

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	40763P	17	GMC	SIERRA 1500	106	Auction/Wholesale		\$ 31,998	\$ 31,998	86%	(\$20)	\$5,309
2	70278A	20	Hyundai	PALISADE LIM	4	Trade on New		\$ 42,991	\$ 43,859	106%	\$3,947	\$2,551
3	70074TA	14	Nissan	MURANO	25	Trade on New		\$ 13,991	\$ 12,000	104%	\$116	\$850
4	70240A	16	Ford	F-150	19	Trade on New		\$ 31,991	\$ 33,991	106%	\$4,763	\$3,611
5	40704PA	16	Nissan	TITAN XD	45	Trade on Used		\$ 28,543	\$ 27,446	101%	(\$2,094)	\$1,094
6	40803SA	19	Chevrolet	TRAVERSE	69	Trade on Used		\$ 28,543	\$ 25,193	101%	(\$15)	\$3,205
7	70254A	21	Honda	PILOT	14	Trade on New		\$ 35,991	\$ 35,390	104%	\$3,076	\$1,153
8	70145A	14	Honda	CR V	1	Trade on New		\$ 14,991	\$ 13,400		\$1,941	\$350
9	40835P	20	Chrysler	PACIFICA TOU	22	Auction/Wholesale		\$ 24,991	\$ 27,261	106%	\$5,614	\$0
10	40757PB	2003	Hummer	H2	12	Trade on Used		\$ 11,156	\$ 11,156		\$797	\$0
11	40782PA	17	Nissan	SENTRA	12	Trade on Used		\$ 15,991	\$ 10,562		(\$2,875)	\$1,729
12	70047A	19	Ram	1500 REBEL	22	Trade on New		\$ 44,991	\$ 44,991	106%	\$7,502	\$4,472
13	70275A	2007	Toyota	FJ CRUISER	26	Trade on New		\$ 14,987	\$ 14,987	109%	\$2,865	\$0
14	60444AA	23	Nissan	PATHFINDER S	5	Trade on New		\$ 43,994	\$ 44,994	97%	\$518	\$399
15	40844S	20	Nissan	SENTRA SV CV	9	Street/Curb Buy		\$ 22,991	\$ 22,263	106%	\$5,743	\$2,888
16	40800P	20	Jeep	GRAND CHEROK	85	Auction/Wholesale		\$ 30,698	\$ 33,488	97%	\$711	\$3,948
17	40833P	17	Nissan	FRONTIER	30	Auction/Wholesale		\$ 20,992	\$ 19,592	102%	\$694	\$1,062
18	70270A	20	Nissan	MURANO	14	Trade on New		\$ 25,991	\$ 30,680	107%	\$7,250	\$3,500
19	40839S	18	Tesla	MODEL 3	22	Street/Curb Buy		\$ 34,992	\$ 36,991	106%	\$6,999	\$2,676
20	70050AA	19	Volkswagen	ATLAS	43	Trade on Used		\$ 27,994	\$ 29,989	100%	(\$1,318)	\$2,379
21	70258A	21	Nissan	FRONTIER	21	Trade on New		\$ 25,991	\$ 25,991	107%	\$2,810	\$0
22	40713P	19	Cadillac	XT4	137	Auction/Wholesale		\$ 29,002	\$ 29,003		(\$795)	\$1,371
23	40830P	20	Jeep	WRANGLER UNL	37	Auction/Wholesale		\$ 36,993	\$ 37,988	95%	\$1,467	\$3,652
24	70212A	15	Nissan	PATHFINDER	4	Trade on New		\$ 16,991	\$ 14,300	113%	\$575	\$730
25	70249A	13	Chevrolet	EQUINOX	10	Trade on New		\$ 15,991	\$ 13,881	107%	\$3,022	\$0
26	40843S	13	Jeep	WRANGLER UNL	16	Street/Curb Buy		\$ 26,991	\$ 23,892	108%	\$3,547	\$4,857
27	70300A	20	Nissan	SENTRA	13	Trade on New		\$ 22,991	\$ 21,281	111%	\$232	\$2,710
28	60455A	11	Ford	RANGER	21	Trade on New		\$ 9,991	\$ 9,991		\$1,107	\$910
29	40832P	17	Nissan	FRONTIER	40	Auction/Wholesale		\$ 19,993	\$ 19,993	97%	\$1,220	\$2,135
30	70254AA	17	Ford	MUSTANG	34	Trade on New		\$ 25,993	\$ 27,988	100%	\$3,748	\$0

