564	\$3,683
37	UA63731	2021	FORD	BRONCO	14	Auction/Wholesale	No	\$	67,342	\$	67,342	100%	\$6,683	\$2,444
38	S415807A	2019	RAM	RAM 1500	33	Trade on New	No	\$	34,486	\$	34,200	94%	\$1,379	\$0
39	S179318A	2021	SUBARU	CROSSTREK	35	Trade on New	No	\$	32,921	\$	32,000	92%	\$581	\$2,755
40	U493072A	2016	NISSAN	VERSA	1	Trade on Used	No	\$	14,045	\$	14,045	96%	\$881	\$0
41	S179048B	2015	TOYOTA	AVALON	7	Trade on Used	No	\$	20,937	\$	20,937	97%	\$2,970	\$0
42	S670646A	2016	DODGE	GRAND CARAVAN	33	Trade on New	No	\$	14,997	\$	14,114	90%	(\$343)	\$181
43	S433947A	2013	TOYOTA	COROLLA	1	Trade on New	No	\$	13,250	\$	13,250	99%	\$1,037	\$1,064
44	L315263	2021	SUBARU	CROSSTREK	22	Loaner	Yes	\$	36,968	\$	36,968	97%	\$2,545	\$173
45	U203566	2019	TOYOTA	TACOMA	24	Auction/Wholesale	No	\$	40,500	\$	40,500	96%	(\$3,300)	\$1,620
46	T805036	2021	SUBARU	STI	35	Other	No	\$	41,734	\$	41,734	95%	(\$2,271)	\$1,766
47	S413479B	2014	HONDA	CR-V	21	Trade on Used	No	\$	12,750	\$	12,750	93%	\$2,197	\$1,154
48	S431046A	2005	TOYOTA	CAMRY	11	Trade on New	No	\$	6,750	\$	6,750	111%	\$3,159	\$0
49	U117504	2017	BUICK	ENCORE	31	Auction/Wholesale	No	\$	18,837	\$	18,337	95%	(\$1,200)	\$2,437
50	K424266	2015	SUBARU	FORESTER	1	Street/Curb Buy	No	\$	21,438	\$	21,438	103%	\$3,881	\$1,870
51	U510341	2017	NISSAN	ARMADA	23	Auction/Wholesale	No	\$	41,409	\$	41,409	99%	(\$4,619)	\$350
52	U110629	2022	CADILLAC	ESCALADE	68	Auction/Wholesale	No	\$	100,000	\$	100,000	88%	(\$9,226)	\$3,640
53	S173834A	2019	JEEP	WRANGLER	38	Trade on New	No	\$	34,819	\$	34,819	94%	\$717	\$396

Scoreboard Totals

% Retailed of Non-Franchise Make	65%
Total # Retail Units	200
Avg. Days to Sale	19.8
Avg. Advertised Price (Time of Sale)	\$ 29,696
Avg. Transaction Price	\$ 29,591
Avg. Market Price at 100%	\$ 30,751
Avg. Price to Market % (Time of Sale)	97%
Avg. Transaction to Market	96%
Avg. Transactional Discount	\$ 105
Avg. Front-End Gross	\$ 1,492
Avg. Finance Gross	\$ 1,619
PUVR	\$ 3,111
Total Gross (Units & PUVR)	\$ 622,257
GROI	191%
% with Trade	34%
Avg. Over/Under Allowance	\$268



Scoreboard

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Desk Manager	Totals	CHAPA	MATT
% Retailed of Non-New Franchise	65%	64%	67%
Total # Retail Units	200	85	92
Avg. Days to Sale	19.8	20.1	19.9
Avg. Advertised Price (Time of Sale)	\$ 29,696	\$ 30,798	\$ 29,196
Avg. Transaction Price	\$ 29,591	\$ 30,722	\$ 29,099
Avg. Market Price at 100%	\$ 30,751	\$ 32,254	\$ 30,302
Avg. Price to Market % (Time of Sale)	97%	95%	96%
Avg. Transaction to Market	96%	95%	96%
Avg. Transactional Discount	\$ 105	\$ 76	\$ 97
Avg. Front-End Gross	\$ 1,492	\$ 1,485	\$ 1,494
Avg. Finance Gross	\$ 1,619	\$ 1,453	\$ 1,654
PUVR	\$ 3,111	\$ 2,939	\$ 3,149
Total Gross (Units & PUVR)	\$ 622,257	\$ 249,789	\$ 289,667
GROI	191%	172%	195%
% with Trade	34%	33%	32%
Avg. Over/Under Allowance	268	423	188



