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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	M9064A	2010	Dodge	Caliber	4	Trade on New	No	\$ 10,000	\$ 6,433	101%	\$914	\$79
2	M7109P	2017	Mercedes-Benz	GLE 350	2	Auction/Wholesale	No	\$ 31,111	\$ 25,724	102%	\$680	\$2,216
3	M7074P	2017	Chevrolet	Traverse	1,683	Auction/Wholesale	No	\$ 26,781	\$ 26,781	108%	\$3,305	\$1,798
4	M7055P	2021	Chevrolet	Trailblazer	39	Auction/Wholesale	No	\$ 27,722	\$ 27,722	109%	\$61	\$4,143
5	M6995P	2020	Chevrolet	Equinox	82	Auction/Wholesale	No	\$ 23,398	\$ 20,500	109%	\$1,502	\$1,605
6	M8576A	2019	Honda	Passport	136	Trade on New	No	\$ 34,489	\$ 34,489	106%	\$810	\$0
7	M7071P	2020	Nissan	Rouge	27	Auction/Wholesale	No	\$ 25,554	\$ 22,500	119%	\$3,625	\$5,014
8	M8835A	2020	Chevrolet	Equinox	64	Trade on New	No	\$ 24,304	\$ 24,936	109%	\$3,981	\$3,269
9	M7115P	2014	Toyota	Prius	2	Auction/Wholesale	No	\$ 16,500	\$ 15,400	102%	\$3,341	\$1,468
10	M7117P	2016	Mercedes-Benz	GLE 450	2	Auction/Wholesale	No	\$ 41,270	\$ 39,998	86%	\$660	\$5,236
11	M9061A	2016	Chevrolet	Cruze	4	Trade on New	No	\$ 13,456	\$ 9,300	116%	\$1,705	\$1,381
12	M6849P	2020	Chevrolet	Trax	167	Auction/Wholesale	No	\$ 20,165	\$ 19,665	107%	(\$1,015)	\$233
13	M7116P	2017	Ford	Escape	1	Auction/Wholesale	No	\$ 13,500	\$ 12,200	96%	\$1,594	\$0
14	M9045A	2009	Chevrolet	Impala	6	Trade on New	No	\$ 6,985	\$ 8,000	133%	\$2,891	\$1,712
15	M9030A	2021	Nissan	Altima	7	Trade on New	No	\$ 26,664	\$ 24,900	111%	(\$1,132)	\$2,000
16	M7100P	2018	Mazda	Miata	14	Auction/Wholesale	No	\$ 34,555	\$ 26,928	124%	\$131	\$283
17	M6931P	2020	Chevrolet	Traz	133	Auction/Wholesale	No	\$ 21,996	\$ 21,998	109%	\$795	\$3,467
18	M8945A	2013	Chevrolet	Cruze	37	Trade on New	No	\$ 8,888	\$ 8,500	95%	\$2,985	\$0
19	M8703A	2021	Toyota	Tacoma	102	Trade on New	No	\$ 41,999	\$ 41,499	107%	\$4,462	\$0
20	M8830A	2020	Chevrolet	Equinox	72	Trade on New	No	\$ 23,658	\$ 23,658	102%	\$812	\$5,177
21	M6962P	2021	Chevrolet	Malibu	103	Auction/Wholesale	No	\$ 21,866	\$ 20,250	105%	\$27	\$4,425
22	M8536B	2015	Jeep	Cherokee	101	Trade on Used	No	\$ 12,994	\$ 12,000	91%	\$88	\$127
23	M6679P1	2020	Chevrolet	Malibu	228	Trade on Used	No	\$ 20,646	\$ 23,900	96%	\$2,782	\$4,416
24	M8640A	2020	Chevrolet	Equinox	122	Trade on New	No	\$ 21,267	\$ 20,750	100%	\$1,179	\$6,278
25	M8992A	2014	Chevrolet	Sonic	25	Trade on New	No	\$ 8,000	\$ 6,167	112%	\$716	\$0
26	M7055P1	2017	Buick	Encore	10	Trade on Used	No	\$ 18,456	\$ 19,000	101%	\$4,669	\$1,211
27	M7125P	2017	Toyota	Corolla	1	Auction/Wholesale	No	\$ 17,777	\$ 11,500	115%	\$1,087	\$142
28	M7009P	2020	Chevrolet	Equinox	84	Auction/Wholesale	No	\$ 31,456	\$ 26,980	125%	\$3,223	\$1,643
29	M8946A	2014	Ford	F150	48	Trade on New	No	\$ 22,557	\$ 22,557	118%	\$4,183	\$5,424

