

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.	
01/01/2019	25	30	31	29	31	35	27	25	26	35	31	31	27	28	31	31	27	31		
02/01/2019	23	28	28	28	28	28	24	23	24	28	28	28	35	23	28	28	24	28		
03/01/2019	26	31	31	31	31	28	26	26	26	28	31	31	28	24	31	31	31	31		
04/01/2019	25	30	30	29	30	28	26	26	26	34	30	30	27	24	30	30	30	30		
05/01/2019	26	31	30	31	31	35	27	26	27	28	31	31	35	29	30	31	31	31		
06/01/2019	25	30	30	30	30	28	25	25	25	28	30	30	28	24	30	30	30	30		
07/01/2019	26	31	31	31	31	28	27	26	26	28	31	31	28	22	31	31	31	31		
08/01/2019	27	31	31	31	31	35	27	27	27	35	31	31	35	30	31	31	31	31		
09/01/2019	24	30	30	30	30	30	25	24	24	28	30	30	28	23	30	30	30	30		
10/01/2019	26	31	31	31	31	33	27	26	27	28	31	31	28	29	31	31	31	31		
11/01/2019	24	30	29	29	30	28	26	24	25	34	30	30	34	22	29	30	30	29		
12/01/2019	25	30	30	30	31	27	25	25	25	27	30	31	27	23	30	31	30	31		
01/01/2020	25	30	31	30	31	35	27	25	26	35	31	31	27	28	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		
03/01/2020	26	31	31	31	31	28	26	26	26	28	31	31	28	24	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		
05/01/2020	25	31	30	31	31	28	26	25	26	35	31	31	35	24	30	31	31	31		
06/01/2020	26	30	30	30	30	28	26	26	26	30	30	30	28	26	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		
08/01/2020	26	31	31	31	31	28	26	26	26	28	31	31	35	24	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		
10/01/2020	26	31	31	31	31	31	27	26	27	35	31	31	28	30	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		
12/01/2020	26	30	30	30	31	34	26	26	26	27	30	31	27	27	30	31	30	31		
01/01/2021	24	30	31	30	31	28	26	24	25	35	31	31	27	23	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		
03/01/2021	27	31	31	31	31	35	27	27	27	28	31	31	28	24	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		
05/01/2021	25	31	30	31	31	28	26	25	26	28	31	31	35	24	30	31	31	31		
06/01/2021	26	30	30	30	30	35	26	26	26	31	30	30	28	26	30	30	30	30		
07/01/2021	26	31	31	31	31	28	27	26	26	31	31	31	28	25	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		
09/01/2021	25	30	30	30	30	33	26	25	25	28	30	30	28	29	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		
11/01/2021	24	30	29	29	30	28	26	24	25	27	30	30	34	22	29	30	29	30		
12/01/2021	26	30	30	30	31	34	26	26	26	27	30	31	27	28	30	31	30	31		
01/01/2022	24	30	31	30	31	28	26	24	25	35	31	31	27	23	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	
02/01/2022	23	28	28	28	28	28	24	23	24	28	28	28	35	23	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	
03/01/2022	27	31	31	31	31	35	27	27	27	28	31	31	28	30	31	31	31	31		
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	6	0	0	0	0	6	
QTR 1 vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	6	0	0	0	0	0	6	
04/01/2022	25	30	30	29	30	28	26	26	26	34	30	30	27	24	30	30	30	30		
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	(6)	0	0	0	0	(6)	
Projected 05/01/2022	25	31	30	31	31	28	26	25	26	28	31	31	35	24	30	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 06/01/2022	26	30	30	30	30	35	26	26	26	31	30	30	28	27	30	30	30	30		
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	1	
QTR 2 vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	(5)	0	0	0	0	(5)	
Projected 07/01/2022	25	31	31	31	31	28	25	25	25	31	31	31	28	26	31	31	31	31		
vs. LY	(1)	0	0	0	0	0	(2)	(1)	(1)	0	0	0	0	1	0	0	0	0	(4)	
Projected 08/01/2022	27	31	31	31	31	28	27	27	27	31	31	31	35	25	31	31	31	31		
vs. LY	1	0	0	0	0	0	1	1	1	3	0	0	0	1	0	0	0	0	8	
Projected 09/01/2022	25	30	30	30	30	33	26	25	25	28	30	30	28	23	30	30	30	30		
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	(6)	0	0	0	0	(6)	
QTR 3 vs. LY	0	0	0	0	0	0	(1)	0	0	3	0	0	0	(4)	0	0	0	0	(2)	
Projected 10/01/2022	25	31	31	31	31	30	26	25	26	35	31	31	28	23	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 11/01/2022	24	30	29	29	30	28	26	24	25	27	30	30	34	22	29	30	30	30		
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	
Projected 12/01/2022	26	30	30	30	31	34	26	26	26	27	30	31	27	28	30	31	30	31		
vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QTR 4 vs. LY	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	
2022 Full Yr vs. LY	0	0	0	0	0	0	(1)	0	0	3	0	0	0	(3)	0	0	1	0	0	
Projected 01/01/2023	25	30	31	30	31	28	26	25	25	35	31	31	27	23	31	31	31	31		
Projected 02/01/2023	23	28	28	28	28	28	24	23	24	28	28	28	35	23	28	28	28	28		
Projected 03/01/2023	27	31	31	31	31	35	27	27	27	28	31	31	28	30	31	31	31	31		
Projected 04/01/2023	24	30	30	29	30	28	25	25	25	34	30	30	27	24	30	30	30	30		