

LAMPIRAN 1.1
KUESIONER PRASURVEY

| No | Variabel | Pertanyaan | Jawaban | |
|----|-------------------|--|---------|-------|
| | | | Ya | Tidak |
| 1 | Promosi | 3. Perumahan Annieland memberikan banyak promosi | 25% | 75% |
| | | 4. melakukan promosi penjualan melalui media sosial | 80% | 20% |
| 2 | Lokasi | 3. Lokasi Perumahan Annieland Sangat strategis | 15 % | 85% |
| | | 4. Lokasi perumahan Annieland di padat penduduk | 85% | 15% |
| 3 | Kualitas Bangunan | 3. Kualitas rumah sesuai dengan apa yang dibayakan | 80% | 20% |
| | | 4. Menyukai kualitas rumah yang dijual | 75% | 15% |
| 4 | Minat Beli | 3. Saya membeli rumah di perumahan Annieland karena adanya kebutuhan | 80% | 20% |
| | | 4. Saya berminat membeli rumah di perumahan Annieland karna informasi yang saya peroleh dari kerabat/teman | 85% | 15% |

LAMPIRAN 1.2
KUESIONER PENELITIAN

Responden Yth,

Saya, mahasiswa program studi Ilmu Manajemen, Fakultas Ekonomi dan Bisnis Universitas Esa Unggul.

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NIM : 20180101445

Saya sedang melakukan penelitian Pengaruh Promosi, Lokasi, Kualitas Bangunan terhadap Minat Beli Pada Perumahan Annieland Cisoka, Tangerang , untuk menyelesaikan Tugas Akhir. Maka dari itu saya mengharapkan saudara atau saudari untuk mengisi kuisisioner ini. Atas kesediaan saudara/i menjawab dengan sejujurnya dan sebaik-baiknya saya mengucapkan terima kasih.

Data Responden

Petunjuk :

Isilah data responden dibawah ini dengan menyilang (X) salah satu jawaban yang tersedia.

1. Jenis Kelamin
 - a. Perempuan
 - b. Laki-laki
2. Usia
 - a. 21 - 30 Tahun
 - b. 31 - 40 Tahun
 - c. ≥ 40 Tahun
3. Status perkawinan
 - a. Menikah
 - b. Belum Menikah
4. Pekerjaan
 - a. Pegawai Swasta
 - b. PNS
 - c. wirausaha
 - d. Lainnya

Petunjuk pengisian :

Berilah tanda centang pada jawaban yang sesuai dengan pendapat Anda.

Keterangan :

SS : Sangat Setuju

S : Setuju

TS : Tidak Setuju

STS : Sangat Tidak Setuju

| No. | Pernyataan | SS | S | TS | STS |
|---------------------|---|----|---|----|-----|
| Promosi (X1) | | | | | |
| 1 | Pada event tertentu Perumahan Annieland menawarkan harga khusus berupa gratis biaya administrasi | | | | |
| 2 | Perumahan Annieland menawarkan keringanan biaya surat-surat administrasi pada setiap pengambilan unit | | | | |
| 3 | Perumahan Annieland memberikan hadiah berupa perlengkapan rumah | | | | |
| 4 | Pihak perumahan Annieland menyediakan hadiah yang menarik bagi setiap pembeli | | | | |
| 5 | Promosi perumahan Annieland ditayangkan diberbagai media social | | | | |
| 6 | Promosi perumahan Annieland dilakukan oleh marketing yang professional | | | | |
| 7 | Marketing perumahan Annieland menyediakan layanan konsultasi melalui media sosial | | | | |

| No. | Pernyataan | SS | S | TS | STS |
|--------------------|--|----|---|----|-----|
| 8 | Pemasaran perumahan Annieland dilakukan oleh asisten penjualan pada pameran tertentu | | | | |
| Lokasi (X2) | | | | | |
| 1. | Lokasi perumahan Annieland yang mudah dijangkau | | | | |
| 2. | Akses jalan ke lokasi perumahan sudah bagus | | | | |
| 3. | Lingkungan sekitar perumahan Annieland bebas dari polusi | | | | |
| 4. | Lokasi yang terlihat aman untuk anak bermain | | | | |
| 5. | Lokasi perumahan Annieland berada di kawasan padat penduduk | | | | |
| 6. | Jarak antara lokasi perumahan Annieland dengan pusat kota tergolong dekat | | | | |
| 7. | Lokasi perumahan Annieland dekat dengan kawasan perkantoran | | | | |
| 8. | Lokasi perumahan Annieland dekat dengan fasilitas umum (rumah sakit, sekolah, pasar tradisional dll) | | | | |
| 9. | Perumahan Annieland memiliki sarana dan prasarana yang lengkap | | | | |
| 10. | Pengelolaan sarana dan prasarana perumahan Annieland tergolong baik | | | | |