30	M8919A	2013	Chevrolet	Tahoe	59	Trade on New	No	\$	14,999	\$	13,363	100%	\$925	\$0
31	M7053P	2021	Chevrolet	Equinox	51	Auction/Wholesale	No	\$	24,053	\$	26,179	104%	\$1,449	\$5,967
32	M8996A	2020	Chevrolet	Equinox	5	Trade on New	No	\$	25,555	\$	24,952	105%	\$3,753	\$0
33	M8576B	2015	Hyundai	Santa Fe	15	Trade on Used	No	\$	17,888	\$	17,900	99%	\$877	\$4,999
34	M6990P	2019	Chevrolet	Equinox	94	Auction/Wholesale	No	\$	21,642	\$	20,700	102%	\$1,030	\$3,121
35	M7043P	2020	Hyundai	Accent	61	Auction/Wholesale	No	\$	17,602	\$	17,602	111%	\$1,670	\$4,728
36	M9050A	2023	BMW	X2 Xdrive28i	9	Trade on New	No	\$	39,999	\$	37,000	101%	\$4,089	\$8,812
37	M7060P	2020	Chevrolet	Malibu	50	Auction/Wholesale	No	\$	21,745	\$	21,733	106%	\$1,714	\$0
38	M6837P	2021	Chevrolet	Silverado	179	Auction/Wholesale	No	\$	47,433	\$	47,433	104%	\$3,446	\$9,241
39	M8573A	2021	Chevrolet	Silverado	149	Trade on New	No	\$	48,888	\$	44,727	116%	(\$204)	\$1,668
40	M7058K	2012	Chevrolet	Epxress	54	Street/Curb Buy	No	\$	16,811	\$	16,000	112%	\$3,089	\$0
41	M6972P	2019	Chevrolet	Equinox	105	Auction/Wholesale	No	\$	20,000	\$	20,000	95%	\$1,348	\$6,016
42	M6731P	2020	Ford	Fusion	239	Auction/Wholesale	No	\$	21,595	\$	21,594	102%	(\$595)	\$3,165
43	M8817A	2015	Chrysler	Town&Country	80	Trade on New	No	\$	10,980	\$	10,300	87%	\$1,165	\$0
44	M9099A	2011	Chevrolet	HHR	3	Trade on New	No	\$	8,900	\$	8,900	102%	\$1,307	\$0
45	M7118P	2020	Toyota	Camry	12	Auction/Wholesale	No	\$	24,444	\$	20,352	112%	\$675	\$3,758
46	M8771C	2010	Nissan	Murano	15	Trade on Used	No	\$	10,000	\$	6,354	120%	\$2,820	\$0
47	M9029A	2020	Chevrolet	Trax	40	Trade on New	No	\$	24,455	\$	22,830	112%	\$1,488	\$2,893
48	M7088P	2021	Chevrolet	Malibu	30	Auction/Wholesale	No	\$	25,444	\$	23,000	121%	\$546	\$4,703
49	M9115A	2011	Chevrolet	Malibu	1	Trade on New	No	\$	11,111	\$	10,000	97%	\$2,898	\$0
50	M6821P	2020	Chevrolet	Trax	178	Auction/Wholesale	No	\$	20,996	\$	24,500	106%	\$8,710	\$5,840
51	M9113A	2022	Chevrolet	Trailblazer	3	Trade on New	No	\$	30,000	\$	30,000	102%	\$3,208	\$3,268
52	M9073A	2015	Chevrolet	Impala	5	Trade on New	No	\$	19,456	\$	17,587	115%	\$1,830	\$2,325
53	M7093P1	2016	Chevrolet	Silverado	31	Trade on Used	No	\$	36,666	\$	32,631	123%	\$5,160	\$3,801

