

Number of Selling Days Report																				
Sales PD	AL	IA	ID	MC	ME	MI	MS	MT	NC	NH	OH	OR	PA	UT	VA	VT	WV	WY	All Mkts.	
01/01/2020	25	30	31	30	31	35	27	25	26	35	31	31	27	28	31	31	31	31	31	
02/01/2020	24	29	29	29	29	28	25	24	25	28	29	29	35	23	29	29	29	29	29	
03/01/2020	26	31	31	31	31	28	26	26	26	28	31	31	28	24	31	31	31	31	31	
04/01/2020	25	30	30	29	30	35	26	26	26	27	30	30	27	30	30	30	30	30	30	
05/01/2020	25	31	30	31	31	28	26	25	26	35	31	31	35	24	30	31	31	31	31	
06/01/2020	26	30	30	30	30	28	26	26	26	30	30	30	28	26	30	30	30	30	30	
07/01/2020	26	31	31	31	31	35	27	26	26	33	31	31	28	26	31	31	31	31	31	
08/01/2020	26	31	31	31	31	28	26	26	26	28	31	31	35	24	31	31	31	31	31	
09/01/2020	25	30	30	30	30	32	26	25	25	28	30	30	28	24	30	30	30	30	30	
10/01/2020	26	31	31	31	31	31	27	26	27	35	31	31	28	30	31	31	31	31	31	
11/01/2020	23	30	29	29	30	28	25	23	24	27	30	30	34	22	29	30	29	30	30	
12/01/2020	26	30	30	30	31	34	26	26	26	27	30	31	27	27	30	31	30	31	31	
01/01/2021	24	30	31	30	31	28	26	24	25	35	31	31	27	23	31	31	31	31	31	
02/01/2021	23	28	28	28	28	28	24	23	24	28	28	28	35	23	28	28	28	28	28	
03/01/2021	27	31	31	31	31	35	27	27	27	28	31	31	28	24	31	31	31	31	31	
04/01/2021	25	30	30	29	30	28	26	26	26	34	30	30	27	30	30	30	30	30	30	
05/01/2021	25	31	30	31	31	28	26	25	26	28	31	31	35	24	30	31	31	31	31	
06/01/2021	26	30	30	30	30	35	26	26	26	31	30	30	28	26	30	30	30	30	30	
07/01/2021	26	31	31	31	31	28	27	26	26	32	31	31	28	25	31	31	31	31	31	
08/01/2021	26	31	31	31	31	28	26	26	26	28	31	31	35	24	31	31	31	31	31	
09/01/2021	25	30	30	30	30	33	26	25	25	28	30	30	28	29	30	30	30	30	30	
10/01/2021	25	31	31	31	31	30	26	25	26	35	31	31	28	23	31	31	31	31	31	
11/01/2021	24	30	29	29	30	28	26	24	25	27	30	30	34	22	29	30	29	30	30	
12/01/2021	26	30	30	30	31	34	26	26	26	27	30	31	27	28	30	31	30	31	31	
01/01/2022	24	30	31	30	31	28	26	24	25	35	31	31	27	23	31	31	31	31	31	
02/01/2022	23	28	28	28	28	28	24	23	24	28	28	28	35	23	28	28	28	28	28	
03/01/2022	27	31	31	31	31	35	27	27	27	28	31	31	28	30	31	31	31	31	31	
04/01/2022	25	30	30	29	30	28	26	26	26	34	30	30	27	24	30	30	30	30	30	
05/01/2022	25	31	30	31	31	28	26	25	26	28	31	31	35	24	30	31	31	31	31	
06/01/2022	25	30	30	30	30	35	26	25	26	32	30	30	28	27	30	30	30	30	30	
07/01/2022	25	31	31	31	31	28	26	25	25	31	31	31	28	24	31	31	31	31	31	
08/01/2022	27	31	31	31	31	28	27	27	27	28	31	31	35	24	31	31	31	31	31	
09/01/2022	25	30	30	30	30	34	26	25	25	28	30	30	28	29	30	30	30	30	30	
10/01/2022	25	31	31	31	31	29	26	25	26	35	31	31	28	23	31	31	31	31	31	
