

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	5207P	2015	Dodge	DURANGO	13	Auction/Wholesale	No	\$ 21,344	\$ 21,144	98%	(\$283)	\$2,608
2	5215P	2018	Ford	F150	14	Auction/Wholesale	No	\$ 32,795	\$ 33,758	96%	\$4,079	\$2,560
3	5233P	2020	Chevrolet	MALIBU	10	Auction/Wholesale	No	\$ 18,793	\$ 19,995	94%	\$2,401	\$2,234
4	5253T	2020	Chevrolet	MALIBU	10	Auction/Wholesale	No	\$ 20,495	\$ 21,395	98%	\$1,188	\$2,317
5	5201T	2017	Mazda	6	19	Trade on Used	No	\$ 19,159	\$ 18,583	95%	\$1,685	\$2,318
6	5359T	2020	Chevrolet	EQUINOX	8	Trade on New	No	\$ 20,324	\$ 21,595	97%	\$1,599	\$740
7	5232P	2015	GMC	SIERRA	11	Auction/Wholesale	No	\$ 29,998	\$ 32,247	95%	\$2,861	\$3,289
8	5191T	2019	GMC	TERRAIN	22	Trade on New	No	\$ 22,844	\$ 22,644	94%	\$1,688	\$2,382
9	5012P	2015	Nissan	ALTIMA	39	Auction/Wholesale	No	\$ 16,995	\$ 16,204	93%	(\$850)	\$2,376
10	5218P	2015	Chevrolet	SILVERADO	8	Auction/Wholesale	No	\$ 28,049	\$ 28,971	93%	\$4,963	\$3,342
11	5295T	2018	Chevrolet	TRAX	6	Trade on New	No	\$ 18,895	\$ 17,000	98%	\$924	\$2,755
12	5199P	2015	Ford	F150	36	Auction/Wholesale	No	\$ 25,488	\$ 24,988	96%	(\$3,537)	\$0
13	5250T	2019	Chevrolet	SILVERADO	11	Trade on Used	No	\$ 31,395	\$ 31,877	98%	\$3,533	\$2,339
14	5078P	2019	Chevrolet	SILVERADO	3	Auction/Wholesale	No	\$ 31,795	\$ 34,798	96%	\$1,337	\$1,080
15	5301T	2019	Nissan	KICKS	4	Trade on New	No	\$ 18,995	\$ 20,995	92%	\$6,392	\$1,451
16	5219T	2022	Chevrolet	SILVERADO	12	Trade on New	No	\$ 48,889	\$ 48,889	98%	\$4,623	\$4,740
17	5051T	2019	Dodge	RAM	53	Trade on New	No	\$ 31,795	\$ 31,795	93%	\$1,264	\$4,186
18	5152P	2014	Ford	ESCAPE	26	Auction/Wholesale	No	\$ 16,999	\$ 16,999	98%	(\$1,128)	\$2,591
19	5141P	2019	Ford	ECO SPORT	32	Auction/Wholesale	No	\$ 17,716	\$ 17,716	89%	(\$447)	\$1,451
20	5230T	2017	Chevrolet	MALIBU	16	Trade on New	No	\$ 21,655	\$ 22,655	97%	\$1,880	\$1,041
21	5150P	2015	CADILLAC	CTS	24	Auction/Wholesale	No	\$ 18,975	\$ 20,975	99%	\$1,073	\$1,301
22	5273T	2015	Chevrolet	TRAVERSE	14	Trade on Used	No	\$ 15,995	\$ 16,395	94%	\$1,938	\$875
23	5226T	2022	Chevrolet	TRAX	19	Trade on New	No	\$ 22,795	\$ 24,750	92%	\$2,930	\$2,923
24	5296P	2019	HONDA	CIVIC	8	Auction/Wholesale	No	\$ 22,165	\$ 22,165	95%	\$2,962	\$971
25	5336P	2020	Chevrolet	EQUINOX	1	LBO Customer	No	\$ 20,298	\$ 20,298	89%	(\$900)	\$1,463
26	5286T	2018	Chevrolet	EQUINOX	13	Trade on New	No	\$ 19,136	\$ 19,000	93%	\$781	\$734
27	5244T	2019	Buick	ENCORE	19	Trade on New	No	\$ 19,296	\$ 19,196	95%	\$1,176	\$0
28	5342P	2019	Chevrolet	SILVERADO	1	LBO Customer	No	\$ 28,674	\$ 28,674	81%	(\$900)	\$1,800
29	5194T	2019	Chevrolet	EQUINOX	9	Trade on New	No	\$ 19,739	\$ 20,795	93%	\$1,979	\$1,090
30	5333T	2020	Chevrolet	MALIBU	4	Trade on New	No	\$ 20,955	\$ 21,955	95%	\$4,192	\$2,906
31	5308T	2014	Chevrolet	EQUINOX	9	Trade on Used	No	\$ 13,290	\$ 12,595	89%	\$893	\$1,053
32	5231P	2016	JEEP	RENEGADE	18	Auction/Wholesale	No	\$ 15,683	\$ 15,750	92%	\$148	\$2,458
33	5290T	2019	Chevrolet	EQUINOX	15	Trade on New	No	\$ 21,133	\$ 21,333	93%	\$524	\$2,494
34	5188P	2018	Chevrolet	MALIBU	21	Auction/Wholesale	No	\$ 21,994	\$ 23,100	97%	\$532	\$3,735
35	5242P	2019	Lincoln	NAUTILUS	18	Auction/Wholesale	No	\$ 28,695	\$ 28,971	97%	\$1,744	\$0
36	4505T	2022	Chevrolet	CAMARO	42	Trade on New	No	\$ 39,641	\$ 39,641	97%	(\$4,717)	\$0
37	5212T	2011	INFINITI	QX56	25	Trade on New	No	\$ 13,295	\$ 13,295	100%	\$354	\$424

