

7-YEAR LOT ANALYSIS

Month of Sale Month of Remittance	SEPT OCT	OCT NOV	NOV DEC	DEC JAN	JAN FEB	FEB MAR	MAR APR	APR MAY	MAY JUN	JUN JUL	JUL AUG	AUG SEPT	TOTAL
FY 2026	317,169	244,176	219,254										780,598
FY 2025	327,836	194,529	190,503	483,039	279,423	466,677	441,402	205,575	205,556	340,086	427,059	386,321	3,948,006
FY 2024	339,476	212,484	203,911	422,790	243,371	366,679	425,313	157,740	221,317	288,970	394,870	349,394	3,626,317
FY 2023	331,246	222,885	215,561	495,405	361,530	404,830	360,754	201,815	196,393	322,834	403,595	352,773	3,869,621
FY 2022	289,169	224,077	211,942	410,805	329,250	363,726	365,048	208,396	197,726	310,735	398,565	360,027	3,669,466
FY 2021	272,260	197,864	187,027	339,833	262,350	288,554	304,032	173,497	204,477	313,108	425,023	337,221	3,305,246
5-YEAR AVERAGE	311,997	210,368	201,789	430,374	295,185	378,093	379,310	189,405	205,094	315,147	409,823	357,147	3,683,731
FY 26 - 5-YEAR AVERAGE Over(under)	5,171	33,808	17,465										56,444
FY 2026 BUDGETED	304,906	205,586	197,202	420,592	288,475	369,499	370,688	185,100	200,432	307,983	400,507	349,029	3,600,000
FY 26 - BUDGET AVERAGE Over(unders)	12,263	38,589	22,051										72,904
CUMULATIVE TOTAL	12,263	50,852	72,904	72,904	72,904	72,904	72,904	72,904	72,904	72,904	72,904	72,904	

2026 FYTD Total	\$	780,598
2025 FYTD Total	\$	712,868
2024 FYTD Total	\$	755,872
2023 FYTD Total	\$	769,692
2022 FYTD Total	\$	725,188
2021 FYTD Total	\$	657,151
Prior 3-Year FYTD Avg	\$	746,144
Prior 5-Year FYTD Avg	\$	724,154

FYTD Trend to Last FY	9.5%
FYTD Trend to 3-Year Avg	4.6%