

### Month Summary

	totalapps	# Auto Apprv	% approve
	Sum	Sum	RowPctSum
<b>Applicant Address State</b>			
<b>AL</b>	1,241	419	33.76%
<b>GA</b>	1,787	545	30.50%
<b>NC</b>	2,962	835	28.19%
<b>NM</b>	372	130	34.95%
<b>OK</b>	884	299	33.82%
<b>SC</b>	1,405	469	33.38%
<b>TN</b>	1,298	411	31.66%
<b>TX</b>	5,302	2,042	38.51%
<b>VA</b>	1,422	500	35.16%
<b>All</b>	16,673	5,650	33.89%

### Month Summary

	Booked Sum	\$ Booked Sum	NetLoanAmount avg adv
<b>Applicant Address State</b>			
<b>AL</b>	99	\$284,531	\$2,874
<b>GA</b>	108	\$276,158	\$2,557
<b>NC</b>	162	\$442,598	\$2,732
<b>NM</b>	23	\$67,168	\$2,920
<b>OK</b>	50	\$163,352	\$3,267
<b>SC</b>	93	\$254,383	\$2,735
<b>TN</b>	47	\$138,118	\$2,939
<b>TX</b>	326	\$835,475	\$2,563
<b>VA</b>	64	\$172,054	\$2,688
<b>All</b>	972	\$2,633,836	\$2,710

## Web Apps

source=Web Apps appmonth=3

	totalapps	# Auto Apprv	% approve
	Sum	Sum	RowPctSum
<b>Applicant Address State</b>			
<b>AL</b>	570	110	19.30%
<b>GA</b>	380	43	11.32%
<b>NC</b>	1,826	348	19.06%
<b>NM</b>	145	30	20.69%
<b>OK</b>	414	84	20.29%
<b>SC</b>	745	131	17.58%
<b>TN</b>	339	55	16.22%
<b>TX</b>	2,132	474	22.23%
<b>VA</b>	381	67	17.59%
<b>All</b>	6,932	1,342	19.36%

### Web Apps

	BOOKED	\$ BOOKED	NetLoanAmount
	Sum	Sum	avg adv
<b>Applicant Address State</b>			
<b>AL</b>	64	\$158,682	\$2,479
<b>GA</b>	20	\$46,246	\$2,312
<b>NC</b>	114	\$315,758	\$2,770
<b>NM</b>	14	\$39,930	\$2,852
<b>OK</b>	33	\$101,360	\$3,072
<b>SC</b>	61	\$159,301	\$2,611
<b>TN</b>	20	\$42,918	\$2,146
<b>TX</b>	191	\$441,381	\$2,311
<b>VA</b>	29	\$76,572	\$2,640
<b>All</b>	546	\$1,382,149	\$2,531

## Lending Tree

source=LendingTree

	totalapps	# Auto Apprv	% approve
	Sum	Sum	RowPctSum
<b>Applicant Address State</b>			
<b>AL</b>	671	309	46.05%
<b>GA</b>	1,407	502	35.68%
<b>NC</b>	1,136	487	42.87%
<b>NM</b>	227	100	44.05%
<b>OK</b>	470	215	45.74%
<b>SC</b>	660	338	51.21%
<b>TN</b>	959	356	37.12%
<b>TX</b>	3,170	1,568	49.46%
<b>VA</b>	1,041	433	41.59%
<b>All</b>	9,741	4,308	44.23%

### Lending Tree

	BOOKED	\$ BOOKED	NetLoanAmount
	Sum	Sum	avg adv
<b>Applicant Address State</b>			
<b>AL</b>	35	\$125,849	\$3,596
<b>GA</b>	88	\$229,912	\$2,613
<b>NC</b>	48	\$126,839	\$2,642
<b>NM</b>	9	\$27,238	\$3,026
<b>OK</b>	17	\$61,992	\$3,647
<b>SC</b>	32	\$95,082	\$2,971
<b>TN</b>	27	\$95,200	\$3,526
<b>TX</b>	135	\$394,094	\$2,919
<b>VA</b>	35	\$95,482	\$2,728
<b>All</b>	426	\$1,251,687	\$2,938

**Lending Tree**

	totalapps	# Auto Apprv	% approve
	Sum	Sum	RowPctSum
appmonth			
3	6,932	1,342	19.36%

## Lending Tree

Vice President=' '

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3		587	15	2.56%
All		587	15	2.56%



