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## February 2017 - Sales of \$500 or More

Date	Type	Zone	Amount
2/19/2017	Walk-In	East	797.9
2/19/2017	Walk-In	East	794.44
2/19/2017	Walk-In	West	990.56
2/19/2017	Phone	South	550.82
2/19/2017	Phone	South	660.28
2/19/2017	Internet	Internet	637.06
2/18/2017	Walk-In	East	547.94
2/18/2017	Walk-In	East	671.06
2/18/2017	Walk-In	East	736.26
2/18/2017	Walk-In	West	618.58
2/18/2017	Walk-In	West	947.08
2/18/2017	Phone	South	782.44
2/18/2017	Phone	East	610.68
2/18/2017	Internet	Internet	750.74
2/18/2017	Internet	Internet	568.68
2/18/2017	Internet	Internet	1177.4
2/18/2017	Internet	Internet	947.82
2/17/2017	Walk-In	East	704.08
2/17/2017	Walk-In	East	718.82
2/17/2017	Walk-In	East	610.5
2/17/2017	Walk-In	West	852.9
2/17/2017	Phone	South	648.22
2/17/2017	Phone	South	663.38
2/17/2017	Phone	East	614.02
2/17/2017	Internet	Internet	726.14
2/17/2017	Internet	Internet	556.5
2/17/2017	Internet	Internet	834.96
2/17/2017	Internet	Internet	1190
2/16/2017	Walk-In	East	670.62
2/16/2017	Walk-In	East	668.12
2/16/2017	Walk-In	West	839.42
2/16/2017	Walk-In	West	680.28
2/16/2017	Phone	South	680.12
2/16/2017	Phone	East	749.76
2/16/2017	Internet	Internet	947.64
2/16/2017	Internet	Internet	540.58
2/16/2017	Internet	Internet	1252.4

February 2017 - Sales of \$500 or More continued...

Date	Type	Zone	Amount
2/15/2017	Walk-In	East	606.04
2/15/2017	Phone	East	546.36
2/15/2017	Phone	East	627.68
2/15/2017	Phone	East	500.28
2/15/2017	Phone	East	917.72
2/15/2017	Phone	East	865.5
2/15/2017	Internet	Internet	721.5
2/15/2017	Internet	Internet	793
2/15/2017	Internet	Internet	866.34
2/15/2017	Internet	Internet	1193.22
2/15/2017	Internet	Internet	1157.1
2/15/2017	Internet	Internet	785.46
2/14/2017	Walk-In	East	646.06
2/14/2017	Internet	Internet	614.88
2/14/2017	Internet	Internet	575.02
2/14/2017	Internet	Internet	1119.3
2/13/2017	Phone	South	573.7
2/13/2017	Phone	South	628.56
2/13/2017	Internet	Internet	692.6
2/12/2017	Walk-In	East	586.38
2/12/2017	Walk-In	East	619.96
2/12/2017	Walk-In	West	617.66
2/12/2017	Phone	South	536.9
2/12/2017	Phone	South	592.64
2/12/2017	Phone	West	752.8
2/12/2017	Internet	Internet	921.56
2/12/2017	Internet	Internet	1223.36
2/12/2017	Internet	Internet	543.14
2/11/2017	Walk-In	East	555.74
2/11/2017	Walk-In	West	922.82
2/11/2017	Phone	South	713.6
2/11/2017	Phone	East	708.56
2/11/2017	Internet	Internet	842.94
2/11/2017	Internet	Internet	716.06
2/11/2017	Internet	Internet	897.2
2/10/2017	Walk-In	East	677.58
2/10/2017	Walk-In	West	838.66
2/10/2017	Phone	South	713.28

February 2017 - Sales of \$500 or More continued...

