



A RESEARCH REPORT BY BOOKNET CANADA

BNC

RESEARCH 04.2017

**April SalesData
Market Report**
April 2017



**BOOKNET
CANADA**

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INTRODUCTION

The purpose of this SalesData market report is to give you easy insight into how the marketplace performed in the previous month, and how it performed in that same month for the past two years. Combining the information present here with data specific to your own organization can highlight any correlation or special relationships your data have with the marketplace.

REPORT DATA

This report compares the volume and value of all books sold in the marketplace for the month of April in the years 2015 to 2017. The marketplace data is divided into:

- **All Market:** data from all retailers who currently provide us with their sales data.
- **Ring Fence:** new retailers are added to BNC SalesData every year, resulting in increasing overall sales figures for older titles. In order to eliminate this skew, we created a “ring fence” around a core group of retailers. We will use the data gathered from within this ring fence alone to show year-over-year sales from a constant set of retailers.

Also included in this report is an overview of the All Market and the Ring Fence Market for the categories of Fiction, Non-Fiction, Young Adult, Young Adult Fiction, Young Adult Non-Fiction, Juvenile, Juvenile Fiction, and Juvenile Non-Fiction. To conclude, a Year-to-Date overview of all books sold (volume and value) in the marketplace in this year and last year is available at the end of the document. This overview includes All Market and Ring Fence for Fiction, Non-Fiction, Young Adult, Young Adult Fiction, Young Adult Non-Fiction, Juvenile, Juvenile Fiction, and Juvenile Non-Fiction data.

REPORT DATES

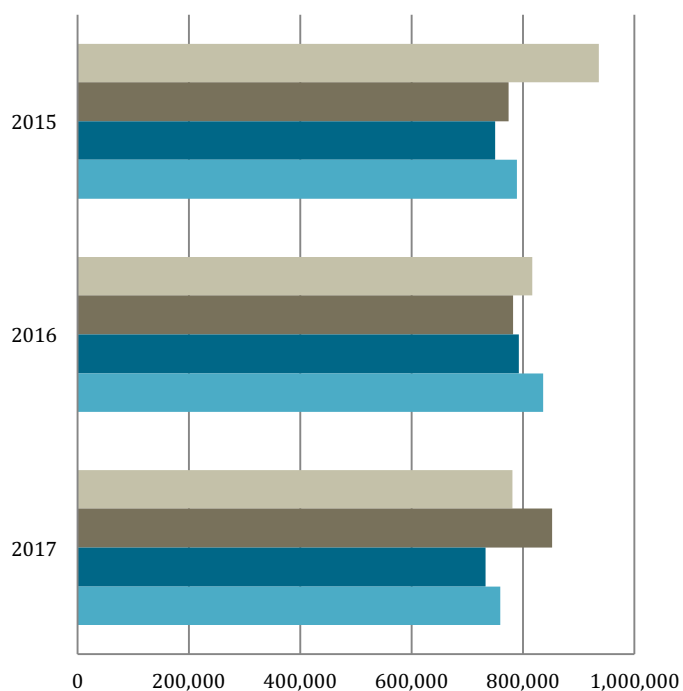
This report aims to encapsulate data from most days in April. Because BNC’s sales data is grouped according to week-ending dates, the time periods for the selected years’ month also include a few days’ worth of data from the previous month or the following month. The specific week-ending dates used in this report are as follows:

	2017	2016	2015
Week 1	09-Apr	10-Apr	05-Apr
Week 2	16-Apr	17-Apr	12-Apr
Week 3	23-Apr	24-Apr	19-Apr
Week 4	30-Apr	01-May	26-Apr

ALL MARKET

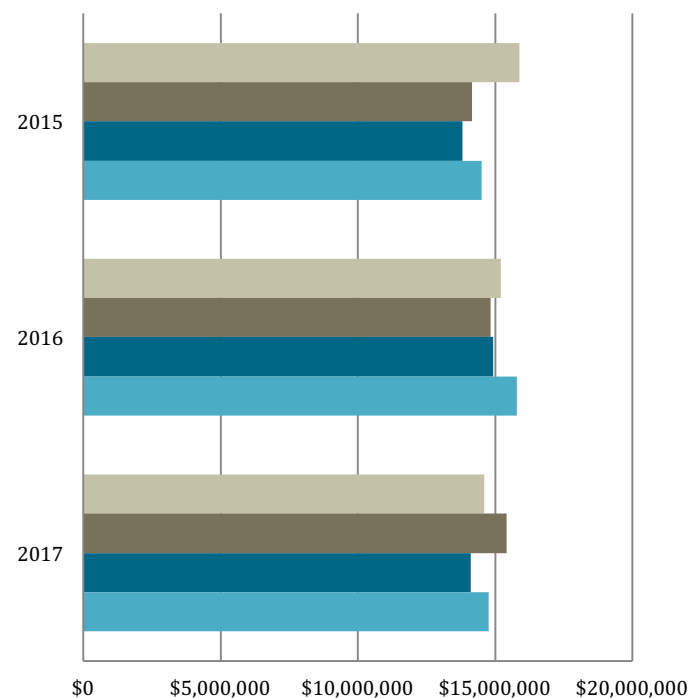
The graphs below show the volume sold and value sold of all titles in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	780,323	816,546	936,235
■ April Week 2	851,836	782,062	773,931
■ April Week 3	732,187	792,145	750,275
■ April Week 4	758,447	835,472	789,303