## Lending Tree

Vice President=Heather Meares

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Bill Pol	56	12	21.43%
	Ed Vandeveire	79	14	17.72%
	John Kendrick	111	22	19.82%
	Michael Parker	64	20	31.25%
	Mike Votava	268	38	14.18%
	Tracy Burt	142	20	14.08%
	Yvette Barber	84	21	25.00%
All		804	147	18.28%

## Lending Tree

Vice President=Kenny Haynes

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Andrew Ivy	69	6	8.70%
	Chad Pizzino	460	90	19.57%
	James Shoe	443	100	22.57%
	Les Stokes	87	14	16.09%
	Michael Pearson	130	33	25.38%
	Nancy Neel	469	87	18.55%
	Robert Dennis	307	64	20.85%
All		1,965	394	20.05%

## Lending Tree

Vice President=Lee Wright

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Cheryl Westling	186	52	27.96%
	Dawn Williams	120	14	11.67%
All		306	66	21.57%

## Lending Tree

Vice President=Michael Johnson

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Ed Macias	127	26	20.47%
	Javier Sagardia	288	67	23.26%
	Joe Gandaria	242	57	23.55%
	Keith McLin	245	58	23.67%
	Nellie Carrillo	102	34	33.33%
	Nick Miaoulis	143	38	26.57%
	Pepe Esquivel	124	30	24.19%
	Sandra Lopez	246	50	20.33%
	Stephanie Drake	293	60	20.48%
All		1,810	420	23.20%

## Lending Tree

Vice President=Scott Juvelier

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Chris Richardson	66	5	7.58%
	Edith Bly	106	24	22.64%
	John Downs	76	16	21.05%
	John Price	83	13	15.66%
	John Wilson	82	12	14.63%
	Jon Singer	62	15	24.19%
	Laura Gass	97	14	14.43%
	Ron Coker	74	15	20.27%
	Travis Hoppe	83	17	20.48%
All		729	131	17.97%

## Lending Tree

Vice President=Scott Letbetter

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3		133	28	21.05%
	Chris Gustafson	58	11	18.97%
	Fernando Varela	78	22	28.21%
	Krystle Foster	115	27	23.48%
	Matt Eyler	144	29	20.14%
	Pedro A. Mariscal	57	18	31.58%
	Roy Jaramillo	146	34	23.29%
All		731	169	23.12%

## Lending Tree

Vice President=' '

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3		13	\$30,136	\$2,318
All		13	\$30,136	\$2,318

## Lending Tree

Vice President=Heather Meares

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Bill Pol	7	\$25,601	\$3,657
	Ed Vandeveire	9	\$26,245	\$2,916
	John Kendrick	14	\$31,964	\$2,283
	Michael Parker	9	\$17,022	\$1,891
	Mike Votava	19	\$45,216	\$2,380
	Tracy Burt	10	\$24,265	\$2,426
	Yvette Barber	11	\$22,275	\$2,025
All		79	\$192,587	\$2,438



## Lending Tree

Vice President=Kenny Haynes

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Andrew Ivy	2	\$3,798	\$1,899
	Chad Pizzino	28	\$73,556	\$2,627
	James Shoe	34	\$96,320	\$2,833
	Les Stokes	4	\$7,566	\$1,892
	Michael Pearson	14	\$31,554	\$2,254
	Nancy Neel	24	\$65,481	\$2,728
	Robert Dennis	23	\$71,818	\$3,123
All		129	\$350,093	\$2,714

## Lending Tree

Vice President=Lee Wright

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Cheryl Westling	21	\$58,025	\$2,763
	Dawn Williams	6	\$12,958	\$2,160
All		27	\$70,983	\$2,629

## Lending Tree

Vice President=Michael Johnson

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Ed Macias	8	\$26,297	\$3,287
	Javier Sagardia	28	\$63,249	\$2,259
	Joe Gandaria	14	\$39,630	\$2,831
	Keith McLin	36	\$65,783	\$1,827
	Nellie Carrillo	18	\$39,690	\$2,205
	Nick Miaoulis	14	\$35,634	\$2,545
	Pepe Esquivel	10	\$21,293	\$2,129
	Sandra Lopez	20	\$39,788	\$1,989
	Stephanie Drake	21	\$53,484	\$2,547
All		169	\$384,849	\$2,277