Scoreboard Totals

% Retailed of Non-Franchise Make	36%
Total # Retail Units	180
Avg. Days to Sale	67.1
Avg. Advertised Price (Time of Sale)	\$ 25,554
Avg. Transaction Price	\$ 24,312
Avg. Market Price at 100%	\$ 23,884
Avg. Price to Market % (Time of Sale)	107%
Avg. Transaction to Market	102%
Avg. Transactional Discount	\$ 1,242
Avg. Front-End Gross	\$ 2,257
Avg. Finance Gross	\$ 2,510
PUVR	\$ 4,767
Total Gross (Units & PUVR)	\$ 858,059
GROI	105%
% with Trade	42%
Avg. Over/Under Allowance	(\$148)



Scoreboard

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Desk Manager	Totals	Aaron Krieger	Andy Garing
% Retailed of Non-New Franchise	36%	0%	26%
Total # Retail Units	180	10	47
Avg. Days to Sale	67.1	65.0	41.5
Avg. Advertised Price (Time of Sale)	\$ 25,554	\$ 35,422	\$ 22,428
Avg. Transaction Price	\$ 24,312	\$ 34,871	\$ 21,398
Avg. Market Price at 100%	\$ 23,884	\$ 32,934	\$ 21,146
Avg. Price to Market % (Time of Sale)	107%	108%	106%
Avg. Transaction to Market	102%	106%	101%
Avg. Transactional Discount	\$ 1,242	\$ 551	\$ 1,030
Avg. Front-End Gross	\$ 2,257	\$ 3,757	\$ 2,306
Avg. Finance Gross	\$ 2,510	\$ 2,780	\$ 2,232
PUVR	\$ 4,767	\$ 6,536	\$ 4,539
Total Gross (Units & PUVR)	\$ 858,059	\$ 65,364	\$ 213,327
GROI	105%	104%	184%
% with Trade	42%	70%	38%
Avg. Over/Under Allowance	-148	-608	62



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Drew Dixon	Michael Clark		
43%	33%	#DIV/0!	#DIV/0!
120	3	0	0
78.9	2.3	#DIV/0!	#DIV/0!
\$ 26,132	\$ 18,500	#DIV/0!	#DIV/0!
\$ 24,789	\$ 15,667	#DIV/0!	#DIV/0!
\$ 24,461	\$ 16,443	#DIV/0!	#DIV/0!
107%	113%	#DIV/0!	#DIV/0!
101%	95%	#DIV/0!	#DIV/0!
\$ 1,343	\$ 2,833	#DIV/0!	#DIV/0!
\$ 2,120	\$ 1,959	#DIV/0!	#DIV/0!
\$ 2,637	\$ 848	#DIV/0!	#DIV/0!
\$ 4,758	\$ 2,807	#DIV/0!	#DIV/0!
\$ 570,946	\$ 8,422	#DIV/0!	#DIV/0!
88%	2765%	#DIV/0!	#DIV/0!
42%	33%	#DIV/0!	#DIV/0!
-183	-500	#DIV/0!	#DIV/0!

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Scoreboard

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Sales Consultant	Totals	William Alter	Teri Calvin
% Retailed of Non-New Franchise	36%	50%	29%
Total # Retail Units	180	8	7
Avg. Days to Sale	67.1	93.4	22.9
Avg. Advertised Price (Time of Sale)	\$ 25,554	\$ 30,117	\$ 30,611
Avg. Transaction Price	\$ 24,312	\$ 28,979	\$ 28,756
Avg. Market Price at 100%	\$ 23,884	\$ 28,920	\$ 28,667
Avg. Price to Market % (Time of Sale)	107%	104%	107%
Avg. Transaction to Market	102%	100%	100%
Avg. Transactional Discount	\$ 1,242	\$ 1,138	\$ 1,855
Avg. Front-End Gross	\$ 2,257	\$ 2,497	\$ 3,334
Avg. Finance Gross	\$ 2,510	\$ 3,103	\$ 1,527
PUVR	\$ 4,767	\$ 5,600	\$ 4,861
Total Gross (Units & PUVR)	\$ 858,059	\$ 44,800	\$ 34,029
GROI	105%	75%	266%
% with Trade	42%	50%	57%
Avg. Over/Under Allowance	-148	368	136