38	5119P	2018	JEEP	G CHEROKEE	38	Auction/Wholesale	No	\$	24,554	\$	26,554	93%	\$1,766	\$2,366
39	5165T	2019	Hyundai	SONATA	37	Trade on Used	No	\$	20,817	\$	20,215	94%	\$504	\$0
40	5243T	2018	Toyota	RAV4	23	Trade on New	No	\$	21,332	\$	21,332	91%	\$2,071	\$2,316
41	5334T	2015	Chevrolet	CAMARO	6	Trade on New	No	\$	28,731	\$	28,731	89%	\$1,981	\$4,195
42	5330T	2016	Honda	CRV	6	Trade on Used	No	\$	18,951	\$	19,500	96%	\$2,891	\$1,902
43	4859T	2017	Hyundai	IONIQ	101	Trade on New	No	\$	15,696	\$	15,695	84%	(\$4,399)	\$1,373
44	5346P	2002	Chevrolet	CORVETTE	7	Street/Curb Buy	No	\$	16,968	\$	16,968	86%	\$4,387	\$0
45	5323T	2012	Chevrolet	IMPALA	10	Trade on New	No	\$	8,995	\$	8,995	91%	\$2,769	\$674
46	5108P	2020	Nissan	PATHFINDER	35	Auction/Wholesale	No	\$	24,631	\$	24,631	95%	(\$1,770)	\$0
47	5328T	2019	Chevrolet	EQUINOX	11	Trade on New	No	\$	20,195	\$	22,495	92%	\$5,339	\$5,072
48	5166T	2022	Chevrolet	BOLT	43	Trade on New	No	\$	26,989	\$	26,000	89%	\$2,043	\$0
49	5327T	2019	Chevrolet	EQUINOX	4	Trade on New	No	\$	23,595	\$	23,405	97%	\$1,604	\$5,295
50	5045P	2020	Mitsubishi	OUTLANDER	54	Auction/Wholesale	No	\$	21,115	\$	21,115	90%	(\$1,613)	\$530
51	5220T	2019	Chevrolet	TRAX	25	Trade on New	No	\$	19,295	\$	20,225	101%	\$2,825	\$3,627
52	5388T	2014	Buick	REGAL	9	Trade on Used	No	\$	9,395	\$	9,395	94%	\$177	\$0
53	4995P	2016	Ford	F150	71	Auction/Wholesale	No	\$	26,795	\$	29,795	90%	\$828	\$0