Date	Type	Zone	Amount
2/10/2017	Phone	East	846.42
2/10/2017	Phone	East	503.9
2/10/2017	Phone	West	672.42
2/10/2017	Internet	Internet	795.96
2/10/2017	Internet	Internet	759.86
2/10/2017	Internet	Internet	708.72
2/10/2017	Internet	Internet	1078.1
2/10/2017	Internet	Internet	647.92
2/10/2017	Internet	Internet	1235.92
2/9/2017	Walk-In	East	616.22
2/9/2017	Phone	South	625.28
2/9/2017	Phone	East	895.62
2/9/2017	Phone	East	889.42
2/9/2017	Internet	Internet	1113.34
2/9/2017	Internet	Internet	751.34
2/9/2017	Internet	Internet	958.48
2/9/2017	Internet	Internet	844.76
2/9/2017	Internet	Internet	751.94
2/8/2017	Walk-In	East	587.5
2/8/2017	Phone	South	636.38
2/8/2017	Phone	East	524.18
2/8/2017	Internet	Internet	601.94
2/7/2017	Walk-In	East	619.88
2/7/2017	Walk-In	East	547.02
2/7/2017	Walk-In	East	573.48
2/7/2017	Walk-In	East	795.62
2/7/2017	Phone	East	888.5
2/7/2017	Phone	East	555.54
2/7/2017	Internet	Internet	554.72
2/7/2017	Internet	Internet	568.52
2/7/2017	Internet	Internet	862.96
2/7/2017	Internet	Internet	998.06
2/7/2017	Internet	Internet	652.06
2/7/2017	Internet	Internet	962.08
2/7/2017	Internet	Internet	1002.82
2/6/2017	Walk-In	East	510.04
2/6/2017	Walk-In	West	625.44
2/6/2017	Phone	South	624.66

February 2017 - Sales of \$500 or More continued...

Date	Type	Zone	Amount
2/6/2017	Phone	East	610.44
2/6/2017	Internet	Internet	884.74
2/6/2017	Internet	Internet	914
2/6/2017	Internet	Internet	938.38
2/6/2017	Internet	Internet	598.76
2/6/2017	Internet	Internet	894.32
2/6/2017	Internet	Internet	927.9
2/6/2017	Internet	Internet	1342.24
2/6/2017	Internet	Internet	1119.42
2/5/2017	Walk-In	East	638.64
2/5/2017	Walk-In	West	922.54
2/5/2017	Phone	South	658.08
2/5/2017	Phone	East	723.28
2/5/2017	Phone	East	638.52
2/5/2017	Internet	Internet	538.3
2/5/2017	Internet	Internet	539.78
2/5/2017	Internet	Internet	1056.86
2/5/2017	Internet	Internet	659.28
2/5/2017	Internet	Internet	602.56
2/5/2017	Internet	Internet	1398.46
2/4/2017	Walk-In	West	807.94
2/4/2017	Walk-In	West	976.66
2/4/2017	Walk-In	West	680.68
2/4/2017	Walk-In	West	968.42
2/4/2017	Walk-In	West	845.08
2/4/2017	Walk-In	West	847.3
2/4/2017	Phone	West	937.88
2/4/2017	Internet	Internet	809.78
2/4/2017	Internet	Internet	617.28
2/4/2017	Internet	Internet	710.6
2/4/2017	Internet	Internet	1311.24
2/4/2017	Internet	Internet	1376.64
2/3/2017	Walk-In	East	657.92
2/3/2017	Walk-In	West	864.7
2/3/2017	Phone	South	564.52
2/3/2017	Phone	East	893.26
2/3/2017	Internet	Internet	520.72
2/3/2017	Internet	Internet	842.7

February 2017 - Sales of \$500 or More continued...

Date	Type	Zone	Amount
2/3/2017	Internet	Internet	1215.28
2/3/2017	Internet	Internet	848.98
2/2/2017	Walk-In	East	793.88
2/2/2017	Walk-In	East	598.52
2/2/2017	Phone	South	503.64
2/2/2017	Internet	Internet	749.92
2/2/2017	Internet	Internet	648.92
2/2/2017	Internet	Internet	657.18
2/2/2017	Internet	Internet	788.3
2/2/2017	Internet	Internet	847.26
2/2/2017	Internet	Internet	815.18
2/2/2017	Internet	Internet	983.34
2/2/2017	Internet	Internet	1182.06
2/2/2017	Internet	Internet	1256.28
2/2/2017	Internet	Internet	724
2/1/2017	Walk-In	East	688.12
2/1/2017	Walk-In	East	648.86
2/1/2017	Walk-In	East	689.9
2/1/2017	Walk-In	East	605.52
2/1/2017	Walk-In	East	526.54
2/1/2017	Walk-In	West	965.8
2/1/2017	Walk-In	West	741.08
2/1/2017	Phone	South	623
2/1/2017	Phone	South	754.62
2/1/2017	Phone	East	756.92
2/1/2017	Phone	East	513.68
2/1/2017	Internet	Internet	605.34
2/1/2017	Internet	Internet	968.28
2/1/2017	Internet	Internet	778.26
2/1/2017	Internet	Internet	1120.38
2/1/2017	Internet	Internet	819.94