## Lending Tree

Vice President=Scott Juvelier

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Chris Richardson	3	\$8,455	\$2,818
	Edith Bly	15	\$35,930	\$2,395
	John Downs	12	\$44,613	\$3,718
	John Price	3	\$8,107	\$2,702
	John Wilson	3	\$7,515	\$2,505
	Jon Singer	5	\$12,012	\$2,402
	Laura Gass	2	\$3,659	\$1,830
	Ron Coker	11	\$22,058	\$2,005
	Travis Hoppe	10	\$23,447	\$2,345
All		64	\$165,796	\$2,591

## Lending Tree

Vice President=Scott Letbetter

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3		9	\$29,853	\$3,317
	Chris Gustafson	5	\$14,246	\$2,849
	Fernando Varela	10	\$26,047	\$2,605
	Krystle Foster	14	\$52,387	\$3,742
	Matt Eyler	10	\$19,120	\$1,912
	Pedro A. Mariscal	9	\$25,685	\$2,854
	Roy Jaramillo	8	\$20,369	\$2,546
All		65	\$187,706	\$2,888

**Lending Tree**

	totalapps	# Auto Apprv	% approve
	Sum	Sum	RowPctSum
appmonth			
3	9,741	4,308	44.23%

## Lending Tree

Vice President=' '

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3		1,860	0	0.00%
All		1,860	0	0.00%

## Lending Tree

Vice President=Heather Meares

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Bill Pol	59	30	50.85%
	Ed Vandeveire	99	61	61.62%
	John Kendrick	135	65	48.15%
	Michael Parker	56	27	48.21%
	Mike Votava	927	502	54.15%
	Tracy Burt	162	73	45.06%
	Yvette Barber	113	53	46.90%
All		1,551	811	52.29%



## Lending Tree

Vice President=Kenny Haynes

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Andrew Ivy	179	86	48.04%
	Chad Pizzino	295	167	56.61%
	James Shoe	161	93	57.76%
	Les Stokes	171	95	55.56%
	Michael Pearson	311	175	56.27%
	Nancy Neel	214	133	62.15%
	Robert Dennis	164	94	57.32%
All		1,495	843	56.39%

## Lending Tree

Vice President=Lee Wright

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Cheryl Westling	376	203	53.99%
	Dawn Williams	399	230	57.64%
All		775	433	55.87%

## Lending Tree

Vice President=Michael Johnson

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Ed Macias	179	99	55.31%
	Javier Sagardia	484	280	57.85%
	Joe Gandaria	305	169	55.41%
	Keith McLin	323	172	53.25%
	Nellie Carrillo	106	65	61.32%
	Nick Miaoulis	166	100	60.24%
	Pepe Esquivel	143	88	61.54%
	Sandra Lopez	311	180	57.88%
	Stephanie Drake	502	263	52.39%
All		2,519	1,416	56.21%

## Lending Tree

Vice President=Scott Juvelier

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3	Chris Richardson	54	28	51.85%
	Edith Bly	114	60	52.63%
	John Downs	66	36	54.55%
	John Price	100	45	45.00%
	John Wilson	54	34	62.96%
	Jon Singer	66	28	42.42%
	Laura Gass	87	43	49.43%
	Ron Coker	62	36	58.06%
	Travis Hoppe	57	28	49.12%
All		660	338	51.21%

## Lending Tree

Vice President=Scott Letbetter

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
appmonth	Supervisor			
3		136	76	55.88%
	Chris Gustafson	103	55	53.40%
	Fernando Varela	97	56	57.73%
	Krystle Foster	97	46	47.42%
	Matt Eyler	180	93	51.67%
	Pedro A. Mariscal	73	40	54.79%
	Roy Jaramillo	195	101	51.79%
All		881	467	53.01%

## Lending Tree

Vice President=' '

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3		4	\$6,041	\$1,510
All		4	\$6,041	\$1,510

## Lending Tree

Vice President=Heather Meares

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Bill Pol	7	\$25,955	\$3,708
	Ed Vandeveire	4	\$25,294	\$6,324
	John Kendrick	7	\$21,420	\$3,060
	Michael Parker	4	\$12,489	\$3,122
	Mike Votava	86	\$227,756	\$2,648
	Tracy Burt	9	\$28,368	\$3,152
	Yvette Barber	4	\$12,322	\$3,080
All		121	\$353,605	\$2,922