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Marshall Crawford	Andrea Henderson	Chad Majerek	Michael Smith
50%	0%	60%	43%
10	3	5	23
57.9	29.7	86.8	33.9
\$ 22,179	\$ 31,666	\$ 27,932	\$ 27,525
\$ 20,757	\$ 30,685	\$ 26,799	\$ 25,812
\$ 21,129	\$ 29,721	\$ 25,601	\$ 26,830
105%	107%	109%	103%
98%	103%	105%	96%
\$ 1,423	\$ 981	\$ 1,133	\$ 1,713
\$ 1,254	\$ 4,592	\$ 951	\$ 2,355
\$ 2,115	\$ 708	\$ 2,231	\$ 2,323
\$ 3,370	\$ 5,299	\$ 3,182	\$ 4,678
\$ 33,698	\$ 15,898	\$ 15,908	\$ 107,591
101%	210%	49%	192%
30%	0%	60%	52%
-269	0	52	2

Brian Stanton	Glenn Walton	Sean Gloss	Lamar Griffin
0%	35%	45%	29%
3	20	11	7
24.7	91.9	59.4	106.6
\$ 15,307	\$ 22,334	\$ 21,088	\$ 28,508
\$ 14,537	\$ 21,103	\$ 20,562	\$ 27,812
\$ 15,222	\$ 20,851	\$ 19,469	\$ 27,796
101%	107%	108%	103%
95%	101%	106%	100%
\$ 770	\$ 1,231	\$ 526	\$ 697
\$ 2,795	\$ 1,669	\$ 1,035	\$ 1,613
\$ 1,987	\$ 2,177	\$ 2,872	\$ 2,870
\$ 4,782	\$ 3,846	\$ 3,907	\$ 4,483
\$ 14,347	\$ 76,928	\$ 42,973	\$ 31,379
480%	71%	115%	54%
33%	35%	45%	14%
167	123	-1,038	-214

Daniel Jimenez	Anthony Miller	Julio Perez	James Pogotis
57%	18%	25%	17%
7	11	8	12
86.3	217.4	32.1	52.8
\$ 22,720	\$ 24,356	\$ 30,975	\$ 22,618
\$ 21,420	\$ 23,075	\$ 28,681	\$ 21,913
\$ 18,787	\$ 22,664	\$ 27,703	\$ 21,184
121%	107%	112%	107%
114%	102%	104%	103%
\$ 1,300	\$ 1,281	\$ 2,294	\$ 705
\$ 1,367	\$ 2,148	\$ 3,252	\$ 1,952
\$ 1,311	\$ 1,633	\$ 2,974	\$ 4,272
\$ 2,678	\$ 3,781	\$ 6,227	\$ 6,223
\$ 18,743	\$ 41,591	\$ 49,812	\$ 74,679
52%	27%	243%	194%
14%	27%	50%	58%
-143	-439	-497	-410

Joshua Polich	Miguel Renteria	Austin Verwey	
64%	21%	17%	#DIV/0!
11	14	6	0
46.5	44.6	30.0	#DIV/0!
\$ 21,389	\$ 28,308	\$ 27,429	#DIV/0!
\$ 19,938	\$ 27,862	\$ 26,904	#DIV/0!
\$ 19,944	\$ 26,722	\$ 25,902	#DIV/0!
107%	106%	106%	#DIV/0!
100%	104%	104%	#DIV/0!
\$ 1,451	\$ 446	\$ 525	#DIV/0!
\$ 2,391	\$ 3,530	\$ 3,126	#DIV/0!
\$ 2,378	\$ 3,167	\$ 1,786	#DIV/0!
\$ 4,769	\$ 6,697	\$ 4,912	#DIV/0!
\$ 52,461	\$ 93,764	\$ 29,471	#DIV/0!
185%	194%	219%	#DIV/0!
36%	43%	67%	#DIV/0!
305	-328	-173	#DIV/0!