Scoreboard Totals

% Retailed of Non-Franchise Make	55%
Total # Retail Units	139
Avg. Days to Sale	22.8
Avg. Advertised Price (Time of Sale)	\$ 22,044
Avg. Transaction Price	\$ 22,513
Avg. Market Price at 100%	\$ 23,731
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	95%
Avg. Transactional Discount	\$ (471)
Avg. Front-End Gross	\$ 1,230
Avg. Finance Gross	\$ 1,756
PUVR	\$ 3,007
Total Gross (Units & PUVR)	\$ 417,950
GROI	211%
% with Trade	34%
Avg. Over/Under Allowance	\$203



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	RYAN McDERMOTT
% Retailed of Non-New Franchise	55%	#DIV/0!	65%
Total # Retail Units	139	0	17
Avg. Days to Sale	22.8	#DIV/0!	26.6
Avg. Advertised Price (Time of Sale)	\$ 22,044	#DIV/0!	\$ 23,207
Avg. Transaction Price	\$ 22,513	#DIV/0!	\$ 23,660
Avg. Market Price at 100%	\$ 23,731	#DIV/0!	\$ 24,298
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	96%
Avg. Transaction to Market	95%	#DIV/0!	97%
Avg. Transactional Discount	\$ (471)	#DIV/0!	\$ (454)
Avg. Front-End Gross	\$ 1,230	#DIV/0!	\$ 1,277
Avg. Finance Gross	\$ 1,756	#DIV/0!	\$ 1,145
PUVR	\$ 3,007	#DIV/0!	\$ 2,422
Total Gross (Units & PUVR)	\$ 417,950	#DIV/0!	\$ 41,171
GROI	211%	#DIV/0!	138%
% with Trade	34%	#DIV/0!	29%
Avg. Over/Under Allowance	203	#DIV/0!	512



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CARLA CLAYTON	GLEN ZUPANCIC	ROBERT SMITHERMAN	
60%	50%	48%	#DIV/0!
52	30	40	0
23.2	25.1	18.9	#DIV/0!
\$ 21,494	\$ 22,148	\$ 22,189	#DIV/0!
\$ 22,041	\$ 22,390	\$ 22,730	#DIV/0!
\$ 23,629	\$ 23,914	\$ 23,733	#DIV/0!
91%	93%	93%	#DIV/0!
93%	94%	96%	#DIV/0!
\$ (558)	\$ (242)	\$ (541)	#DIV/0!
\$ 1,288	\$ 1,408	\$ 1,001	#DIV/0!
\$ 1,901	\$ 1,696	\$ 1,874	#DIV/0!
\$ 3,248	\$ 3,105	\$ 2,875	#DIV/0!
\$ 168,880	\$ 93,142	\$ 114,998	#DIV/0!
229%	199%	241%	#DIV/0!
27%	53%	30%	#DIV/0!
152	269	88	#DIV/0!