Value Sold (in millions of dollars)

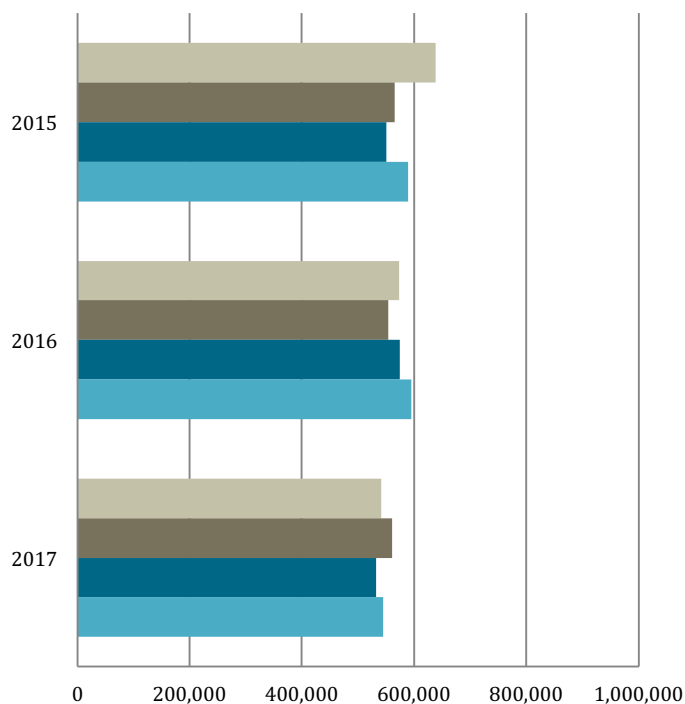


	2017	2016	2015
■ April Week 1	\$14,594,110.62	\$15,217,744.80	\$15,874,135.95
■ April Week 2	\$15,420,501.35	\$14,832,509.32	\$14,169,200.99
■ April Week 3	\$14,105,916.38	\$14,920,553.36	\$13,806,186.90
■ April Week 4	\$14,761,851.14	\$15,787,834.84	\$14,506,996.04

RING FENCE MARKET

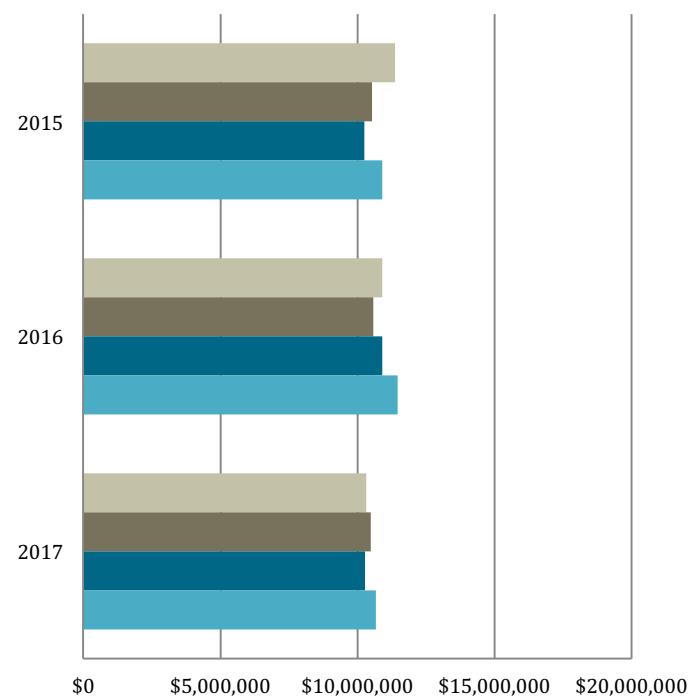
The graphs below show the volume sold and value sold of all titles in the Ring Fence Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	540,863	573,635	638,914
■ April Week 2	560,587	554,493	565,804
■ April Week 3	532,559	574,908	550,898
■ April Week 4	545,323	595,069	588,891

Value Sold (in millions of dollars)