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Scoreboard

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Finance Manager	Totals	Kevin Boyer	Michael Clark
% Retailed of Non-New Franchise	36%	29%	47%
Total # Retail Units	180	45	17
Avg. Days to Sale	67.1	69.8	47.2
Avg. Advertised Price (Time of Sale)	\$ 25,554	\$ 25,273	\$ 19,970
Avg. Transaction Price	\$ 24,312	\$ 24,077	\$ 17,376
Avg. Market Price at 100%	\$ 23,884	\$ 23,497	\$ 18,901
Avg. Price to Market % (Time of Sale)	107%	108%	106%
Avg. Transaction to Market	102%	102%	92%
Avg. Transactional Discount	\$ 1,242	\$ 1,196	\$ 2,593
Avg. Front-End Gross	\$ 2,257	\$ 2,107	\$ 1,815
Avg. Finance Gross	\$ 2,510	\$ 2,653	\$ 97
PUVR	\$ 4,767	\$ 4,760	\$ 1,911
Total Gross (Units & PUVR)	\$ 858,059	\$ 214,211	\$ 32,488
GROI	105%	102%	84%
% with Trade	42%	0%	0%
Avg. Over/Under Allowance	-148	-254	223



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Terrell Morris	Erik Resendiz	Jeffery Samolis	Gregory Wolfe
39%	21%	53%	50%
49	38	15	16
86.2	63.6	51.9	44.7
\$ 26,149	\$ 26,238	\$ 25,693	\$ 28,703
\$ 25,202	\$ 25,677	\$ 24,420	\$ 26,271
\$ 25,012	\$ 24,050	\$ 24,431	\$ 26,451
105%	109%	105%	109%
101%	107%	100%	99%
\$ 947	\$ 561	\$ 1,274	\$ 2,432
\$ 2,402	\$ 2,623	\$ 1,710	\$ 2,353
\$ 2,885	\$ 3,059	\$ 1,752	\$ 2,928
\$ 5,287	\$ 5,681	\$ 3,462	\$ 5,281
\$ 259,056	\$ 215,889	\$ 51,926	\$ 84,490
88%	125%	98%	162%
0%	8%	0%	0%
-330	167	-84	-491

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Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	180	3	177
Avg. Days to Sale	67.1	74.7	67.0
Avg. Advertised Price (Time of Sale)	\$ 25,554	\$ 44,485	\$ 23,972
Avg. Transaction Price	\$ 24,312	\$ 44,363	\$ 23,972
Avg. Market Price at 100%	\$ 23,884	\$ 36,592	\$ 23,718
Avg. Price to Market % (Time of Sale)	107%	122%	101%
Avg. Transaction to Market	102%	121%	101%
Avg. Transactional Discount	\$ 1,242	\$ 122	\$ 1,261
Avg. Front-End Gross	\$ 2,257	\$ 3,351	\$ 2,239
Avg. Finance Gross	\$ 2,510	\$ 1,791	\$ 2,522
PUVR	\$ 4,767	\$ 5,143	\$ 4,761
Total Gross (Units & PUVR)	\$ 858,059	\$ 15,428	\$ 842,631
GROI	105%	56%	107%
% with Trade	42%	33%	42%
Avg. Over/Under Allowance	-148	-848	-136