| No. | Pernyataan | SS | S | TS | STS |
|-------------------------------|---|----|---|----|-----|
| Kualitas Bangunan (X3) | | | | | |
| 1 | Perumahan Annieland memiliki tampilan desain rumah yang unik | | | | |
| 2 | Perumahan Annieland menyediakan model bangunan yang modern | | | | |
| 3 | Pembangunan Perumahan Annieland menggunakan bahan bangunan yang berkualitas. | | | | |
| 4 | Unit perumahan Annieland sesuai dengan ukuran yang ditawarkan | | | | |
| 5 | Perumahan Annieland memberikan fasilitas rumah sesuai dengan yang ditawarkan. | | | | |
| 6 | Tingkat kebisingan di sekitar bangunan perumahan Annieland tidak mengganggu penghuni | | | | |
| 7 | Perumahan Annieland memiliki desain bangunan yang artistic | | | | |
| 8 | Setiap rumah di Perumahan Annieland dicat dengan warna yang menarik | | | | |
| Minat Beli (Y) | | | | | |
| 1. | Saya tertarik membeli unit perumahan di Annieland Cisoka | | | | |
| 2. | Saya tertarik membeli unit perumahan di Annieland ketika saya melihatnya untuk pertama kali | | | | |
| 3. | Saya bersedia merekomendasikan Perumahan Annieland pada teman/saudara/orang lain | | | | |

| No. | Pernyataan | SS | S | TS | STS |
|-----|--|----|---|----|-----|
| 4. | Saya bersedia mengajak orang lain untuk membeli rumah di perumahan Annieland | | | | |
| 5 | Perumahan Annieland menjadi pilihan pertama saya | | | | |
| 6 | Saya memilih membeli unit rumah di perumahan Annieland dari pada di perumahan lain | | | | |
| 7 | Saya mengakses website pemasaran perumahan Annieland untuk mengetahui informasi lebih mengenai unit rumah di perumahan Annieland | | | | |
| 8 | Saya mendatangi lokasi perumahan Annieland untuk melihat kondisi bangunan | | | | |

Lampiran 1.3
Tabel Tabulasi Data *Pre-test* 30 Responden

| No Responden | X1 | | | | | | | | Total |
|--------------|-----|----|----|-----|-----|----|----|----|-------|
| | P1 | P2 | P3 | P4 | P5 | P6 | P7 | P8 | |
| 1 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 |
| 2 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 28 |
| 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 29 |
| 4 | 4 | 3 | 3 | 3 | 3 | 4 | 2 | 3 | 25 |
| 5 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 30 |
| 6 | 2 | 2 | 3 | 3 | 1 | 2 | 4 | 1 | 18 |
| 7 | 3 | 4 | 1 | 3 | 3 | 2 | 3 | 4 | 23 |
| 8 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 29 |
| 9 | 3 | 2 | 3 | 4 | 3 | 4 | 3 | 3 | 25 |
| 10 | 4 | 3 | 2 | 4 | 3 | 2 | 2 | 2 | 22 |
| 11 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 |
| 12 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 27 |
| 13 | 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 16 |
| 14 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 30 |
| 15 | 4 | 3 | 2 | 3 | 3 | 3 | 2 | 3 | 23 |
| 16 | 3 | 4 | 3 | 4 | 4 | 2 | 3 | 4 | 27 |
| 17 | 4 | 3 | 3 | 3 | 2 | 3 | 4 | 3 | 25 |
| 18 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 30 |
| 19 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 26 |
| 20 | 3 | 4 | 3 | 3 | 3 | 4 | 2 | 4 | 26 |
| 21 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 26 |
| 22 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 29 |
| 23 | 3 | 2 | 3 | 3 | 4 | 4 | 2 | 2 | 23 |
| 24 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 28 |
| 25 | 3 | 4 | 2 | 3 | 4 | 2 | 3 | 4 | 25 |
| 26 | 4 | 3 | 3 | 3 | 3 | 4 | 2 | 4 | 26 |
| 27 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 28 |
| 28 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 29 |
| 29 | 2 | 4 | 2 | 4 | 4 | 3 | 4 | 4 | 27 |
| 30 | 3 | 3 | 4 | 3 | 3 | 4 | 2 | 3 | 25 |
| Total | 101 | 98 | 93 | 105 | 100 | 95 | 93 | 97 | 782 |

| X2 | | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| P1 | P2 | P3 | P4 | P5 | P6 | P7 | P8 | P9 | P10 | Total |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 36 |
| 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 39 |
| 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 2 | 2 | 34 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 2 | 2 | 34 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 35 |
| 3 | 3 | 3 | 2 | 4 | 3 | 3 | 2 | 3 | 3 | 29 |
| 2 | 4 | 3 | 2 | 4 | 4 | 4 | 3 | 3 | 2 | 31 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 37 |
| 3 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 33 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 33 |
| 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 32 |
| 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 32 |
| 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 37 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 35 |
| 3 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 35 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 |
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 39 |
| 3 | 3 | 2 | 3 | 3 | 3 | 3 | 1 | 2 | 2 | 25 |
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 38 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 4 | 2 | 2 | 4 | 4 | 3 | 3 | 3 | 3 | 32 |
| 4 | 4 | 3 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 37 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 108 | 112 | 104 | 101 | 112 | 113 | 105 | 104 | 104 | 100 | 1063 |