Scoreboard

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Sales Consultant	Totals	JAGUR AKINS-LAIRD	ALEA BAUER
% Retailed of Non-New Franchise	55%	67%	38%
Total # Retail Units	139	12	8
Avg. Days to Sale	22.8	30.6	14.5
Avg. Advertised Price (Time of Sale)	\$ 22,044	\$ 21,897	\$ 17,355
Avg. Transaction Price	\$ 22,513	\$ 22,355	\$ 17,376
Avg. Market Price at 100%	\$ 23,731	\$ 23,487	\$ 18,338
Avg. Price to Market % (Time of Sale)	93%	93%	95%
Avg. Transaction to Market	95%	95%	95%
Avg. Transactional Discount	\$ (471)	\$ (458)	\$ (20)
Avg. Front-End Gross	\$ 1,230	\$ 258	\$ 1,080
Avg. Finance Gross	\$ 1,756	\$ 1,239	\$ 1,572
PUVR	\$ 3,007	\$ 1,496	\$ 2,652
Total Gross (Units & PUVR)	\$ 417,950	\$ 17,956	\$ 21,218
GROI	211%	79%	379%
% with Trade	34%	42%	50%
Avg. Over/Under Allowance	203	225	-90



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CLAUDIO CASIANO	DAVID FONTANEZ	VINCE TALARICO	CONNOR ICE
75%	56%	60%	27%
4	16	5	11
16.3	18.1	54.0	20.1
\$ 19,743	\$ 20,383	\$ 22,274	\$ 23,958
\$ 19,760	\$ 20,549	\$ 22,460	\$ 24,323
\$ 23,001	\$ 21,972	\$ 23,071	\$ 25,557
86%	93%	97%	94%
86%	94%	97%	95%
\$ (17)	\$ (165)	\$ (186)	\$ (365)
\$ (657)	\$ 1,551	\$ 40	\$ 1,417
\$ 1,469	\$ 1,949	\$ 1,306	\$ 1,592
\$ 811	\$ 3,500	\$ 1,345	\$ 3,008
\$ 3,245	\$ 55,999	\$ 6,726	\$ 33,091
91%	338%	40%	222%
50%	25%	40%	18%
375	122	800	136

DIAMANTE ISOM	WILLIAM KENNEDY	GARRETT MARN	ART MILLS
55%	63%	100%	33%
11	16	2	6
25.6	20.3	16.0	21.0
\$ 22,310	\$ 21,307	\$ 22,030	\$ 28,198
\$ 23,386	\$ 22,230	\$ 21,583	\$ 28,198
\$ 23,399	\$ 24,031	\$ 23,966	\$ 31,437
95%	89%	92%	90%
100%	93%	90%	90%
\$ (1,076)	\$ (985)	\$ 448	\$ 0
\$ 1,908	\$ 2,101	\$ 847	\$ 2,046
\$ 2,150	\$ 1,630	\$ 536	\$ 1,829
\$ 4,059	\$ 3,969	\$ 1,383	\$ 3,875
\$ 44,644	\$ 63,497	\$ 2,766	\$ 23,248
244%	317%	144%	236%
18%	25%	0%	50%
-68	138	0	683

LUCAS MONASKY	ANDREA NEWELL	JOSH PRAYNER	DAVID STAPLES
67%	33%	50%	70%
6	6	6	10
23.2	21.2	15.0	27.1
\$ 23,848	\$ 29,801	\$ 22,472	\$ 18,792
\$ 23,963	\$ 29,927	\$ 23,258	\$ 19,734
\$ 27,508	\$ 31,501	\$ 23,522	\$ 20,181
87%	95%	96%	93%
87%	95%	99%	98%
\$ (115)	\$ (125)	\$ (787)	\$ (942)
\$ (355)	\$ 2,620	\$ 1,811	\$ 604
\$ 1,393	\$ 2,742	\$ 2,545	\$ 1,373
\$ 1,038	\$ 5,362	\$ 4,356	\$ 1,977
\$ 6,229	\$ 32,172	\$ 26,137	\$ 19,771
67%	305%	450%	133%
50%	67%	17%	20%
283	565	0	0