31	70196A	12	Jeep	WRANGLER UNL	30	Trade on New		\$ 22,992	\$ 24,937	107%	\$4,134	\$2,894
32	70231A	15	Jeep	WRANGLER UNL	33	Trade on New		\$ 25,993	\$ 25,993	89%	\$3,227	\$2,324
33	70283A	16	Chevrolet	COLORADO	27	Trade on New		\$ 17,992	\$ 15,724	84%	(\$260)	\$2,788
34	70251A	16	Nissan	MAXIMA	31	Trade on New		\$ 19,993	\$ 19,581	89%	\$33	\$1,718
35	40852S	20	Nissan	ALT 2 5 S FW		Street/Curb Buy			\$ 15,514		(\$1,119)	\$1,358
36	40848S	20	Nissan	ROGUE	14	Street/Curb Buy		\$ 22,991	\$ 22,750	104%	\$3,324	\$1,316
37	70254B	18	Chrysler	PACIFICA	23	Trade on Used		\$ 25,992	\$ 27,987	105%	\$3,633	\$4,352
38	40847K	13	Ford	EDGE	19	Street/Curb Buy		\$ 12,991	\$ 8,875	109%	(\$1,787)	\$1,033
39	40850P	18	Nissan	370Z	12	Auction/Wholesale		\$ 29,991	\$ 28,493	99%	\$1,168	\$4,062
40	40790P	19	Nissan	ALTIMA	113	Auction/Wholesale		\$ 16,999	\$ 16,999	88%	(\$2,074)	\$487
41	70293A	20	Nissan	MURANO	24	Trade on New		\$ 23,992	\$ 24,251	104%	\$2,832	\$2,241
42	40726PB	22	Ram	1500	31	Trade on Used		\$ 42,993	\$ 43,772	103%	\$1,783	\$4,025
43	70122A	23	Nissan	PATHFINDER	85	Trade on New		\$ 42,998	\$ 46,995	98%	\$5,512	\$3,806
44	70254C	2005	Buick	CENTURY	6	Trade on Used		\$ 7,991	\$ 4,811	178%	(\$293)	\$0
45	40827P	20	Subaru	IMPREZA	65	Auction/Wholesale		\$ 18,996	\$ 17,756	92%	\$180	\$0
46	70219A	21	Nissan	NV200	42	Trade on New		\$ 29,994	\$ 28,627	112%	\$1,632	\$0
47	40807S	20	Jeep	GRAND CHEROK		Street/Curb Buy		\$ 23,998	\$ 26,993	90%	(\$424)	\$0
48	70098A	19	Nissan	MURANO	45	Trade on New		\$ 26,994	\$ 27,929	94%	(\$244)	\$2,607
49	40835PA	19	Nissan	TITAN	31	Trade on Used		\$ 28,993	\$ 28,893	97%	(\$316)	\$2,334
50	70194A	21	Nissan	ALTIMA	75	Trade on New		\$ 25,592	\$ 24,807	101%	(\$106)	\$2,744
51	70269A	20	Nissan	ROGUE	37	Trade on New		\$ 25,993	\$ 26,993	96%	\$965	\$3,070
52	70209A	20	Nissan	ARMADA	6	Trade on New		\$ 30,991	\$ 30,991	104%	(\$662)	\$965
53	40853S	21	Nissan	ROGUE	7	Street/Curb Buy		\$ 31,991	\$ 34,986	113%	\$5,514	\$5,345

Scoreboard Totals

% Retailed of Non-Franchise Make	47%
Total # Retail Units	85
Avg. Days to Sale	41.7
Avg. Advertised Price (Time of Sale)	\$ 24,403
Avg. Transaction Price	\$ 24,265
Avg. Market Price at 100%	\$ 24,199
Avg. Price to Market % (Time of Sale)	101%
Avg. Transaction to Market	100%
Avg. Transactional Discount	\$ (1,011)
Avg. Front-End Gross	\$ 1,041
Avg. Finance Gross	\$ 1,903
PUVR	\$ 2,943
Total Gross (Units & PUVR)	\$ 250,182
GROI	105%
% with Trade	44%
Avg. Over/Under Allowance	(\$243)