## Yearly Sales - Summary By Month

Year	Total Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2009	3,652,232	273,857	291,038	319,289	323,404	291,085	290,417	250,019	382,189	303,032	257,594	357,822	312,487
2010	3,504,444	300,330	291,025	207,687	211,166	350,640	325,589	291,401	344,141	301,300	298,549	274,653	307,963
2011	3,504,086	212,168	209,791	313,262	235,517	332,642	361,268	335,474	380,916	297,948	288,368	261,660	275,072
2012	3,791,333	343,199	380,171	305,670	312,968	333,905	228,352	293,466	376,299	275,485	259,827	360,140	321,850
2013	3,634,344	284,144	301,666	306,936	275,587	254,669	318,126	346,309	274,692	344,454	367,289	278,323	282,150
2014	3,621,518	337,577	333,917	317,357	208,754	321,886	247,867	319,255	269,151	246,491	401,988	322,023	295,250
2015	3,801,799	335,809	206,048	297,215	326,101	270,424	392,534	364,539	361,831	303,407	304,790	349,905	289,196
2016	3,477,726	211,397	384,337	298,265	198,818	335,108	246,613	374,561	263,553	281,957	281,025	250,523	351,571
2017	545,335	348,724	196,611										
<b>TOTAL</b>	<b>29,532,816</b>	<b>2,647,204</b>	<b>2,594,602</b>	<b>2,365,680</b>	<b>2,092,316</b>	<b>2,490,360</b>	<b>2,410,767</b>	<b>2,575,024</b>	<b>2,652,772</b>	<b>2,354,073</b>	<b>2,459,430</b>	<b>2,455,049</b>	<b>2,435,539</b>

## Yearly Web Visits - Summary By Month

Year	Total Web Visits	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2009	94,688	9,305	8,391	9,107	8,469	7,639	8,000	7,736	7,615	6,772	8,721	6,637	6,296
2010	99,369	9,379	8,267	9,921	8,942	8,503	8,936	7,745	7,226	6,570	8,188	8,279	7,413
2011	29,968	1,906	2,426	2,479	2,519	2,593	2,760	2,937	2,191	2,529	2,635	2,542	2,451
2012	37,085	3,122	3,119	3,356	2,910	3,099	2,777	3,061	3,149	3,003	3,079	3,226	3,184
2013	38,170	3,197	3,051	3,082	3,018	3,131	2,700	3,405	3,269	3,429	3,360	3,138	3,390
2014	41,270	3,776	3,014	3,232	3,222	3,571	3,455	3,671	2,882	3,664	3,558	3,404	3,821
2015	43,031	3,602	3,427	3,971	4,335	3,487	3,023	3,602	3,565	3,591	3,803	3,187	3,438
2016	37,828	3,129	2,863	3,249	3,333	3,668	3,643	3,020	2,982	2,846	3,091	2,902	3,102
2017	159,463	13,137	7,965										
<b>TOTAL</b>	<b>580,872</b>	<b>50,553</b>	<b>42,523</b>	<b>38,397</b>	<b>36,748</b>	<b>35,691</b>	<b>35,294</b>	<b>35,177</b>	<b>32,879</b>	<b>32,404</b>	<b>36,435</b>	<b>33,315</b>	<b>33,095</b>