| X3 | | | | | | | | | Y | | | | | | | | |
|-----|-----|-----|----|-----|-----|-----|-----|-------|----|----|----|----|----|----|----|----|-------|
| P1 | P2 | P3 | P4 | P5 | P6 | P7 | P8 | Total | P1 | P2 | P3 | P4 | P5 | P6 | P7 | P8 | Total |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 2 | 3 | 2 | 4 | 4 | 3 | 4 | 3 | 25 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 4 | 3 | 4 | 3 | 2 | 2 | 3 | 2 | 23 |
| 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 30 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 26 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 2 | 3 | 3 | 3 | 2 | 4 | 3 | 4 | 24 |
| 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 29 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 29 |
| 3 | 3 | 3 | 2 | 4 | 3 | 3 | 2 | 23 | 2 | 3 | 3 | 2 | 2 | 4 | 3 | 3 | 22 |
| 2 | 4 | 3 | 2 | 4 | 4 | 4 | 3 | 26 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 26 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 26 |
| 4 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 29 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 27 |
| 3 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 27 | 4 | 3 | 2 | 4 | 4 | 2 | 3 | 2 | 24 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 25 | 2 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 25 |
| 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 26 | 3 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 28 |
| 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 26 | 1 | 3 | 2 | 2 | 3 | 1 | 3 | 2 | 17 |
| 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 30 | 3 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 29 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 4 | 3 | 2 | 3 | 3 | 3 | 4 | 3 | 25 |
| 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 28 | 2 | 4 | 3 | 2 | 2 | 4 | 3 | 4 | 24 |
| 3 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 28 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 29 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 26 |
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 31 | 4 | 1 | 1 | 2 | 2 | 1 | 3 | 2 | 16 |
| 3 | 3 | 2 | 3 | 3 | 3 | 3 | 1 | 21 | 2 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 26 |
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 30 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 28 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 31 |
| 4 | 4 | 2 | 2 | 4 | 4 | 3 | 3 | 26 | 3 | 4 | 2 | 1 | 1 | 3 | 2 | 2 | 18 |
| 4 | 4 | 3 | 2 | 4 | 4 | 4 | 4 | 29 | 2 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 25 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 1 | 2 | 3 | 2 | 2 | 3 | 2 | 3 | 18 |
| 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 27 |
| 4 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 27 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 20 |
| 3 | 4 | 2 | 3 | 3 | 3 | 3 | 3 | 24 | 4 | 3 | 2 | 2 | 2 | 4 | 3 | 4 | 24 |
| 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 25 |
| 108 | 109 | 102 | 98 | 109 | 109 | 102 | 102 | 839 | 88 | 94 | 94 | 89 | 89 | 93 | 94 | 96 | 737 |

Lampiran 1. 4
Tabel Tabulasi Data Penelitian 170 Responden

| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | TOTAL X1 | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | TOTAL X2 |
|----|------|------|------|------|------|------|------|------|----------|------|------|------|------|------|------|------|------|------|-------|----------|
| 1 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 28 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 33 |
| 2 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 27 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 31 |
| 3 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 27 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 34 |
| 4 | 1 | 2 | 1 | 2 | 2 | 2 | 1 | 2 | 13 | 1 | 1 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 16 |
| 5 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 15 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 2 | 18 |
| 6 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 29 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 36 |
| 7 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 27 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 32 |
| 8 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 29 | 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 2 | 4 | 32 |
| 9 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 15 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 2 | 1 | 1 | 16 |
| 10 | 3 | 4 | 3 | 4 | 4 | 2 | 3 | 4 | 27 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 36 |
| 11 | 4 | 3 | 3 | 3 | 2 | 3 | 4 | 3 | 25 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 |
| 12 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 3 | 29 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 34 |
| 13 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 26 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 32 |
| 14 | 3 | 4 | 3 | 3 | 3 | 4 | 2 | 4 | 26 | 2 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 32 |
| 15 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 26 | 1 | 2 | 3 | 2 | 2 | 3 | 2 | 3 | 2 | 3 | 23 |
| 16 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 4 | 19 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 24 |
| 17 | 1 | 2 | 2 | 1 | 1 | 2 | 2 | 2 | 13 | 2 | 2 | 1 | 2 | 1 | 1 | 2 | 2 | 1 | 1 | 15 |
| 18 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 14 | 2 | 2 | 2 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 18 |
| 19 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 | 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 2 | 1 | 19 |
| 20 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 9 | 1 | 2 | 1 | 2 | 1 | 1 | 2 | 2 | 1 | 1 | 14 |
| 21 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 20 |
| 22 | 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 16 | 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 2 | 4 | 32 |
| 23 | 1 | 2 | 1 | 2 | 1 | 2 | 2 | 1 | 12 | 1 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 18 |
| 24 | 1 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 14 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 19 |
| 25 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 18 | 2 | 2 | 2 | 2 | 2 | 1 | 3 | 2 | 2 | 1 | 19 |
| 26 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 17 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 27 |
| 27 | 1 | 1 | 2 | 2 | 1 | 1 | 2 | 1 | 11 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 19 |
| 28 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 18 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 28 |
| 29 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 8 | 1 | 1 | 1 | 1 | 2 | 1 | 2 | 2 | 2 | 1 | 14 |
| 30 | 2 | 2 | 1 | 1 | 2 | 1 | 2 | 1 | 12 | 1 | 1 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 20 |
| 31 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 9 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 16 |
| 32 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 15 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 24 |
| 33 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 15 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 24 |
| 34 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 15 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 20 |
| 35 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 15 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 22 |
| 36 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 17 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 21 |
| 37 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 13 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 19 |
| 38 | 1 | 1 | 1 | 2 | 1 | 1 | 2 | 1 | 10 | 3 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 17 |
| 39 | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 2 | 11 | 2 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 16 |
| 40 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 21 |
| 41 | 1 | 2 | 1 | 1 | 1 | 2 | 2 | 2 | 12 | 1 | 2 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 16 |
| 42 | 1 | 1 | 2 | 3 | 1 | 2 | 2 | 1 | 13 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 19 |
| 43 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 23 |
| 44 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 18 | 3 | 2 | 2 | 3 | 1 | 3 | 3 | 1 | 1 | 3 | 22 |
| 45 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 21 |
| 46 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 29 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 32 |
| 47 | 3 | 2 | 3 | 4 | 3 | 4 | 3 | 3 | 25 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 34 |
| 48 | 4 | 3 | 2 | 4 | 3 | 2 | 2 | 2 | 22 | 3 | 2 | 3 | 3 | 4 | 4 | 2 | 2 | 4 | 4 | 31 |
| 49 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 34 |
| 50 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 14 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 27 |