Scoreboard

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Desk Manager	Totals	Paul Mailman	Paul Wolfson
% Retailed of Non-New Franchise	47%	45%	50%
Total # Retail Units	85	42	18
Avg. Days to Sale	41.7	39.2	52.7
Avg. Advertised Price (Time of Sale)	\$ 24,403	\$ 24,322	\$ 25,970
Avg. Transaction Price	\$ 24,265	\$ 23,754	\$ 26,495
Avg. Market Price at 100%	\$ 24,199	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,011)	\$ (1,170)	\$ (1,968)
Avg. Front-End Gross	\$ 1,041	\$ 374	\$ 1,629
Avg. Finance Gross	\$ 1,903	\$ 1,975	\$ 2,270
PUVR	\$ 2,943	\$ 2,349	\$ 3,899
Total Gross (Units & PUVR)	\$ 250,182	\$ 98,656	\$ 70,189
GROI	105%	91%	101%
% with Trade	44%	52%	28%
Avg. Over/Under Allowance	-243	-333	324



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

Grady Wells	Grady Wells		
48%	48%	#DIV/0!	#DIV/0!
25	25	0	0
37.8	37.8	#DIV/0!	#DIV/0!
\$ 23,464	\$ 23,464	#DIV/0!	#DIV/0!
\$ 23,519	\$ 23,519	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (55)	\$ (55)	#DIV/0!	#DIV/0!
\$ 1,737	\$ 1,737	#DIV/0!	#DIV/0!
\$ 1,517	\$ 1,517	#DIV/0!	#DIV/0!
\$ 3,254	\$ 3,254	#DIV/0!	#DIV/0!
\$ 81,338	\$ 81,338	#DIV/0!	#DIV/0!
132%	132%	#DIV/0!	#DIV/0!
40%	40%	#DIV/0!	#DIV/0!
-356	-356	#DIV/0!	#DIV/0!

Scoreboard

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Sales Consultant	Totals	Mike Lucki	Patrick Sylver
% Retailed of Non-New Franchise	47%	#DIV/0!	50%
Total # Retail Units	85	0	10
Avg. Days to Sale	41.7	#DIV/0!	36.5
Avg. Advertised Price (Time of Sale)	\$ 24,403	#DIV/0!	\$ 20,105
Avg. Transaction Price	\$ 24,265	#DIV/0!	\$ 19,536
Avg. Market Price at 100%	\$ 24,199	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,011)	#DIV/0!	\$ (1,441)
Avg. Front-End Gross	\$ 1,041	#DIV/0!	\$ 117
Avg. Finance Gross	\$ 1,903	#DIV/0!	\$ 1,740
PUVR	\$ 2,943	#DIV/0!	\$ 1,856
Total Gross (Units & PUVR)	\$ 250,182	#DIV/0!	\$ 18,562
GROI	105%	#DIV/0!	94%
% with Trade	44%	#DIV/0!	20%
Avg. Over/Under Allowance	-243	#DIV/0!	0



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Mark Blomquist	CJ Schalch	Ian Earley	Mike Longo
33%	56%	44%	33%
6	9	9	3
19.8	64.9	33.4	31.7
\$ 26,326	\$ 22,369	\$ 23,243	\$ 26,326
\$ 26,676	\$ 22,629	\$ 21,993	\$ 26,863
#DIV/0!	#DIV/0!	#DIV/0!	\$ 25,939
#DIV/0!	#DIV/0!	#DIV/0!	101%
#DIV/0!	#DIV/0!	#DIV/0!	104%
\$ (350)	\$ (2,745)	\$ (1,333)	\$ (537)
\$ 2,019	\$ (583)	\$ 1,141	\$ 783
\$ 505	\$ 2,004	\$ 1,638	\$ 2,290
\$ 2,524	\$ 1,421	\$ 2,779	\$ 3,072
\$ 15,144	\$ 12,792	\$ 25,007	\$ 9,217
172%	35%	136%	130%
50%	44%	22%	67%
500	-262	169	-2,750

Michelle Poole	Jason Gorman	Dariel Martinez	Olivia Mailman
#DIV/0!	71%	40%	67%
0	7	15	3
#DIV/0!	51.9	44.2	43.7
#DIV/0!	\$ 30,644	\$ 21,805	\$ 31,327
#DIV/0!	\$ 30,904	\$ 21,719	\$ 30,112
#DIV/0!	\$ 30,600	#DIV/0!	\$ 29,971
#DIV/0!	100%	#DIV/0!	105%
#DIV/0!	101%	#DIV/0!	100%
#DIV/0!	\$ (260)	\$ (1,367)	\$ 1,215
#DIV/0!	\$ 1,700	\$ 900	\$ (6)
#DIV/0!	\$ 3,411	\$ 1,780	\$ 2,376
#DIV/0!	\$ 5,110	\$ 2,680	\$ 2,370
#DIV/0!	\$ 35,773	\$ 40,203	\$ 7,111
#DIV/0!	115%	101%	65%
#DIV/0!	43%	33%	33%
#DIV/0!	-167	-875	#DIV/0!