## Yearly Sales Summary: By Type

Year	Total		Walk-In			Phone			Internet		
	#	\$	#	\$	%	#	\$	%	#	\$	%
2009	7,951	3,652,232	2,646	978,762	27%	2,488	1,133,075	31%	2,817	1,540,395	42%
2010	7,704	3,504,444	2,625	914,905	26%	2,462	1,110,441	32%	2,617	1,479,098	42%
2011	7,340	3,504,086	2,332	873,372	25%	2,184	1,027,537	29%	2,824	1,603,177	46%
2012	8,199	3,791,333	2,873	1,040,177	27%	2,498	1,182,123	31%	2,828	1,569,032	41%
2013	7,783	3,634,344	2,946	1,095,717	30%	2,255	1,072,721	30%	2,582	1,465,906	40%
2014	8,032	3,621,518	3,039	1,081,109	30%	2,495	1,167,617	32%	2,498	1,372,792	38%
2015	8,289	3,801,799	2,762	985,722	26%	2,615	1,188,978	31%	2,912	1,627,099	43%
2016	7,593	3,477,726	2,629	960,443	28%	2,483	1,151,422	33%	2,481	1,365,862	39%
2017	1,136	545,335	355	121,413	22%	354	164,044	30%	427	259,879	48%

## Yearly Sales Summary: By Type w/ 3 Year Averages

Year	Total		Walk-In			Phone			Internet		
	#	\$	#	\$	%	#	\$	%	#	\$	%
2009	7,951	3,652,232	2,646	978,762	27%	2,488	1,133,075	31%	2,817	1,540,395	42%
2010	7,704	3,504,444	2,625	914,905	26%	2,462	1,110,441	32%	2,617	1,479,098	42%
2011	7,340	3,504,086	2,332	873,372	25%	2,184	1,027,537	29%	2,824	1,603,177	46%
2012	8,199	3,791,333	2,873	1,040,177	27%	2,498	1,182,123	31%	2,828	1,569,032	41%
2013	7,783	3,634,344	2,946	1,095,717	30%	2,255	1,072,721	30%	2,582	1,465,906	40%
2014	8,032	3,621,518	3,039	1,081,109	30%	2,495	1,167,617	32%	2,498	1,372,792	38%
2015	8,289	3,801,799	2,762	985,722	26%	2,615	1,188,978	31%	2,912	1,627,099	43%
2016	7,593	3,477,726	2,629	960,443	28%	2,483	1,151,422	33%	2,481	1,365,862	39%
2017	1,136	545,335	355	121,413	22%	354	164,044	30%	427	259,879	48%
3 Yr Avg	7,934	3,620,672	2,800	1,004,799	28%	2,518	1,162,137	32%	2,616	1,453,737	40%

## Yearly Sales Summary & Web Visits w/ 3 Year Averages

Year	Total		Walk-In			Phone			Internet			Web Visits	
	#	\$	#	\$	%	#	\$	%	#	\$	%	#	% Purchasing
2009	7,951	3,652,232	2,646	978,762	27%	2,488	1,133,075	31%	2,817	1,540,395	42%	94,688	2.98%
2010	7,704	3,504,444	2,625	914,905	26%	2,462	1,110,441	32%	2,617	1,479,098	42%	99,369	2.63%
2011	7,340	3,504,086	2,332	873,372	25%	2,184	1,027,537	29%	2,824	1,603,177	46%	29,968	9.42%
2012	8,199	3,791,333	2,873	1,040,177	27%	2,498	1,182,123	31%	2,828	1,569,032	41%	37,085	7.63%
2013	7,783	3,634,344	2,946	1,095,717	30%	2,255	1,072,721	30%	2,582	1,465,906	40%	38,170	6.76%
2014	8,032	3,621,518	3,039	1,081,109	30%	2,495	1,167,617	32%	2,498	1,372,792	38%	41,270	6.05%
2015	8,289	3,801,799	2,762	985,722	26%	2,615	1,188,978	31%	2,912	1,627,099	43%	43,031	6.77%
2016	7,593	3,477,726	2,629	960,443	28%	2,483	1,151,422	33%	2,481	1,365,862	39%	37,828	6.56%
2017	1,136	545,335	355	121,413	22%	354	164,044	30%	427	259,879	48%	21,102	2.02%
3 Yr Avg	7,934	3,620,672	2,800	1,004,799	28%	2,518	1,162,137	32%	2,616	1,453,737	40%	45,750	5.72%

