

3-Month Outlook Index 2020

| | SALES | | | | INVENTORY | | | | PRICES | | | | PROMOTIONS | | | | HIRING PLANS | | | |
|-----------|------------|------------|--------------|-------|------------|------------|--------------|-------|------------|------------|--------------|-------|------------|------------|--------------|-------|--------------|------------|--------------|-------|
| 2020 | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX |
| DECEMBER | | | | | | | | | | | | | | | | | | | | |
| NOVEMBER | | | | | | | | | | | | | | | | | | | | |
| OCTOBER | | | | | | | | | | | | | | | | | | | | |
| SEPTEMBER | | | | | | | | | | | | | | | | | | | | |
| AUGUST | 58 | 25 | 17 | 64.4 | 55 | 24 | 21 | 61.6 | 28 | 7 | 65 | 61.8 | 50 | 0 | 50 | 70.5 | 17 | 11 | 72 | 55.8 |
| JULY | 54 | 23 | 23 | 65.4 | 39 | 30 | 31 | 50.4 | 28 | 6 | 66 | 62.0 | 28 | 5 | 67 | 65.7 | 14 | 19 | 67 | 52.8 |
| JUNE | 42 | 37 | 21 | 53.3 | 38 | 35 | 27 | 59.3 | 8 | 14 | 78 | 51.5 | 37 | 13 | 50 | 65.4 | 13 | 21 | 66 | 48.3 |
| MAY | 63 | 27 | 10 | 66.0 | 37 | 29 | 34 | 53.9 | 24 | 14 | 62 | 54.8 | 56 | 2 | 42 | 82.5 | 33 | 13 | 54 | 58.2 |
| APRIL | 59 | 37 | 4 | 55.4 | 36 | 41 | 23 | 43.8 | 16 | 29 | 55 | 44.0 | 55 | 7 | 38 | 73.4 | 36 | 25 | 39 | 49.5 |
| MARCH | 20 | 74 | 6 | 21.3 | 24 | 42 | 34 | 34.4 | 16 | 21 | 63 | 43.4 | 51 | 16 | 33 | 64.1 | 30 | 27 | 43 | 44.8 |
| FEBRUARY | 60 | 21 | 19 | 62.1 | 43 | 8 | 49 | 54.6 | 38 | 6 | 56 | 61.7 | 45 | 6 | 49 | 62.8 | 35 | 4 | 61 | 55.8 |
| JANUARY | 71 | 13 | 16 | 73.1 | 41 | 15 | 44 | 54.1 | 35 | 5 | 60 | 61.7 | 47 | 2 | 51 | 68.2 | 28 | 4 | 68 | 58.8 |

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|-----------|------------|------------|--------------|-------|------------|------------|--------------|-------|------------|------------|--------------|-------|------------|------------|--------------|-------|--------------|------------|--------------|-------|
| 2019 | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX | % RPT INC. | % RPT DEC. | % RPT NO CH. | INDEX |
| DECEMBER | 38 | 28 | 34 | 70.0 | 28 | 33 | 39 | 53.0 | 22 | 16 | 62 | 53.4 | 17 | 13 | 70 | 52.9 | 13 | 12 | 75 | 57.4 |
| NOVEMBER | 39 | 35 | 26 | 63.0 | 18 | 39 | 43 | 61.8 | 24 | 6 | 70 | 64.2 | 36 | 8 | 56 | 71.6 | 10 | 11 | 79 | 58.5 |
| OCTOBER | 47 | 32 | 21 | 61.1 | 23 | 39 | 38 | 53.1 | 19 | 8 | 73 | 56.8 | 31 | 5 | 64 | 63.3 | 16 | 8 | 76 | 56.0 |
| SEPTEMBER | 47 | 29 | 24 | 58.8 | 32 | 40 | 28 | 48.3 | 24 | 10 | 66 | 58.3 | 41 | 5 | 54 | 67.5 | 14 | 10 | 76 | 52.1 |
| AUGUST | 54 | 22 | 24 | 65.8 | 40 | 27 | 33 | 54.3 | 27 | 5 | 68 | 61.9 | 4 | 5 | 47 | 66.9 | 25 | 12 | 63 | 59.9 |
| JULY | 55 | 19 | 26 | 70.0 | 36 | 21 | 43 | 54.3 | 26 | 4 | 70 | 60.9 | 34 | 2 | 64 | 71.8 | 13 | 10 | 77 | 57.9 |
| JUNE | 45 | 14 | 41 | 64.3 | 24 | 36 | 40 | 49.0 | 23 | 13 | 64 | 58.5 | 30 | 0 | 70 | 68.6 | 16 | 8 | 76 | 55.4 |
| MAY | 56 | 12 | 32 | 70.2 | 23 | 25 | 52 | 46.9 | 32 | 4 | 64 | 63.9 | 26 | 1 | 73 | 64.9 | 20 | 6 | 74 | 55.2 |
| APRIL | 60 | 14 | 26 | 65.5 | 38 | 26 | 36 | 51.0 | 24 | 5 | 71 | 59.2 | 44 | 5 | 51 | 69.2 | 31 | 7 | 62 | 55.0 |
| MARCH | 64 | 10 | 26 | 71.0 | 48 | 10 | 42 | 59.6 | 29 | 7 | 64 | 55.9 | 52 | 5 | 43 | 70.3 | 36 | 5 | 59 | 57.9 |
| FEBRUARY | 66 | 14 | 20 | 66.6 | 53 | 17 | 30 | 54.2 | 34 | 3 | 63 | 61.4 | 58 | 5 | 37 | 68.5 | 32 | 0 | 8 | 57.2 |
| JANUARY | 69 | 6 | 25 | 75.6 | 42 | 17 | 41 | 53.3 | 33 | 5 | 62 | 61.6 | 33 | 0 | 67 | 62.3 | 21 | 5 | 74 | 55.4 |