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GABE			
57%	#DIV/0!	#DIV/0!	#DIV/0!
23	0	0	0
18.3	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,628	#DIV/0!	#DIV/0!	#DIV/0!
\$ 27,382	#DIV/0!	#DIV/0!	#DIV/0!
\$ 28,523	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ 245	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,508	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,092	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,600	#DIV/0!	#DIV/0!	#DIV/0!
\$ 82,801	#DIV/0!	#DIV/0!	#DIV/0!
259%	#DIV/0!	#DIV/0!	#DIV/0!
43%	#DIV/0!	#DIV/0!	#DIV/0!
50	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	CALIX	GONZALEZ
% Retailed of Non-New Franchise	65%	81%	72%
Total # Retail Units	200	43	29
Avg. Days to Sale	19.8	21.8	14.4
Avg. Advertised Price (Time of Sale)	\$ 29,696	\$ 27,681	\$ 28,698
Avg. Transaction Price	\$ 29,591	\$ 27,612	\$ 28,621
Avg. Market Price at 100%	\$ 30,751	\$ 29,066	\$ 29,436
Avg. Price to Market % (Time of Sale)	97%	95%	97%
Avg. Transaction to Market	96%	95%	97%
Avg. Transactional Discount	\$ 105	\$ 69	\$ 77
Avg. Front-End Gross	\$ 1,492	\$ 819	\$ 2,585
Avg. Finance Gross	\$ 1,619	\$ 1,239	\$ 2,105
PUVR	\$ 3,111	\$ 2,058	\$ 4,690
Total Gross (Units & PUVR)	\$ 622,257	\$ 88,492	\$ 136,006
GROI	191%	123%	409%
% with Trade	34%	33%	34%
Avg. Over/Under Allowance	268	-5	250



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MELGAREJO	HOWARD	LOGAN	IBANEZ
64%	65%	47%	63%
28	20	17	16
18.9	25.3	17.1	13.6
\$ 32,760	\$ 31,146	\$ 24,930	\$ 33,114
\$ 32,557	\$ 31,014	\$ 24,825	\$ 32,992
\$ 34,329	\$ 32,440	\$ 25,885	\$ 33,770
95%	96%	96%	98%
95%	96%	96%	98%
\$ 203	\$ 131	\$ 105	\$ 122
\$ 2,043	\$ 1,072	\$ 1,777	\$ 2,170
\$ 1,603	\$ 1,696	\$ 1,595	\$ 2,905
\$ 3,646	\$ 2,768	\$ 3,372	\$ 5,075
\$ 102,077	\$ 55,362	\$ 57,328	\$ 81,201
214%	127%	287%	408%
29%	35%	24%	25%
563	215	125	250

SANDOVAL	LUNA	KIM	CAREY
50%	71%	67%	33%
16	14	3	3
23.8	26.3	23.7	27.0
\$ 32,093	\$ 31,517	\$ 26,076	\$ 34,407
\$ 32,012	\$ 31,422	\$ 26,076	\$ 34,407
\$ 33,542	\$ 33,180	\$ 28,117	\$ 36,630
96%	95%	93%	94%
95%	95%	93%	94%
\$ 80	\$ 96	\$ -	\$ -
\$ 1,119	\$ 1,459	\$ (728)	\$ 208
\$ 1,194	\$ 845	\$ 1,130	\$ 298
\$ 2,313	\$ 2,304	\$ 402	\$ 506
\$ 37,008	\$ 32,253	\$ 1,205	\$ 1,519
109%	100%	23%	20%
38%	57%	0%	100%
333	600	#DIV/0!	0

SAUCEDO	GUERRERO	IVER	HEATH
33%	0%	0%	100%
3	2	2	1
11.7	1.0	14.5	23.0
\$ 17,963	\$ 22,797	\$ 31,658	\$ 15,748
\$ 17,796	\$ 22,797	\$ 31,658	\$ 15,748
\$ 18,334	\$ 22,726	\$ 32,783	\$ 16,753
98%	100%	97%	94%
97%	100%	97%	94%
\$ 167	\$ -	\$ -	\$ -
\$ (201)	\$ 1,511	\$ (421)	\$ 240
\$ 1,777	\$ 1,867	\$ 2,281	\$ 775
\$ 1,576	\$ 3,378	\$ 1,861	\$ 1,015
\$ 4,728	\$ 6,756	\$ 3,721	\$ 1,015
273%	5335%	146%	101%
0%	0%	0%	100%
#DIV/0!	#DIV/0!	#DIV/0!	0