## Yearly Sales Summary: by Zone

Year	Total Sales	North	South	East	West	Internet
2009	3,652,232	320,389	429,009	637,512	724,927	1,540,395
2010	3,504,444	354,360	429,673	607,144	634,169	1,479,098
2011	3,504,086	264,572	365,743	576,589	694,005	1,603,177
2012	3,791,333	310,273	503,012	608,486	800,530	1,569,032
2013	3,634,344	285,174	481,527	688,862	712,875	1,465,906
2014	3,621,518	367,320	481,708	616,495	783,202	1,372,792
2015	3,801,799	313,011	553,594	580,681	727,414	1,627,099
2016	3,477,726	342,571	418,719	510,396	840,179	1,365,862
2017	545,335	41,111	67,132	107,238	69,975	259,879

## Yearly Sales Summary: by Type

Year	Total Sales	Walk-In	Phone	Internet
2009	3,652,232	978,762	1,133,075	1,540,395
2010	3,504,444	914,905	1,110,441	1,479,098
2011	3,504,086	873,372	1,027,537	1,603,177
2012	3,791,333	1,040,177	1,182,123	1,569,032
2013	3,634,344	1,095,717	1,072,721	1,465,906
2014	3,621,518	1,081,109	1,167,617	1,372,792
2015	3,801,799	985,722	1,188,978	1,627,099
2016	3,477,726	960,443	1,151,422	1,365,862
2017	545,335	121,413	164,044	259,879

## Yearly Sales by Zone

### Zone: North

Year	Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2010	354,360	41,478	35,565	32,315	45,051	35,126	23,271	33,442	32,720	4,562	3,947	33,699	33,185
2011	264,572	22,101	16,822	5,323	33,585	24,619	34,306	34,987	32,949	4,412	3,820	34,646	17,003
2012	310,273	16,273	34,901	4,643	32,782	33,394	15,954	17,143	32,494	31,801	32,710	14,917	43,261
2013	285,174	5,338	34,438	33,632	17,351	34,552	4,476	15,109	36,675	20,344	35,962	23,810	23,488
2014	367,320	34,867	32,270	30,188	32,955	39,383	34,290	33,883	3,632	34,316	42,022	15,947	33,569
2015	313,011	40,461	20,683	35,337	17,448	16,604	15,640	32,742	31,512	32,863	34,649	20,184	14,887
2016	342,571	41,378	33,285	15,000	28,121	21,871	26,034	35,842	31,184	4,629	32,854	36,347	36,027
2017	41,111	31,580	9,531										
<b>TOTAL</b>	<b>2,278,393</b>	<b>233,477</b>	<b>217,495</b>	<b>156,439</b>	<b>207,293</b>	<b>205,549</b>	<b>153,970</b>	<b>203,147</b>	<b>201,166</b>	<b>132,926</b>	<b>185,963</b>	<b>179,550</b>	<b>201,419</b>

### Zone: South

Year	Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2010	429,673	5,603	21,797	24,438	21,865	47,749	47,975	45,436	45,090	46,921	44,121	30,807	47,870
2011	365,743	47,585	26,226	21,272	21,207	48,347	46,062	7,094	30,527	21,653	26,857	44,919	23,996
2012	503,012	23,734	56,434	46,544	29,480	48,251	47,112	50,897	48,099	45,331	33,500	50,079	23,550
2013	481,527	28,679	48,390	58,379	20,392	37,093	21,624	48,952	51,087	46,511	48,849	47,846	23,725
2014	481,708	49,138	53,086	48,484	24,427	20,498	48,134	45,619	23,529	46,625	58,042	39,348	24,777
2015	553,594	41,515	28,820	6,374	45,999	45,020	59,637	47,912	72,453	45,077	46,961	65,657	48,170
2016	418,719	24,698	46,349	46,293	20,752	49,563	31,430	45,640	58,099	21,024	5,921	23,005	45,946
2017	67,132	45,429	21,703										
<b>TOTAL</b>	<b>3,301,107</b>	<b>266,380</b>	<b>302,804</b>	<b>251,783</b>	<b>184,122</b>	<b>296,521</b>	<b>301,976</b>	<b>291,550</b>	<b>328,884</b>	<b>273,141</b>	<b>264,252</b>	<b>301,661</b>	<b>238,034</b>