## Lending Tree

Vice President=Kenny Haynes

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Andrew Ivy	11	\$44,715	\$4,065
	Chad Pizzino	14	\$36,784	\$2,627
	James Shoe	11	\$33,355	\$3,032
	Les Stokes	7	\$20,925	\$2,989
	Michael Pearson	9	\$29,560	\$3,284
	Nancy Neel	12	\$25,280	\$2,107
	Robert Dennis	9	\$27,534	\$3,059
All		73	\$218,154	\$2,988



## Lending Tree

Vice President=Lee Wright

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Cheryl Westling	9	\$17,133	\$1,904
	Dawn Williams	26	\$78,349	\$3,013
All		35	\$95,482	\$2,728

## Lending Tree

Vice President=Michael Johnson

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Ed Macias	9	\$26,181	\$2,909
	Javier Sagardia	29	\$89,792	\$3,096
	Joe Gandaria	10	\$28,011	\$2,801
	Keith McLin	11	\$24,757	\$2,251
	Nellie Carrillo	11	\$33,303	\$3,028
	Nick Miaoulis	7	\$27,573	\$3,939
	Pepe Esquivel	4	\$6,942	\$1,735
	Sandra Lopez	14	\$28,195	\$2,014
	Stephanie Drake	25	\$70,733	\$2,829
All		120	\$335,485	\$2,796

## Lending Tree

Vice President=Scott Juvelier

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3	Chris Richardson	1	\$2,488	\$2,488
	Edith Bly	9	\$28,035	\$3,115
	John Downs	7	\$18,410	\$2,630
	John Price	3	\$9,424	\$3,141
	John Wilson	4	\$12,094	\$3,024
	Jon Singer	1	\$863	\$863
	Laura Gass	5	\$15,260	\$3,052
	Ron Coker	2	\$8,506	\$4,253
All		32	\$95,082	\$2,971

## Lending Tree

Vice President=Scott Letbetter

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
BOOKED_MONTH	Supervisor			
3		4	\$12,756	\$3,189
	Chris Gustafson	3	\$9,939	\$3,313
	Fernando Varela	8	\$32,872	\$4,109
	Krystle Foster	7	\$27,863	\$3,980
	Matt Eyler	6	\$21,373	\$3,562
	Pedro A. Mariscal	6	\$17,298	\$2,883
	Roy Jaramillo	7	\$25,737	\$3,677
All		41	\$147,839	\$3,606

### Lending Tree

	totalapps	# Auto Apprv	% approve
	Sum	Sum	RowPctSum
<b>AmtBucket</b>			
<b>1000-2999</b>	4,547	1,754	38.57%
<b>3000-4999</b>	2,261	1,075	47.55%
<b>5000-7000</b>	2,933	1,479	50.43%
<b>All</b>	9,741	4,308	44.23%

### Lending Tree

	BOOKED	\$ BOOKED	NetLoanAmount	NetLoanAmount	NetLoanAmount
	Sum	Sum	avg adv	Bk Min \$	Bk Max \$
<b>AmtBucket</b>					
<b>1000-2999</b>	215	\$541,030	\$2,516	\$500	\$13,894
<b>3000-4999</b>	95	\$290,240	\$3,055	\$501	\$9,139
<b>5000-7000</b>	116	\$420,416	\$3,624	\$669	\$11,361
<b>All</b>	426	\$1,251,687	\$2,938	\$500	\$13,894

## Lending Tree

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
Applicant Address State	AmtBucket			
AL	1000-2999	323	116	35.91%
	3000-4999	160	94	58.75%
	5000-7000	188	99	52.66%
GA	1000-2999	686	220	32.07%
	3000-4999	325	110	33.85%
	5000-7000	396	172	43.43%
NC	1000-2999	500	195	39.00%
	3000-4999	270	129	47.78%
	5000-7000	366	163	44.54%
NM	1000-2999	122	48	39.34%
	3000-4999	51	26	50.98%
	5000-7000	54	26	48.15%
OK	1000-2999	203	84	41.38%
	3000-4999	87	31	35.63%
	5000-7000	180	100	55.56%
SC	1000-2999	292	126	43.15%
	3000-4999	137	83	60.58%
	5000-7000	231	129	55.84%
TN	1000-2999	473	152	32.14%
	3000-4999	213	82	38.50%
	5000-7000	273	122	44.69%
TX	1000-2999	1,475	638	43.25%
	3000-4999	754	412	54.64%
	5000-7000	941	518	55.05%
VA	1000-2999	473	175	37.00%
	3000-4999	264	108	40.91%
	5000-7000	304	150	49.34%
All		9,741	4,308	44.23%