GENOVA			
0%	#DIV/0!	#DIV/0!	#DIV/0!
1	0	0	0
20.0	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,198	#DIV/0!	#DIV/0!	#DIV/0!
\$ 31,198	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,498	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
96%	#DIV/0!	#DIV/0!	#DIV/0!
\$ -	#DIV/0!	#DIV/0!	#DIV/0!
\$ (22)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,261	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,239	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,239	#DIV/0!	#DIV/0!	#DIV/0!
187%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
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Scoreboard

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Finance Manager	Totals	LYDELL	CONNOR
% Retailed of Non-New Franchise	65%	67%	56%
Total # Retail Units	200	76	52
Avg. Days to Sale	19.8	21.7	17.2
Avg. Advertised Price (Time of Sale)	\$ 29,696	\$ 32,493	\$ 28,518
Avg. Transaction Price	\$ 29,591	\$ 32,386	\$ 28,386
Avg. Market Price at 100%	\$ 30,751	\$ 33,968	\$ 29,419
Avg. Price to Market % (Time of Sale)	97%	96%	97%
Avg. Transaction to Market	96%	95%	96%
Avg. Transactional Discount	\$ 105	\$ 107	\$ 132
Avg. Front-End Gross	\$ 1,492	\$ 1,227	\$ 2,060
Avg. Finance Gross	\$ 1,619	\$ 2,052	\$ 1,925
PUVR	\$ 3,111	\$ 3,279	\$ 3,985
Total Gross (Units & PUVR)	\$ 622,257	\$ 249,220	\$ 207,234
GROI	191%	168%	294%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	268	362	183



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WALLEY	VISHAL	ROB	
83%	58%	100%	#DIV/0!
23	45	4	0
24.9	17.0	19.3	#DIV/0!
\$ 33,412	\$ 26,294	\$ 8,790	#DIV/0!
\$ 33,263	\$ 26,227	\$ 8,879	#DIV/0!
\$ 35,650	\$ 27,078	\$ 8,894	#DIV/0!
94%	97%	99%	#DIV/0!
93%	97%	100%	#DIV/0!
\$ 149	\$ 67	\$ (89)	#DIV/0!
\$ 139	\$ 1,936	\$ 1,934	#DIV/0!
\$ 1,143	\$ 921	\$ -	#DIV/0!
\$ 1,283	\$ 2,857	\$ 1,934	#DIV/0!
\$ 29,499	\$ 128,568	\$ 7,736	#DIV/0!
56%	231%	407%	#DIV/0!
0%	0%	0%	#DIV/0!
0	300	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	200	6	194
Avg. Days to Sale	19.8	12.0	20.0
Avg. Advertised Price (Time of Sale)	\$ 29,696	\$ 39,443	\$ 29,289
Avg. Transaction Price	\$ 29,591	\$ 39,360	\$ 29,289
Avg. Market Price at 100%	\$ 30,751	\$ 40,523	\$ 30,630
Avg. Price to Market % (Time of Sale)	97%	97%	96%
Avg. Transaction to Market	96%	97%	96%
Avg. Transactional Discount	\$ 105	\$ 83	\$ 106
Avg. Front-End Gross	\$ 1,492	\$ 4,652	\$ 1,394
Avg. Finance Gross	\$ 1,619	\$ 1,946	\$ 1,609
PUVR	\$ 3,111	\$ 6,598	\$ 3,003
Total Gross (Units & PUVR)	\$ 622,257	\$ 39,589	\$ 582,668
GROI	191%	503%	184%
% with Trade	34%	100%	31%
Avg. Over/Under Allowance	268	496	246