KYLE TALARICO			
56%	#DIV/0!	#DIV/0!	#DIV/0!
9	0	0	0
22.2	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,134	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,849	#DIV/0!	#DIV/0!	#DIV/0!
\$ 23,333	#DIV/0!	#DIV/0!	#DIV/0!
95%	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (715)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,178	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,386	#DIV/0!	#DIV/0!	#DIV/0!
\$ 3,563	#DIV/0!	#DIV/0!	#DIV/0!
\$ 32,068	#DIV/0!	#DIV/0!	#DIV/0!
253%	#DIV/0!	#DIV/0!	#DIV/0!
56%	#DIV/0!	#DIV/0!	#DIV/0!
272	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

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Finance Manager	Totals	ANDREW BENINALAN SUHY	
% Retailed of Non-New Franchise	55%	51%	55%
Total # Retail Units	139	41	42
Avg. Days to Sale	22.8	21.0	23.2
Avg. Advertised Price (Time of Sale)	\$ 22,044	\$ 21,264	\$ 25,039
Avg. Transaction Price	\$ 22,513	\$ 21,874	\$ 25,212
Avg. Market Price at 100%	\$ 23,731	\$ 23,064	\$ 26,525
Avg. Price to Market % (Time of Sale)	93%	92%	94%
Avg. Transaction to Market	95%	95%	95%
Avg. Transactional Discount	\$ (471)	\$ (610)	\$ (174)
Avg. Front-End Gross	\$ 1,230	\$ 1,194	\$ 1,218
Avg. Finance Gross	\$ 1,756	\$ 1,970	\$ 2,142
PUVR	\$ 3,007	\$ 3,165	\$ 3,360
Total Gross (Units & PUVR)	\$ 417,950	\$ 129,750	\$ 141,117
GROI	211%	248%	207%
% with Trade	34%	0%	0%
Avg. Over/Under Allowance	203	175	283



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

DAVESHUN KURUP			
57%	#DIV/0!	#DIV/0!	#DIV/0!
56	0	0	0
23.8	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,370	#DIV/0!	#DIV/0!	#DIV/0!
\$ 20,955	#DIV/0!	#DIV/0!	#DIV/0!
\$ 22,276	#DIV/0!	#DIV/0!	#DIV/0!
91%	#DIV/0!	#DIV/0!	#DIV/0!
94%	#DIV/0!	#DIV/0!	#DIV/0!
\$ (596)	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,266	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,310	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,620	#DIV/0!	#DIV/0!	#DIV/0!
\$ 146,696	#DIV/0!	#DIV/0!	#DIV/0!
189%	#DIV/0!	#DIV/0!	#DIV/0!
0%	#DIV/0!	#DIV/0!	#DIV/0!
162	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	139	0	139
Avg. Days to Sale	22.8	#DIV/0!	22.8
Avg. Advertised Price (Time of Sale)	\$ 22,044	#DIV/0!	\$ 22,513
Avg. Transaction Price	\$ 22,513	#DIV/0!	\$ 22,513
Avg. Market Price at 100%	\$ 23,731	#DIV/0!	\$ 23,804
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	95%
Avg. Transaction to Market	95%	#DIV/0!	95%
Avg. Transactional Discount	\$ (471)	#DIV/0!	\$ (471)
Avg. Front-End Gross	\$ 1,230	#DIV/0!	\$ 1,230
Avg. Finance Gross	\$ 1,756	#DIV/0!	\$ 1,756
PUVR	\$ 3,007	#DIV/0!	\$ 3,007
Total Gross (Units & PUVR)	\$ 417,950	#DIV/0!	\$ 417,950
GROI	211%	#DIV/0!	211%
% with Trade	34%	#DIV/0!	34%
Avg. Over/Under Allowance	203	#DIV/0!	203