## Lending Tree

Applicant Address State	AmtBucket	BOOKED	\$ BOOKED	NetLoanAmount	NetLoanAmount	NetLoanAmount
		Sum	Sum	avg adv	Bk Min \$	Bk Max \$
AL	1000-2999	18	\$63,173	\$3,510	\$982	\$13,894
	3000-4999	6	\$18,195	\$3,032	\$2,255	\$5,043
	5000-7000	11	\$44,481	\$4,044	\$1,484	\$6,498
GA	1000-2999	45	\$96,430	\$2,143	\$519	\$5,921
	3000-4999	24	\$70,947	\$2,956	\$1,042	\$9,139
	5000-7000	19	\$62,535	\$3,291	\$669	\$6,281
NC	1000-2999	30	\$76,218	\$2,541	\$565	\$6,754
	3000-4999	9	\$24,274	\$2,697	\$1,075	\$6,363
	5000-7000	9	\$26,346	\$2,927	\$1,282	\$6,982
NM	1000-2999	5	\$15,665	\$3,133	\$1,039	\$5,367
	3000-4999	2	\$7,000	\$3,500	\$2,000	\$5,000
	5000-7000	2	\$4,572	\$2,286	\$2,072	\$2,500
OK	1000-2999	6	\$17,649	\$2,942	\$1,289	\$6,510
	3000-4999	3	\$10,608	\$3,536	\$2,245	\$5,693
	5000-7000	8	\$33,735	\$4,217	\$2,110	\$7,557
SC	1000-2999	14	\$24,034	\$1,717	\$710	\$3,356
	3000-4999	5	\$19,800	\$3,960	\$639	\$6,078
	5000-7000	13	\$51,248	\$3,942	\$863	\$7,056
TN	1000-2999	13	\$29,433	\$2,264	\$704	\$5,673
	3000-4999	9	\$31,475	\$3,497	\$606	\$7,532
	5000-7000	5	\$34,291	\$6,858	\$1,996	\$11,361
TX	1000-2999	61	\$156,628	\$2,568	\$500	\$7,374
	3000-4999	33	\$92,647	\$2,807	\$501	\$6,694
	5000-7000	41	\$144,819	\$3,532	\$798	\$6,985
VA	1000-2999	23	\$61,799	\$2,687	\$975	\$5,909
	3000-4999	4	\$15,294	\$3,823	\$2,159	\$7,053
	5000-7000	8	\$18,388	\$2,299	\$862	\$3,073
All		426	\$1,251,687	\$2,938	\$500	\$13,894



## Lending Tree

source=LendingTree

		totalapps	# Auto Apprv	% approve
		Sum	Sum	RowPctSum
Applicant Address State	Lt Filter Routing I D			
AL	869948	422	209	49.53%
	893357	249	100	40.16%
GA	890530	727	304	41.82%
	893358	680	198	29.12%
NC	890524	734	338	46.05%
	893359	402	149	37.06%
NM	890525	140	61	43.57%
	893360	87	39	44.83%
OK	890526	309	157	50.81%
	892691	161	58	36.02%
SC	869947	394	227	57.61%
	893361	266	111	41.73%
TN	890527	590	240	40.68%
	892692	369	116	31.44%
TX	890528	1,891	1,011	53.46%
	893362	1,279	557	43.55%
VA	890529	630	278	44.13%
	893363	411	155	37.71%
All		9,741	4,308	44.23%

## Lending Tree

		BOOKED	\$ BOOKED	NetLoanAmount
		Sum	Sum	avg adv
Applicant Address State	Lt Filter Routing I D			
AL	869948	24	\$94,325	\$3,930
	893357	11	\$31,523	\$2,866
GA	890530	44	\$118,634	\$2,696
	893358	44	\$111,278	\$2,529
NC	890524	29	\$72,196	\$2,490
	893359	19	\$54,643	\$2,876
NM	890525	6	\$17,725	\$2,954
	893360	3	\$9,513	\$3,171
OK	890526	6	\$15,834	\$2,639
	892691	11	\$46,158	\$4,196
SC	869947	15	\$50,787	\$3,386
	893361	17	\$44,295	\$2,606
TN	890527	19	\$67,754	\$3,566
	892692	8	\$27,446	\$3,431
TX	890528	78	\$231,305	\$2,965
	893362	57	\$162,789	\$2,856
VA	890529	21	\$63,306	\$3,015
	893363	14	\$32,176	\$2,298
AII		426	\$1,251,687	\$2,938