Ryan Kuncio	Mike Homer	Garen Tuniev	Matt Olivier	Tyler Amaral
50%	57%	100%	17%	100%
2	7	2	6	1
16.5	43.4	33.5	52.3	#DIV/0!
\$ 12,991	\$ 28,314	\$ 25,993	\$ 24,661	\$ 23,998
\$ 10,277	\$ 30,361	\$ 26,991	\$ 24,767	\$ 26,993
#DIV/0!	\$ 27,642	\$ 27,599	\$ 24,352	\$ 26,664
#DIV/0!	102%	94%	101%	90%
#DIV/0!	110%	98%	102%	101%
\$ 2,715	\$ (2,046)	\$ (998)	\$ (106)	\$ (2,995)
\$ (884)	\$ 3,306	\$ 3,487	\$ 1,538	\$ (424)
\$ 1,319	\$ 2,693	\$ 1,162	\$ 2,165	\$ -
\$ 436	\$ 5,999	\$ 4,649	\$ 3,703	\$ (424)
\$ 871	\$ 41,995	\$ 9,299	\$ 22,221	\$ (424)
92%	164%	185%	103%	#DIV/0!
50%	86%	50%	50%	100%
-3,125	234	1,942	233	-1,396

Chris Noel				
20%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
5	0	0	0	0
31.0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,393	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 25,973	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 26,883	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
98%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
97%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 420	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,053	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 1,429	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 2,482	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ 12,411	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
111%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
60%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
167	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Dustin Smith	Ben Kline
% Retailed of Non-New Franchise	47%	52%	38%
Total # Retail Units	85	29	16
Avg. Days to Sale	41.7	44.3	43.4
Avg. Advertised Price (Time of Sale)	\$ 24,403	\$ 27,974	\$ 23,630
Avg. Transaction Price	\$ 24,265	\$ 28,075	\$ 23,941
Avg. Market Price at 100%	\$ 24,199	\$ 28,233	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	99%	#DIV/0!
Avg. Transaction to Market	100%	99%	#DIV/0!
Avg. Transactional Discount	\$ (1,011)	\$ (100)	\$ (1,788)
Avg. Front-End Gross	\$ 1,041	\$ 969	\$ 1,865
Avg. Finance Gross	\$ 1,903	\$ 2,202	\$ 2,070
PUVR	\$ 2,943	\$ 3,171	\$ 3,935
Total Gross (Units & PUVR)	\$ 250,182	\$ 91,946	\$ 62,953
GROI	105%	92%	136%
% with Trade	44%	0%	0%
Avg. Over/Under Allowance	-243	-194	321



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Mir Ali	House Deal		
35%	71%	#DIV/0!	#DIV/0!
26	14	0	0
44.2	30.3	#DIV/0!	#DIV/0!
\$ 25,081	\$ 16,718	#DIV/0!	#DIV/0!
\$ 24,787	\$ 15,777	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (2,600)	\$ 942	#DIV/0!	#DIV/0!
\$ 700	\$ 881	#DIV/0!	#DIV/0!
\$ 2,407	\$ 156	#DIV/0!	#DIV/0!
\$ 3,106	\$ 1,037	#DIV/0!	#DIV/0!
\$ 80,766	\$ 14,517	#DIV/0!	#DIV/0!
102%	78%	#DIV/0!	#DIV/0!
0%	0%	#DIV/0!	#DIV/0!
-883	-1,181	#DIV/0!	#DIV/0!

Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	85	0	0
Avg. Days to Sale	41.7	#DIV/0!	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 24,403	#DIV/0!	#DIV/0!
Avg. Transaction Price	\$ 24,265	#DIV/0!	#DIV/0!
Avg. Market Price at 100%	\$ 24,199	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,011)	#DIV/0!	#DIV/0!
Avg. Front-End Gross	\$ 1,041	#DIV/0!	#DIV/0!
Avg. Finance Gross	\$ 1,903	#DIV/0!	#DIV/0!
PUVR	\$ 2,943	#DIV/0!	#DIV/0!
Total Gross (Units & PUVR)	\$ 250,182	#DIV/0!	#DIV/0!
GROI	105%	#DIV/0!	#DIV/0!
% with Trade	44%	#DIV/0!	#DIV/0!
Avg. Over/Under Allowance	-243	#DIV/0!	#DIV/0!



