

## Quarterly Sales Update: Q3 2019

Region	Division	Sales Team	Units Shipped (Thousands)	YoY
Northeast	New England	CT, ME, MA, NH, RI, VT	526	0.7%
	Mid-Atlantic	NJ, NY	889	1.0%
		PA	559	(6.2%)
	Northeast Total			1,974
Midwest	East North Central	IL	977	20.2%
		IN	582	9.6%
		MI	929	(7.5%)
		OH	860	6.8%
		WI	1,765	0.9%
	West North Central	IA, KS, NE	754	6.6%
		MN	960	13.1%
		MO	767	(0.2%)
		NE	725	3.2%
		ND, SD	838	2.5%
	Midwest Total			9,157
South	South Atlantic	DE	820	9.4%
		FL	636	4.8%
		GA, NC, SC	858	(11.2%)
		MD, VA, DC, WV	931	0.2%
	East South Central	AL, KY, MS, TN	820	6.2%
	West South Central	AR, OK	601	11.6%
		LA, TX	947	4.4%
	South Total			5,613
West	Mountain	AZ, CO, ID, MT, NV, NM, UT	1,279	4.0%
	Pacific	AK, HI	332	(5.4%)
		CA	989	3.0%
		OR, WA	542	(7.1%)
	West Total			3,142
Total (National)			19,886	3.6%

## Quarterly Sales Update: Q4 2020

Region	Division	Sales Team	Units Shipped (Thousands)	YoY
Northeast	New England	CT, ME, MA, NH, RI, VT	569	8.10%
	Mid-Atlantic	NJ, NY	934	5.10%
		PA	571	2.10%
	Northeast Total		2074	5.05%
Midwest	East North Central	IL	1045	7.00%

		IN	781	34.20%
		MI	1114	19.90%
		OH	1098	27.70%
		WI	2171	23.00%
	West North Central	IA, KS, NE	996	32.10%
		MN	1077	12.20%
		MO	1018	32.70%
		NE	916	26.40%
		ND, SD	973	16.10%
	Midwest Total		11190	22.20%
South	South Atlantic	DE	1022	24.60%
		FL	694	9.10%
		GA, NC, SC	896	4.40%
		MD, VA, DC, WV	960	3.10%
	East South Central	AL, KY, MS, TN	1005	22.60%
	West South Central	AR, OK	763	26.90%
		LA, TX	1040	9.80%
	South Total		6379	13.65%
West	Mountain	AZ, CO, ID, MT, NV, NM, UT	1576	23.20%
	Pacific	AK, HI	388	16.90%
		CA	1233	24.70%
		OR, WA	525	-3.20%
	West Total		3722	18.45%
Total (National)			23,364	17.49%