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	200	71	129
Avg. Days to Sale	19.8	15.8	22.0
Avg. Advertised Price (Time of Sale)	\$ 29,696	\$ 29,865	\$ 29,499
Avg. Transaction Price	\$ 29,591	\$ 29,759	\$ 29,499
Avg. Market Price at 100%	\$ 30,751	\$ 30,746	\$ 31,026
Avg. Price to Market % (Time of Sale)	97%	97%	95%
Avg. Transaction to Market	96%	97%	95%
Avg. Transactional Discount	\$ 105	\$ 107	\$ 105
Avg. Front-End Gross	\$ 1,492	\$ 1,910	\$ 1,262
Avg. Finance Gross	\$ 1,619	\$ 2,051	\$ 1,381
PUVR	\$ 3,111	\$ 3,961	\$ 2,644
Total Gross (Units & PUVR)	\$ 622,257	\$ 281,211	\$ 341,046
GROI	191%	304%	147%
% with Trade	34%	8%	47%
Avg. Over/Under Allowance	268	318	221



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	200	80	39
% of Retail Units	100%	40%	20%
% Retailed of Non-New Franchise	65%	56%	85%
Avg. Days to Sale	19.8	20.3	21.2
Avg. Transaction Price	\$ 29,591	\$ 27,664	\$ 24,142
Avg. Transaction to Market %	96%	97%	95%
Avg. Transactional Discount	\$ 105	\$ 110	\$ 191
Avg. Front End Gross	\$ 1,492	\$ 2,099	\$ 2,048
Avg. Finance Gross	\$ 1,619	\$ 1,440	\$ 1,265
PUVR	\$ 3,111	\$ 3,539	\$ 3,313
Total Gross (Units & PUVR)	\$ 622,257	\$ 283,092	\$ 129,200
GROI	191%	227%	233%
% with Trade	34%	28%	31%
Avg. Over/Under Allowance	268	424	500



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
14	55	7	0
7%	28%	4%	0%
71%	67%	0%	#DIV/0!
18.5	19.2	11.3	#DIV/0!
\$ 29,989	\$ 34,118	\$ 39,132	#DIV/0!
97%	96%	97%	#DIV/0!
\$ 81	\$ 40	\$ 214	#DIV/0!
\$ 2,167	\$ (69)	\$ 4,580	#DIV/0!
\$ 1,570	\$ 1,983	\$ 2,528	#DIV/0!
\$ 3,737	\$ 1,913	\$ 7,108	#DIV/0!
\$ 52,315	\$ 105,229	\$ 49,757	#DIV/0!
242%	105%	579%	#DIV/0!
36%	35%	86%	#DIV/0!
0	56	496	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	5
0%	0%	3%
#DIV/0!	#DIV/0!	80%
#DIV/0!	#DIV/0!	23.4
#DIV/0!	#DIV/0!	\$ 38,657
#DIV/0!	#DIV/0!	93%
#DIV/0!	#DIV/0!	\$ -
#DIV/0!	#DIV/0!	\$ (1,575)
#DIV/0!	#DIV/0!	\$ 2,108
#DIV/0!	#DIV/0!	\$ 533
#DIV/0!	#DIV/0!	\$ 2,664
#DIV/0!	#DIV/0!	21%
#DIV/0!	#DIV/0!	60%
#DIV/0!	#DIV/0!	-400

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	200	154	41
% of Retail Units	100%	77%	21%
% Retailed of Non-New Franchise	65%	60%	78%
Avg. Days to Sale	19.8	14.3	36.6
Avg. Transaction Price	\$ 29,591	\$ 28,730	\$ 30,497
Avg. Transaction to Market %	96%	98%	92%
Avg. Transactional Discount	\$ 105	\$ 76	\$ 228
Avg. Front End Gross	\$ 1,492	\$ 2,140	\$ (238)
Avg. Finance Gross	\$ 1,619	\$ 1,671	\$ 1,494
PUVR	\$ 3,111	\$ 3,811	\$ 1,256
Total Gross (Units & PUVR)	\$ 622,257	\$ 586,853	\$ 51,496
GROI	191%	335%	41%
% with Trade	34%	34%	29%
Avg. Over/Under Allowance	268	273	125



46-60 days	61-90 days	90+ days
4	1	0
2%	1%	0%
100%	100%	#DIV/0!
49.3	68.0	#DIV/0!
\$ 35,869	\$ 100,000	#DIV/0!
87%	88%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ (3,025)	\$ (9,226)	#DIV/0!
\$ 399	\$ 3,640	#DIV/0!
\$ (2,627)	\$ (5,586)	#DIV/0!
\$ (10,506)	\$ (5,586)	#DIV/0!
-54%	-30%	#DIV/0!
50%	0%	#DIV/0!
1,000	#DIV/0!	#DIV/0!