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	85	45	40
Avg. Days to Sale	41.7	41.3	42.1
Avg. Advertised Price (Time of Sale)	\$ 24,403	\$ 23,725	\$ 25,071
Avg. Transaction Price	\$ 24,265	\$ 23,549	\$ 25,071
Avg. Market Price at 100%	\$ 24,199	#DIV/0!	#DIV/0!
Avg. Price to Market % (Time of Sale)	101%	#DIV/0!	#DIV/0!
Avg. Transaction to Market	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,011)	\$ (1,405)	\$ (567)
Avg. Front-End Gross	\$ 1,041	\$ 878	\$ 1,224
Avg. Finance Gross	\$ 1,903	\$ 1,996	\$ 1,797
PUVR	\$ 2,943	\$ 2,874	\$ 3,021
Total Gross (Units & PUVR)	\$ 250,182	\$ 129,340	\$ 120,843
GROI	105%	106%	103%
% with Trade	44%	42%	45%
Avg. Over/Under Allowance	-243	39	-525



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	85	42	15
% of Retail Units	100%	49%	18%
% Retailed of Non-New Franchise	47%	38%	67%
Avg. Days to Sale	41.7	27.6	39.7
Avg. Transaction Price	\$ 24,265	\$ 25,032	\$ 21,492
Avg. Transaction to Market %	100%	#DIV/0!	#DIV/0!
Avg. Transactional Discount	\$ (1,011)	\$ (1,940)	\$ 1,052
Avg. Front End Gross	\$ 1,041	\$ 1,752	\$ (285)
Avg. Finance Gross	\$ 1,903	\$ 1,849	\$ 1,709
PUVR	\$ 2,943	\$ 3,601	\$ 1,424
Total Gross (Units & PUVR)	\$ 250,182	\$ 151,240	\$ 21,360
GROI	105%	187%	60%
% with Trade	44%	43%	40%
Avg. Over/Under Allowance	-243	-113	-964



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
9	19	0	0
11%	22%	0%	0%
56%	47%	#DIV/0!	#DIV/0!
21.6	80.2	#DIV/0!	#DIV/0!
\$ 25,667	\$ 24,095	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$ (1,673)	\$ (273)	#DIV/0!	#DIV/0!
\$ 2,285	\$ (74)	#DIV/0!	#DIV/0!
\$ 2,325	\$ 1,974	#DIV/0!	#DIV/0!
\$ 4,610	\$ 1,900	#DIV/0!	#DIV/0!
\$ 41,488	\$ 36,095	#DIV/0!	#DIV/0!
300%	35%	#DIV/0!	#DIV/0!
56%	42%	#DIV/0!	#DIV/0!
-178	200	#DIV/0!	#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	85	39	18
% of Retail Units	100%	46%	21%
% Retailed of Non-New Franchise	47%	49%	44%
Avg. Days to Sale	41.7	15.5	37.4
Avg. Transaction Price	\$ 24,265	\$ 23,330	\$ 26,192
Avg. Transaction to Market %	100%	#DIV/0!	98%
Avg. Transactional Discount	\$ (1,011)	\$ (872)	\$ 110
Avg. Front End Gross	\$ 1,041	\$ 2,179	\$ 634
Avg. Finance Gross	\$ 1,903	\$ 2,001	\$ 2,079
PUVR	\$ 2,943	\$ 4,180	\$ 2,713
Total Gross (Units & PUVR)	\$ 250,182	\$ 163,030	\$ 48,838
GROI	105%	417%	100%
% with Trade	44%	51%	44%
Avg. Over/Under Allowance	-243	-248	-664



46-60 days	61-90 days	90+ days
6	9	9
7%	11%	11%
17%	78%	44%
52.7	72.9	125.1
\$ 19,818	\$ 26,426	\$ 25,418
96%	92%	#DIV/0!
\$ (224)	\$ (114)	\$ (530)
\$ (215)	\$ 264	\$ (1,369)
\$ 2,100	\$ 1,684	\$ 1,763
\$ 1,886	\$ 1,948	\$ 394
\$ 11,314	\$ 17,532	\$ 3,546
65%	36%	4%
17%	22%	44%
0	500	400