| | | | | | | | | | | | | | | | | | | | | |
|-----|---|---|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|----|
| 51 | 3 | 2 | 3 | 3 | 4 | 4 | 2 | 2 | 23 | 3 | 4 | 2 | 1 | 1 | 3 | 2 | 2 | 1 | 3 | 22 |
| 52 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 28 | 2 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 32 |
| 53 | 3 | 4 | 2 | 3 | 4 | 2 | 3 | 4 | 25 | 1 | 2 | 3 | 2 | 2 | 3 | 2 | 3 | 2 | 3 | 23 |
| 54 | 2 | 3 | 3 | 2 | 2 | 4 | 3 | 3 | 22 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 3 | 34 |
| 55 | 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 26 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 4 | 3 | 34 |
| 56 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 28 | 2 | 3 | 3 | 3 | 2 | 1 | 2 | 2 | 2 | 1 | 21 |
| 57 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 28 | 2 | 3 | 3 | 2 | 2 | 4 | 3 | 3 | 2 | 4 | 28 |
| 58 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 27 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 32 |
| 59 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 13 | 2 | 2 | 1 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 22 |
| 60 | 3 | 1 | 2 | 1 | 3 | 1 | 1 | 2 | 14 | 1 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 15 |
| 61 | 3 | 4 | 2 | 3 | 4 | 2 | 3 | 4 | 25 | 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 2 | 1 | 19 |
| 62 | 4 | 3 | 3 | 3 | 3 | 4 | 2 | 4 | 26 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 25 |
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| 158 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 39 |
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| 164 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 37 |
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| 170 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 29 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 37 |