11/01/2022	24	30	29	29	30	35	26	24	25	27	30	30	34	22	29	30	29	30	30	
12/01/2022	26	30	30	30	31	27	26	26	26	27	30	31	27	29	30	31	30	31	31	
01/01/2023	24	30	31	30	31	28	26	24	24	35	31	31	27	22	31	31	31	31	31	
vs. LY	0	0	0	0	0	0	0	0	(1)	0	0	0	0	(1)	0	0	0	0	(2)	
02/01/2023	23	28	28	28	28	28	24	23	24	28	28	28	35	23	28	28	28	28	28	
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
03/01/2023	27	31	31	31	31	35	27	27	27	28	31	31	28	30	31	31	31	31	31	
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QTR 1 vs. LY	0	0	0	0	0	0	0	0	(1)	0	0	0	0	(1)	0	0	0	0	(2)	
04/01/2023	24	30	30	29	30	28	25	25	25	34	30	30	27	24	30	30	30	30	30	
vs. LY	(1)	0	0	0	0	0	(1)	(1)	(1)	0	0	0	0	0	0	0	0	0	(4)	
05/01/2023	26	31	30	31	31	35	27	26	27	28	31	31	35	24	30	31	31	31	31	
vs. LY	1	0	0	0	0	7	1	1	1	0	0	0	0	0	0	0	0	0	11	
Projected 06/01/2023	25	30	30	30	30	28	26	25	26	33	30	30	28	28	30	30	30	30	30	
vs. LY	0	0	0	0	0	(7)	0	0	0	1	0	0	0	1	0	0	0	0	(5)	
QTR 2 vs. LY	0	0	0	0	0	0	0	0	0	1	0	0	0	1	0	0	0	0	2	
Projected 07/01/2023	25	30	30	30	30	35	26	25	26	32	30	30	28	27	30	30	30	30	30	
vs. LY	0	(1)	(1)	(1)	(1)	7	0	0	1	1	(1)	(1)	0	3	(1)	(1)	(1)	(1)	2	
Projected 08/01/2023	27	31	31	31	31	28	27	27	27	28	31	31	35	24	31	31	31	31	31	
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Projected 09/01/2023	25	30	30	30	30	34	26	25	25	28	30	30	28	29	30	30	30	30	30	
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QTR 3 vs. LY	0	(1)	(1)	(1)	(1)	7	0	0	1	1	(1)	(1)	0	3	(1)	(1)	(1)	(1)	2	
Projected 10/01/2023	25	31	31	31	31	28	26	25	26	35	31	31	28	23	31	31	31	31	31	
vs. LY	0	0	0	0	0	(1)	0	0	0	0	0	0	0	0	0	0	0	0	(1)	
Projected 11/01/2023	24	30	29	29	30	35	26	24	25	27	30	30	34	22	29	30	29	30	30	
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Projected 12/01/2023	25	30	30	30	31	27	25	25	25	27	30	31	27	28	30	31	30	31	31	
vs. LY	(1)	0	0	0	0	0	(1)	(1)	(1)	0	0	0	0	(1)	0	0	0	0	(5)	
QTR 4 vs. LY	(1)	0	0	0	0	(1)	(1)	(1)	(1)	0	0	0	0	(1)	0	0	0	0	(6)	
2023 Full Yr vs. LY	(1)	(1)	(1)	(1)	(1)	6	(1)	(1)	(1)	2	(1)	(1)	0	2	(1)	(1)	(1)	(1)	(4)	
Projected 01/01/2024	25	30	31	30	31	28	26	25	25	35	31	31	27	23	31	31	31	31	31	
Projected 02/01/2024	24	29	29	29	29	29	25	24	25	29	29	29	35	24	29	29	29	29	29	
Projected 03/01/2024	26	31	31	30	31	35	26	26	26	28	31	31	27	30	31	31	31	31	31	
Projected 04/01/2024	25	30	30	29	30	28	26	26	26	35	30	30	28	25	30	30	30	30	30	
Projected 05/01/2024	26	31	30	31	31	35	27	26	27	28	31	31	35	24	30	31	31	31	31	