

| | Sales Dollars | | | | | Item Count | | | | |
|---------|-------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|---------------------------------------|-------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|---------------------------------------|
| | SY 2011-2012* 7/1/2011-6/30/2012 | SY 2012-2013** 7/1/2012-6/30/2013 | SY 2013-2014 7/1/2013- 6/30/2014 | SY 2014-2015 7/1/2014- 6/30/2015 | SY 2016-2016*** 7/1/2015-6/30/2016 | SY 2011-2012* 7/1/2011-6/30/2012 | SY 2012-2013** 7/1/2012-6/30/2013 | SY 2013-2014 7/1/2013- 6/30/2014 | SY 2014-2015 7/1/2014- 6/30/2015 | SY 2016-2016*** 7/1/2015-6/30/2016 |
| Used | \$ 321,277.00 | \$ 46,386.00 | \$ 218,032.00 | \$ 269,344.00 | \$ 127,827.00 | No Data Available | 628 | 2,749 | 2,875 | 1,266 |
| New | | \$ 85,927.00 | \$ 377,944.00 | \$ 363,953.00 | \$ 324,455.00 | | 1,765 | 5,395 | 4,614 | 3,460 |
| Rental | | \$ 32,913.00 | \$ 134,923.00 | \$ 133,413.00 | \$ 119,147.00 | | 617 | 2,577 | 2,264 | 1,877 |
| Digital | | \$ 3,712.00 | \$ 13,155.00 | \$ 22,274.00 | \$ 13,083.00 | | 62 | 218 | 260 | 151 |

* Follett began operations on 3/1/2012, I only have Total Sales for this Time Period

**Sales Data breakdown runs 4/1/2013-6/30/2013

***Sales Data 7/1/2015-1/13/16