| X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | X3.7 | X3.8 | TOTAL X3 | Y1 | Y2 | Y3 | Y4 | Y5 | Y6 | Y7 | Y8 | TOTAL Y |
|------|------|------|------|------|------|------|------|----------|----|----|----|----|----|----|----|----|---------|
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| 2 | 2 | 2 | 4 | 2 | 4 | 2 | 4 | 22 | 3 | 2 | 2 | 4 | 2 | 3 | 3 | 4 | 23 |
| 4 | 4 | 3 | 1 | 4 | 2 | 4 | 1 | 23 | 3 | 3 | 4 | 3 | 4 | 3 | 2 | 4 | 26 |
| 2 | 4 | 1 | 3 | 2 | 2 | 4 | 3 | 21 | 4 | 4 | 3 | 4 | 3 | 3 | 2 | 4 | 27 |
| 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 23 | 3 | 4 | 4 | 3 | 3 | 3 | 2 | 3 | 25 |
| 4 | 4 | 3 | 3 | 3 | 2 | 4 | 3 | 26 | 3 | 2 | 3 | 4 | 2 | 2 | 2 | 4 | 22 |
| 2 | 1 | 1 | 1 | 2 | 3 | 1 | 1 | 12 | 4 | 3 | 2 | 4 | 2 | 3 | 2 | 3 | 23 |
| 2 | 1 | 1 | 2 | 2 | 2 | 1 | 2 | 13 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 27 |
| 1 | 1 | 2 | 1 | 1 | 4 | 1 | 1 | 12 | 2 | 2 | 2 | 2 | 2 | 4 | 4 | 4 | 22 |
| 2 | 2 | 2 | 1 | 2 | 1 | 2 | 1 | 13 | 3 | 1 | 2 | 2 | 2 | 2 | 4 | 3 | 19 |
| 3 | 3 | 3 | 3 | 3 | 2 | 3 | 1 | 21 | 3 | 3 | 4 | 2 | 4 | 2 | 2 | 4 | 24 |
| 3 | 3 | 3 | 3 | 3 | 3 | 1 | 1 | 20 | 4 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 23 |
| 2 | 2 | 2 | 2 | 2 | 3 | 1 | 2 | 16 | 4 | 3 | 3 | 4 | 3 | 2 | 2 | 4 | 25 |
| 1 | 2 | 2 | 3 | 3 | 4 | 2 | 3 | 20 | 3 | 4 | 3 | 4 | 3 | 4 | 2 | 3 | 26 |
| 2 | 1 | 2 | 1 | 2 | 4 | 1 | 1 | 14 | 2 | 4 | 3 | 2 | 3 | 3 | 2 | 4 | 23 |
| 1 | 2 | 2 | 2 | 2 | 4 | 1 | 2 | 16 | 3 | 4 | 4 | 4 | 2 | 2 | 4 | 4 | 27 |
| 2 | 1 | 1 | 1 | 2 | 3 | 1 | 1 | 12 | 3 | 4 | 4 | 3 | 2 | 2 | 2 | 4 | 24 |
| 1 | 1 | 1 | 2 | 1 | 3 | 1 | 2 | 12 | 4 | 4 | 3 | 4 | 3 | 2 | 3 | 3 | 26 |
| 2 | 2 | 2 | 2 | 2 | 4 | 2 | 2 | 18 | 3 | 4 | 4 | 3 | 2 | 3 | 3 | 4 | 26 |
| 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 15 | 4 | 4 | 3 | 4 | 3 | 2 | 3 | 3 | 26 |
| 1 | 1 | 2 | 1 | 2 | 4 | 1 | 1 | 13 | 3 | 3 | 4 | 2 | 2 | 2 | 4 | 3 | 23 |
| 3 | 4 | 3 | 4 | 3 | 3 | 2 | 3 | 25 | 2 | 3 | 2 | 2 | 4 | 4 | 3 | 3 | 23 |
| 4 | 4 | 3 | 4 | 3 | 4 | 3 | 3 | 28 | 1 | 2 | 1 | 2 | 4 | 3 | 4 | 3 | 20 |
| 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 | 2 | 2 | 1 | 1 | 4 | 4 | 3 | 3 | 20 |
| 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 17 | 4 | 3 | 2 | 2 | 1 | 3 | 2 | 3 | 20 |

| | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|----|
| 4 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 28 | 4 | 4 | 4 | 4 | 2 | 3 | 3 | 3 | 27 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 27 |
| 3 | 2 | 1 | 2 | 3 | 4 | 3 | 2 | 20 | 3 | 3 | 3 | 4 | 3 | 2 | 3 | 4 | 25 |
| 2 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 22 | 2 | 2 | 4 | 3 | 3 | 3 | 3 | 4 | 24 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 4 | 24 |
| 3 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 21 | 2 | 2 | 4 | 4 | 2 | 2 | 3 | 3 | 22 |
| 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 19 | 3 | 4 | 3 | 4 | 2 | 2 | 2 | 3 | 23 |
| 3 | 2 | 1 | 2 | 3 | 3 | 2 | 2 | 18 | 2 | 4 | 3 | 2 | 2 | 3 | 2 | 4 | 22 |
| 1 | 1 | 2 | 1 | 1 | 1 | 2 | 2 | 11 | 2 | 2 | 1 | 1 | 2 | 2 | 2 | 4 | 16 |
| 4 | 2 | 3 | 4 | 3 | 3 | 3 | 3 | 25 | 2 | 2 | 2 | 1 | 3 | 3 | 3 | 4 | 20 |
| 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 20 | 3 | 2 | 2 | 4 | 2 | 3 | 3 | 3 | 22 |
| 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 23 | 4 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 22 |
| 4 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 28 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 27 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 2 | 2 | 4 | 3 | 4 | 4 | 4 | 3 | 26 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 27 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 | 3 | 1 | 3 | 2 | 3 | 3 | 3 | 4 | 22 |
| 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 8 | 3 | 4 | 2 | 1 | 1 | 1 | 1 | 3 | 16 |
| 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 | 4 | 4 | 4 | 4 | 2 | 2 | 2 | 4 | 26 |
| 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 8 | 3 | 3 | 3 | 3 | 1 | 1 | 1 | 3 | 18 |
| 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 9 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 9 |
| 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 28 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 28 |
| 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 26 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 26 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 |
| 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 9 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 9 |
| 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 16 |
| 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 16 | 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 16 |
| 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 28 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 28 |
| 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 26 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 26 |
| 3 | 4 | 3 | 3 | 3 | 4 | 2 | 4 | 26 | 3 | 4 | 3 | 3 | 3 | 4 | 2 | 4 | 26 |
| 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 28 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 28 |
| 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 29 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 29 |
| 2 | 4 | 2 | 4 | 4 | 3 | 4 | 4 | 27 | 2 | 4 | 2 | 4 | 4 | 3 | 4 | 4 | 27 |
| 2 | 2 | 1 | 1 | 2 | 1 | 2 | 1 | 12 | 2 | 2 | 1 | 1 | 2 | 1 | 2 | 1 | 12 |
| 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 9 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 9 |
| 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 27 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 27 |
| 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 16 | 2 | 1 | 3 | 3 | 2 | 1 | 2 | 2 | 16 |
| 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 31 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 31 |
| 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 26 | 4 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 26 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 28 |
| 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 |
| 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 |

| | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|-----------|---|---|---|---|---|---|---|---|-----------|
| 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 |
| 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 |
| 4 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 28 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 28 |
| 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 27 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 27 |
| 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 27 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 27 |
| 1 | 2 | 1 | 2 | 2 | 2 | 1 | 2 | 13 | 1 | 2 | 1 | 2 | 2 | 2 | 1 | 2 | 13 |
| 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 15 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 15 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 29 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 29 |
| 3 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 27 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 27 |
| 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 29 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 29 |
| 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 15 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 15 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 |
| 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 |
| 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 |
| 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 |
| 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 28 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 31 |
| 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 29 |
| 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 28 |
| 4 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 28 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 28 |
| 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 27 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 27 |
| 2 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 27 | 2 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 27 |
| 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 31 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 31 |
| 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 29 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 29 |

Lampiran 1.5
Hasil Uji Validitas

| | | Correlations | | | | | | | | |
|----------|---------------------|--------------|--------|--------|-------|--------|--------|-------|--------|----------|
| | | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | TOTAL_X1 |
| X1.1 | Pearson Correlation | 1 | ,201 | ,197 | ,051 | ,227 | ,320 | -,135 | ,280 | ,467** |
| | Sig. (2-tailed) | | ,286 | ,297 | ,790 | ,228 | ,085 | ,477 | ,134 | ,009 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.2 | Pearson Correlation | ,201 | 1 | ,012 | ,346 | ,541** | ,193 | ,284 | ,599** | ,716** |
| | Sig. (2-tailed) | ,286 | | ,952 | ,061 | ,002 | ,306 | ,128 | <,001 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.3 | Pearson Correlation | ,197 | ,012 | 1 | ,134 | ,120 | ,518** | ,209 | ,072 | ,514** |
| | Sig. (2-tailed) | ,297 | ,952 | | ,480 | ,528 | ,003 | ,267 | ,704 | ,004 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.4 | Pearson Correlation | ,051 | ,346 | ,134 | 1 | ,268 | ,041 | ,296 | ,124 | ,446* |
| | Sig. (2-tailed) | ,790 | ,061 | ,480 | | ,152 | ,831 | ,113 | ,512 | ,013 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.5 | Pearson Correlation | ,227 | ,541** | ,120 | ,268 | 1 | ,291 | ,113 | ,427* | ,671** |
| | Sig. (2-tailed) | ,228 | ,002 | ,528 | ,152 | | ,119 | ,551 | ,019 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.6 | Pearson Correlation | ,320 | ,193 | ,518** | ,041 | ,291 | 1 | -,026 | ,194 | ,590** |
| | Sig. (2-tailed) | ,085 | ,306 | ,003 | ,831 | ,119 | | ,893 | ,304 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.7 | Pearson Correlation | -,135 | ,284 | ,209 | ,296 | ,113 | -,026 | 1 | ,068 | ,409* |
| | Sig. (2-tailed) | ,477 | ,128 | ,267 | ,113 | ,551 | ,893 | | ,720 | ,025 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.8 | Pearson Correlation | ,280 | ,599** | ,072 | ,124 | ,427* | ,194 | ,068 | 1 | ,638** |
| | Sig. (2-tailed) | ,134 | <,001 | ,704 | ,512 | ,019 | ,304 | ,720 | | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| TOTAL_X1 | Pearson Correlation | ,467** | ,716** | ,514** | ,446* | ,671** | ,590** | ,409* | ,638** | 1 |
| | Sig. (2-tailed) | ,009 | <,001 | ,004 | ,013 | <,001 | <,001 | ,025 | <,001 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |

** Correlation is significant at the 0.01 level (2-tailed).

* Correlation is significant at the 0.05 level (2-tailed).