## Yearly Sales by Zone

### Zone: East

Year	Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2010	607,144	69,543	76,245	33,183	52,161	56,896	55,818	32,588	51,087	55,985	78,646	35,534	9,458
2011	576,589	29,495	29,135	38,918	30,550	33,227	58,267	39,234	77,625	63,676	78,994	38,748	58,721
2012	608,486	33,598	64,701	32,239	59,659	90,807	31,804	33,808	62,977	59,103	70,383	60,867	8,539
2013	688,862	28,281	60,408	59,535	56,238	59,891	58,148	63,877	73,051	65,925	55,435	44,594	63,481
2014	616,495	62,374	31,515	58,139	57,523	53,703	32,352	30,313	61,559	41,706	66,024	63,241	58,047
2015	580,681	54,986	27,108	36,826	59,378	38,397	29,952	75,238	56,317	59,825	53,684	30,129	58,842
2016	510,396	34,611	61,546	32,980	7,112	31,566	56,286	38,769	60,000	35,995	54,472	36,483	60,575
2017	107,238	60,141	47,097										
<b>TOTAL</b>	<b>4,295,891</b>	<b>373,030</b>	<b>397,754</b>	<b>291,819</b>	<b>322,622</b>	<b>364,487</b>	<b>322,626</b>	<b>313,827</b>	<b>442,616</b>	<b>382,215</b>	<b>457,637</b>	<b>309,597</b>	<b>317,662</b>

### Zone: West

Year	Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2010	634,169	41,439	9,197	7,618	7,813	64,876	67,533	75,071	70,159	71,610	46,626	79,537	92,689
2011	694,005	72,156	36,230	40,384	44,107	77,132	72,238	74,061	79,053	72,987	42,309	34,663	48,685
2012	800,530	108,000	75,107	71,923	70,476	9,779	9,355	72,702	74,282	69,852	76,216	89,094	73,745
2013	712,875	90,359	73,557	9,025	37,636	37,766	90,707	75,125	60,285	57,240	105,592	38,003	37,580
2014	783,202	42,106	74,423	72,744	52,867	77,573	71,224	93,607	36,097	38,867	69,947	80,812	72,936
2015	727,414	87,055	34,343	74,142	37,365	68,890	97,217	86,454	74,410	34,146	9,393	76,913	47,088
2016	840,179	41,404	73,854	70,743	27,918	92,821	62,903	85,150	69,447	77,102	71,761	72,841	94,235
2017	69,975	43,409	26,566										
<b>TOTAL</b>	<b>5,262,348</b>	<b>525,928</b>	<b>403,277</b>	<b>346,579</b>	<b>278,182</b>	<b>428,836</b>	<b>471,177</b>	<b>562,169</b>	<b>463,732</b>	<b>421,804</b>	<b>421,844</b>	<b>471,862</b>	<b>466,959</b>

## Yearly Sales by Zone

### Zone: Internet

Year	Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2010	1,479,098	142,266	148,220	110,133	84,277	145,995	130,992	104,864	145,084	122,223	125,208	95,076	124,761
2011	1,603,177	40,831	101,378	207,365	106,068	149,317	150,396	180,098	160,763	135,221	136,389	108,684	126,667
2012	1,569,032	161,595	149,028	150,321	120,570	151,674	124,127	118,917	158,447	69,398	47,019	145,182	172,755
2013	1,465,906	131,487	84,873	146,366	143,970	85,366	143,172	143,246	53,594	154,434	121,452	124,071	133,876
2014	1,372,792	149,092	142,624	107,802	40,981	130,729	61,868	115,834	144,334	84,978	165,953	122,675	105,921
2015	1,627,099	111,792	95,095	144,536	165,911	101,513	190,088	122,193	127,140	131,495	160,104	157,022	120,209
2016	1,365,862	69,306	169,303	133,248	114,915	139,288	69,960	169,160	44,823	143,207	116,016	81,848	114,789
2017	259,879	168,165	91,714										
<b>TOTAL</b>	<b>10,742,844</b>	<b>974,533</b>	<b>982,234</b>	<b>999,771</b>	<b>776,692</b>	<b>903,883</b>	<b>870,603</b>	<b>954,312</b>	<b>834,185</b>	<b>840,956</b>	<b>872,141</b>	<b>834,557</b>	<b>898,978</b>