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	180	115	64
Avg. Days to Sale	67.1	80.3	43.8
Avg. Advertised Price (Time of Sale)	\$ 25,554	\$ 26,601	\$ 21,945
Avg. Transaction Price	\$ 24,312	\$ 25,614	\$ 21,945
Avg. Market Price at 100%	\$ 23,884	\$ 24,658	\$ 22,649
Avg. Price to Market % (Time of Sale)	107%	108%	97%
Avg. Transaction to Market	102%	104%	97%
Avg. Transactional Discount	\$ 1,242	\$ 987	\$ 1,693
Avg. Front-End Gross	\$ 2,257	\$ 2,481	\$ 1,882
Avg. Finance Gross	\$ 2,510	\$ 2,617	\$ 2,347
PUVR	\$ 4,767	\$ 5,098	\$ 4,229
Total Gross (Units & PUVR)	\$ 858,059	\$ 586,271	\$ 270,648
GROI	105%	89%	159%
% with Trade	42%	48%	33%
Avg. Over/Under Allowance	-148	-206	-45



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	180	57	36
% of Retail Units	100%	32%	20%
% Retailed of Non-New Franchise	36%	33%	36%
Avg. Days to Sale	67.1	42.4	42.1
Avg. Transaction Price	\$ 24,312	\$ 24,051	\$ 22,570
Avg. Transaction to Market %	102%	98%	98%
Avg. Transactional Discount	\$ 1,242	\$ 1,561	\$ 1,988
Avg. Front End Gross	\$ 2,257	\$ 2,559	\$ 2,301
Avg. Finance Gross	\$ 2,510	\$ 2,246	\$ 2,071
PUVR	\$ 4,767	\$ 4,805	\$ 4,372
Total Gross (Units & PUVR)	\$ 858,059	\$ 273,865	\$ 157,401
GROI	105%	170%	166%
% with Trade	42%	49%	39%
Avg. Over/Under Allowance	-148	-153	-56



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
6	81	0	0
3%	45%	0%	0%
33%	37%	#DIV/0!	#DIV/0!
72.2	95.2	#DIV/0!	#DIV/0!
\$ 28,936	\$ 24,927	#DIV/0!	#DIV/0!
98%	104%	#DIV/0!	#DIV/0!
\$ 1,733	\$ 650	#DIV/0!	#DIV/0!
\$ 2,778	\$ 1,987	#DIV/0!	#DIV/0!
\$ 1,765	\$ 2,946	#DIV/0!	#DIV/0!
\$ 4,542	\$ 4,933	#DIV/0!	#DIV/0!
\$ 27,252	\$ 399,542	#DIV/0!	#DIV/0!
78%	75%	#DIV/0!	#DIV/0!
33%	40%	#DIV/0!	#DIV/0!
-142	-186	#DIV/0!	#DIV/0!

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Age	Totals	0-30 days	31-45 days
Total # Retail Units	180	79	21
% of Retail Units	100%	44%	12%
% Retailed of Non-New Franchise	36%	41%	38%
Avg. Days to Sale	67.1	9.6	37.8
Avg. Transaction Price	\$ 24,312	\$ 21,964	\$ 27,237
Avg. Transaction to Market %	102%	96%	104%
Avg. Transactional Discount	\$ 1,242	\$ 1,854	\$ 1,719
Avg. Front End Gross	\$ 2,257	\$ 2,479	\$ 3,353
Avg. Finance Gross	\$ 2,510	\$ 2,012	\$ 2,619
PUVR	\$ 4,767	\$ 4,491	\$ 5,972
Total Gross (Units & PUVR)	\$ 858,059	\$ 354,755	\$ 125,414
GROI	105%	769%	209%
% with Trade	42%	44%	33%
Avg. Over/Under Allowance	-148	-66	-313



46-60 days	61-90 days	90+ days
16	20	44
9%	11%	24%
38%	40%	23%
51.6	72.8	187.4
\$ 25,280	\$ 23,695	\$ 27,059
105%	103%	105%
\$ 1,051	\$ 747	\$ 211
\$ 2,835	\$ 2,310	\$ 1,103
\$ 2,854	\$ 2,816	\$ 3,087
\$ 5,689	\$ 5,126	\$ 4,190
\$ 91,025	\$ 102,519	\$ 184,346
157%	107%	30%
69%	35%	36%
35	-454	-142