| | | Correlations | | | | | | | | | | |
|----------|---------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------|
| | | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | TOTAL_X2 |
| X2.1 | Pearson Correlation | 1 | ,381* | ,448* | ,460* | ,109 | ,313 | ,482** | ,386* | ,593** | ,689** | ,720** |
| | Sig. (2-tailed) | | ,038 | ,013 | ,011 | ,567 | ,092 | ,007 | ,035 | <,001 | <,001 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.2 | Pearson Correlation | ,381* | 1 | ,455* | ,206 | ,659** | ,737** | ,452* | ,602** | ,420* | ,287 | ,701** |
| | Sig. (2-tailed) | ,038 | | ,011 | ,274 | <,001 | <,001 | ,012 | <,001 | ,021 | ,123 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.3 | Pearson Correlation | ,448* | ,455* | 1 | ,753** | ,211 | ,416* | ,431* | ,636** | ,359 | ,411* | ,762** |
| | Sig. (2-tailed) | ,013 | ,011 | | <,001 | ,262 | ,022 | ,017 | <,001 | ,051 | ,024 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.4 | Pearson Correlation | ,460* | ,206 | ,753** | 1 | -,007 | ,286 | ,236 | ,451* | ,202 | ,360 | ,612** |
| | Sig. (2-tailed) | ,011 | ,274 | <,001 | | ,970 | ,125 | ,209 | ,012 | ,285 | ,051 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.5 | Pearson Correlation | ,109 | ,659** | ,211 | -,007 | 1 | ,737** | ,302 | ,287 | ,195 | ,180 | ,458* |
| | Sig. (2-tailed) | ,567 | <,001 | ,262 | ,970 | | <,001 | ,105 | ,124 | ,302 | ,342 | ,011 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.6 | Pearson Correlation | ,313 | ,737** | ,416* | ,286 | ,737** | 1 | ,552** | ,468** | ,267 | ,263 | ,665** |
| | Sig. (2-tailed) | ,092 | <,001 | ,022 | ,125 | <,001 | | ,002 | ,009 | ,154 | ,160 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.7 | Pearson Correlation | ,482** | ,452* | ,431* | ,236 | ,302 | ,552** | 1 | ,371* | ,498** | ,477** | ,670** |
| | Sig. (2-tailed) | ,007 | ,012 | ,017 | ,209 | ,105 | ,002 | | ,043 | ,005 | ,008 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.8 | Pearson Correlation | ,386* | ,602** | ,636** | ,451* | ,287 | ,468** | ,371* | 1 | ,587** | ,487** | ,782** |
| | Sig. (2-tailed) | ,035 | <,001 | <,001 | ,012 | ,124 | ,009 | ,043 | | <,001 | ,006 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.9 | Pearson Correlation | ,593** | ,420* | ,359 | ,202 | ,195 | ,267 | ,498** | ,587** | 1 | ,878** | ,752** |
| | Sig. (2-tailed) | <,001 | ,021 | ,051 | ,285 | ,302 | ,154 | ,005 | <,001 | | <,001 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.10 | Pearson Correlation | ,689** | ,287 | ,411* | ,360 | ,180 | ,263 | ,477** | ,487** | ,878** | 1 | ,765** |
| | Sig. (2-tailed) | <,001 | ,123 | ,024 | ,051 | ,342 | ,160 | ,008 | ,006 | <,001 | | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| TOTAL_X2 | Pearson Correlation | ,720** | ,701** | ,762** | ,612** | ,458* | ,665** | ,670** | ,782** | ,752** | ,765** | 1 |
| | Sig. (2-tailed) | <,001 | <,001 | <,001 | <,001 | ,011 | <,001 | <,001 | <,001 | <,001 | <,001 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |

* Correlation is significant at the 0.05 level (2-tailed).

** Correlation is significant at the 0.01 level (2-tailed).

Correlations

| | | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | X3.7 | X3.8 | TOTAL_X3 |
|----------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|
| X3.1 | Pearson Correlation | 1 | ,200 | ,526** | ,460* | ,075 | ,200 | ,344 | ,406* | ,609** |
| | Sig. (2-tailed) | | ,290 | ,003 | ,010 | ,694 | ,290 | ,063 | ,026 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.2 | Pearson Correlation | ,200 | 1 | ,146 | ,197 | ,713** | ,713** | ,480** | ,525** | ,678** |
| | Sig. (2-tailed) | ,290 | | ,441 | ,297 | <,001 | <,001 | ,007 | ,003 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.3 | Pearson Correlation | ,526** | ,146 | 1 | ,650** | ,146 | ,250 | ,328 | ,579** | ,714** |
| | Sig. (2-tailed) | ,003 | ,441 | | <,001 | ,441 | ,182 | ,077 | <,001 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.4 | Pearson Correlation | ,460* | ,197 | ,650** | 1 | ,095 | ,298 | ,280 | ,400* | ,663** |
| | Sig. (2-tailed) | ,010 | ,297 | <,001 | | ,618 | ,109 | ,134 | ,029 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.5 | Pearson Correlation | ,075 | ,713** | ,146 | ,095 | 1 | ,856** | ,480** | ,330 | ,612** |
| | Sig. (2-tailed) | ,694 | <,001 | ,441 | ,618 | | <,001 | ,007 | ,075 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.6 | Pearson Correlation | ,200 | ,713** | ,250 | ,298 | ,856** | 1 | ,621** | ,428* | ,744** |
| | Sig. (2-tailed) | ,290 | <,001 | ,182 | ,109 | <,001 | | <,001 | ,018 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.7 | Pearson Correlation | ,344 | ,480** | ,328 | ,280 | ,480** | ,621** | 1 | ,401* | ,684** |
| | Sig. (2-tailed) | ,063 | ,007 | ,077 | ,134 | ,007 | <,001 | | ,028 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| X3.8 | Pearson Correlation | ,406* | ,525** | ,579** | ,400* | ,330 | ,428* | ,401* | 1 | ,770** |
| | Sig. (2-tailed) | ,026 | ,003 | <,001 | ,029 | ,075 | ,018 | ,028 | | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| TOTAL_X3 | Pearson Correlation | ,609** | ,678** | ,714** | ,663** | ,612** | ,744** | ,684** | ,770** | 1 |
| | Sig. (2-tailed) | <,001 | <,001 | <,001 | <,001 | <,001 | <,001 | <,001 | <,001 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |