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	139	62	76
Avg. Days to Sale	22.8	12.9	31.0
Avg. Advertised Price (Time of Sale)	\$ 22,044	\$ 22,449	\$ 22,350
Avg. Transaction Price	\$ 22,513	\$ 22,923	\$ 22,350
Avg. Market Price at 100%	\$ 23,731	\$ 24,200	\$ 23,480
Avg. Price to Market % (Time of Sale)	93%	93%	95%
Avg. Transaction to Market	95%	95%	95%
Avg. Transactional Discount	\$ (471)	\$ (473)	\$ (470)
Avg. Front-End Gross	\$ 1,230	\$ 1,804	\$ 776
Avg. Finance Gross	\$ 1,756	\$ 2,051	\$ 1,539
PUVR	\$ 3,007	\$ 3,855	\$ 2,315
Total Gross (Units & PUVR)	\$ 417,950	\$ 239,009	\$ 175,934
GROI	211%	470%	120%
% with Trade	34%	29%	38%
Avg. Over/Under Allowance	203	179	224



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	139	50	22
% of Retail Units	100%	36%	16%
% Retailed of Non-New Franchise	55%	30%	45%
Avg. Days to Sale	22.8	21.0	14.8
Avg. Transaction Price	\$ 22,513	\$ 23,520	\$ 16,838
Avg. Transaction to Market %	95%	97%	94%
Avg. Transactional Discount	\$ (471)	\$ (537)	\$ (390)
Avg. Front End Gross	\$ 1,230	\$ 1,981	\$ 1,713
Avg. Finance Gross	\$ 1,756	\$ 2,031	\$ 1,383
PUVR	\$ 3,007	\$ 4,013	\$ 3,234
Total Gross (Units & PUVR)	\$ 417,950	\$ 200,646	\$ 71,155
GROI	211%	292%	467%
% with Trade	34%	36%	32%
Avg. Over/Under Allowance	203	157	147



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
4	59	0	4
3%	42%	0%	3%
25%	85%	#DIV/0!	0%
8.8	29.6	#DIV/0!	1.0
\$ 26,386	\$ 23,442	#DIV/0!	\$ 23,546
92%	96%	#DIV/0!	76%
\$ 312	\$ (530)	#DIV/0!	\$ 0
\$ 3,025	\$ 429	#DIV/0!	\$ (800)
\$ 1,600	\$ 1,668	#DIV/0!	\$ 1,832
\$ 4,625	\$ 2,097	#DIV/0!	\$ 1,032
\$ 18,498	\$ 123,752	#DIV/0!	\$ 4,126
721%	109%	#DIV/0!	1577%
25%	36%	#DIV/0!	0%
-50	293	#DIV/0!	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	139	100	23
% of Retail Units	100%	72%	17%
% Retailed of Non-New Franchise	55%	44%	74%
Avg. Days to Sale	22.8	13.5	37.9
Avg. Transaction Price	\$ 22,513	\$ 21,958	\$ 24,486
Avg. Transaction to Market %	95%	95%	94%
Avg. Transactional Discount	\$ (471)	\$ (464)	\$ (268)
Avg. Front End Gross	\$ 1,230	\$ 1,834	\$ (139)
Avg. Finance Gross	\$ 1,756	\$ 1,887	\$ 1,413
PUVR	\$ 3,007	\$ 3,722	\$ 1,274
Total Gross (Units & PUVR)	\$ 417,950	\$ 372,150	\$ 29,297
GROI	211%	451%	49%
% with Trade	34%	33%	35%
Avg. Over/Under Allowance	203	219	96



46-60 days	61-90 days	90+ days
9	4	2
6%	3%	1%
100%	100%	100%
52.4	66.8	97.0
\$ 23,565	\$ 27,436	\$ 19,519
95%	97%	100%
\$ (350)	\$ (1,250)	\$ (2,173)
\$ (798)	\$ 923	\$ (2,957)
\$ 1,704	\$ 1,489	\$ 806
\$ 905	\$ 2,412	\$ (2,151)
\$ 8,149	\$ 9,649	\$ (4,302)
26%	47%	-41%
44%	50%	0%
444	25	0