### Total for All Zones Combined

Year	Sales	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
2010	3,504,444	300,330	291,025	207,687	211,166	350,640	325,589	291,401	344,141	301,300	298,549	274,653	307,963
2011	3,504,086	212,168	209,791	313,262	235,517	332,642	361,268	335,474	380,916	297,948	288,368	261,660	275,072
2012	3,791,333	343,199	380,171	305,670	312,968	333,905	228,352	293,466	376,299	275,485	259,827	360,140	321,850
2013	3,634,344	284,144	301,666	306,936	275,587	254,669	318,126	346,309	274,692	344,454	367,289	278,323	282,150
2014	3,621,518	337,577	333,917	317,357	208,754	321,886	247,867	319,255	269,151	246,491	401,988	322,023	295,250
2015	3,801,799	335,809	206,048	297,215	326,101	270,424	392,534	364,539	361,831	303,407	304,790	349,905	289,196
2016	3,477,726	211,397	384,337	298,265	198,818	335,108	246,613	374,561	263,553	281,957	281,025	250,523	351,571
2017	545,335	348,724	196,611										
<b>TOTAL</b>	<b>25,880,584</b>	<b>2,373,347</b>	<b>2,303,564</b>	<b>2,046,391</b>	<b>1,768,912</b>	<b>2,199,275</b>	<b>2,120,351</b>	<b>2,325,005</b>	<b>2,270,583</b>	<b>2,051,042</b>	<b>2,201,836</b>	<b>2,097,227</b>	<b>2,123,052</b>

## Yearly Sales by Zone & Type

### NORTH

Year	Total	Walk-In	Phone
2009	320,389	122,213	198,175
2010	354,360	145,586	208,775
2011	264,572	102,242	162,330
2012	310,273	152,848	157,425
2013	285,174	124,114	161,060
2014	367,320	161,067	206,253
2015	313,011	145,452	167,559
2016	342,571	140,520	202,051
2017	41,111	21,874	19,237

### SOUTH

Year	Total	Walk-In	Phone
2009	429,009	187,224	241,785
2010	429,673	228,128	201,545
2011	365,743	169,929	195,814
2012	503,012	227,899	275,113
2013	481,527	251,081	230,447
2014	481,708	233,871	247,837
2015	553,594	217,987	335,607
2016	418,719	205,437	213,282
2017	67,132	20,254	46,877

### EAST

Year	Total	Walk-In	Phone
2009	637,512	312,288	325,224
2010	607,144	260,181	346,963
2011	576,589	240,461	336,128
2012	608,486	309,590	298,896
2013	688,862	329,287	359,575
2014	616,495	304,659	311,836
2015	580,681	286,926	293,755
2016	510,396	181,809	328,587
2017	107,238	52,488	54,751

### WEST

Year	Total	Walk-In	Phone
2009	724,927	357,036	367,891
2010	634,169	281,010	353,159
2011	694,005	360,739	333,265
2012	800,530	349,840	450,690
2013	712,875	391,235	321,640
2014	783,202	381,512	401,690
2015	727,414	335,357	392,057
2016	840,179	432,677	407,502
2017	69,975	26,796	43,179

### INTERNET

Year	Total
2009	1,540,395
2010	1,479,098
2011	1,603,177
2012	1,569,032
2013	1,465,906
2014	1,372,792
2015	1,627,099
2016	1,365,862
2017	259,879

### YEARLY TOTALS

Year	Total	Walk-In	Phone	Internet
2009	3,652,232	978,762	1,133,075	1,540,395
2010	3,504,444	914,905	1,110,441	1,479,098
2011	3,504,086	873,372	1,027,537	1,603,177
2012	3,791,333	1,040,177	1,182,123	1,569,032
2013	3,634,344	1,095,717	1,072,721	1,465,906
2014	3,621,518	1,081,109	1,167,617	1,372,792
2015	3,801,799	985,722	1,188,978	1,627,099
2016	3,477,726	960,443	1,151,422	1,365,862
2017	545,335	121,413	164,044	259,879