** Correlation is significant at the 0.01 level (2-tailed).

* Correlation is significant at the 0.05 level (2-tailed).

Correlations

| | | Y1 | Y2 | Y3 | Y4 | Y5 | Y6 | Y7 | Y8 | TOTAL_Y |
|---------|---------------------|--------|-------|--------|--------|--------|--------|--------|--------|---------|
| Y1 | Pearson Correlation | 1 | -,039 | ,011 | ,313 | ,212 | ,052 | ,464** | -,133 | ,427* |
| | Sig. (2-tailed) | | ,837 | ,953 | ,092 | ,261 | ,786 | ,010 | ,484 | ,019 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y2 | Pearson Correlation | -,039 | 1 | ,263 | ,008 | ,008 | ,455* | ,218 | ,368* | ,449* |
| | Sig. (2-tailed) | ,837 | | ,161 | ,965 | ,967 | ,011 | ,246 | ,045 | ,013 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y3 | Pearson Correlation | ,011 | ,263 | 1 | ,403* | ,336 | ,361 | ,103 | ,460* | ,638** |
| | Sig. (2-tailed) | ,953 | ,161 | | ,027 | ,069 | ,050 | ,588 | ,011 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y4 | Pearson Correlation | ,313 | ,008 | ,403* | 1 | ,901** | ,156 | ,458* | ,191 | ,746** |
| | Sig. (2-tailed) | ,092 | ,965 | ,027 | | <,001 | ,409 | ,011 | ,312 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y5 | Pearson Correlation | ,212 | ,008 | ,336 | ,901** | 1 | ,053 | ,435* | ,182 | ,676** |
| | Sig. (2-tailed) | ,261 | ,967 | ,069 | <,001 | | ,782 | ,016 | ,337 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y6 | Pearson Correlation | ,052 | ,455* | ,361 | ,156 | ,053 | 1 | ,186 | ,594** | ,600** |
| | Sig. (2-tailed) | ,786 | ,011 | ,050 | ,409 | ,782 | | ,326 | <,001 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y7 | Pearson Correlation | ,464** | ,218 | ,103 | ,458* | ,435* | ,186 | 1 | ,101 | ,600** |
| | Sig. (2-tailed) | ,010 | ,246 | ,588 | ,011 | ,016 | ,326 | | ,594 | <,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y8 | Pearson Correlation | -,133 | ,368* | ,460* | ,191 | ,182 | ,594** | ,101 | 1 | ,570** |
| | Sig. (2-tailed) | ,484 | ,045 | ,011 | ,312 | ,337 | <,001 | ,594 | | ,001 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| TOTAL_Y | Pearson Correlation | ,427* | ,449* | ,638** | ,746** | ,676** | ,600** | ,600** | ,570** | 1 |
| | Sig. (2-tailed) | ,019 | ,013 | <,001 | <,001 | <,001 | <,001 | <,001 | ,001 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |

** Correlation is significant at the 0.01 level (2-tailed).

* Correlation is significant at the 0.05 level (2-tailed).

Lampiran 1. 6
Hasil Uji Reliabilitas

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,684 | 8 |

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,874 | 10 |

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,832 | 8 |

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,722 | 8 |

Lampiran 1. 7
Hasil Uji Regresi Linier Berganda

Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|-------------------|-----------------------------|------------|---------------------------|--------|-------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 5,973 | ,735 | | 8,130 | <,001 |
| | PROMOSI | ,332 | ,041 | ,489 | 8,122 | <,001 |
| | LOKASI | ,090 | ,040 | ,143 | 2,264 | ,025 |
| | KUALITAS BANGUNAN | ,355 | ,031 | ,447 | 11,348 | <,001 |

a. Dependent Variable: MINAT BELI

ANOVA^a

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|-------|------------|----------------|-----|-------------|---------|--------------------|
| 1 | Regression | 3078,320 | 3 | 1026,107 | 220,100 | <,001 ^b |
| | Residual | 773,892 | 166 | 4,662 | | |
| | Total | 3852,212 | 169 | | | |

a. Dependent Variable: MINAT BELI

b. Predictors: (Constant), KUALITAS BANGUNAN, PROMOSI, LOKASI

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | ,894 ^a | ,799 | ,795 | 2,15917 |

a. Predictors: (Constant), KUALITAS BANGUNAN, PROMOSI, LOKASI

Lampiran 1. 8 Hasil Turniti

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