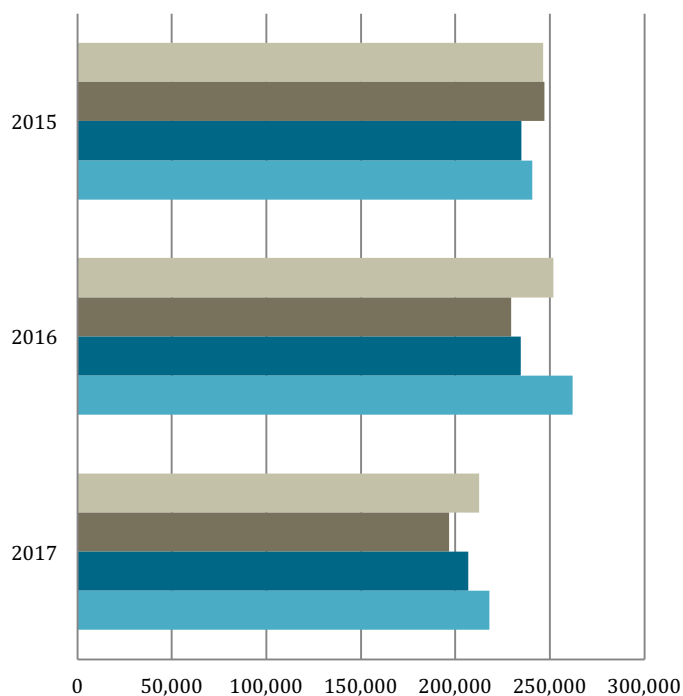


	2017	2016	2015
■ April Week 1	\$10,331,876.16	\$10,905,345.38	\$11,380,586.03
■ April Week 2	\$10,486,861.62	\$10,581,275.21	\$10,522,468.89
■ April Week 3	\$10,268,394.00	\$10,901,117.58	\$10,259,218.75
■ April Week 4	\$10,677,871.31	\$11,464,346.03	\$10,903,626.01

FICTION: ALL MARKET

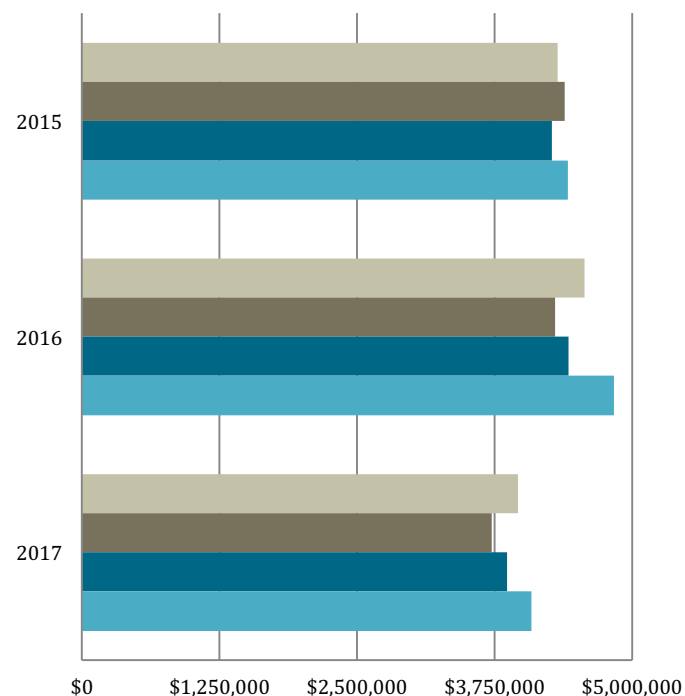
The graphs below show the volume sold and value sold of titles within the Fiction category in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	212,661	251,965	246,342
■ April Week 2	196,520	229,652	247,038
■ April Week 3	206,912	234,719	234,964
■ April Week 4	217,976	261,971	240,742

Value Sold (in millions of dollars)

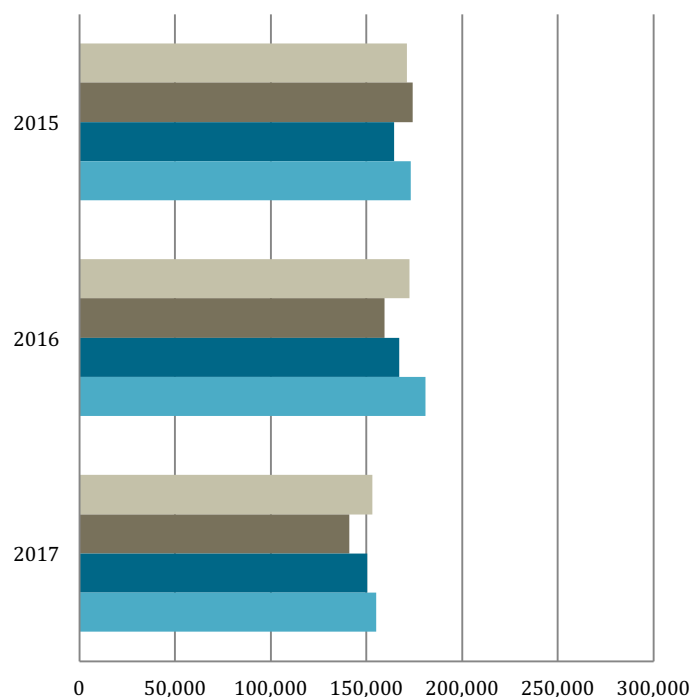


	2017	2016	2015
■ April Week 1	\$3,963,095.78	\$4,568,433.32	\$4,324,208.81
■ April Week 2	\$3,722,152.42	\$4,301,817.06	\$4,389,391.89
■ April Week 3	\$3,860,691.44	\$4,419,422.96	\$4,272,969.71
■ April Week 4	\$4,081,766.07	\$4,835,964.95	\$4,413,566.82

FICTION: RING FENCE MARKET

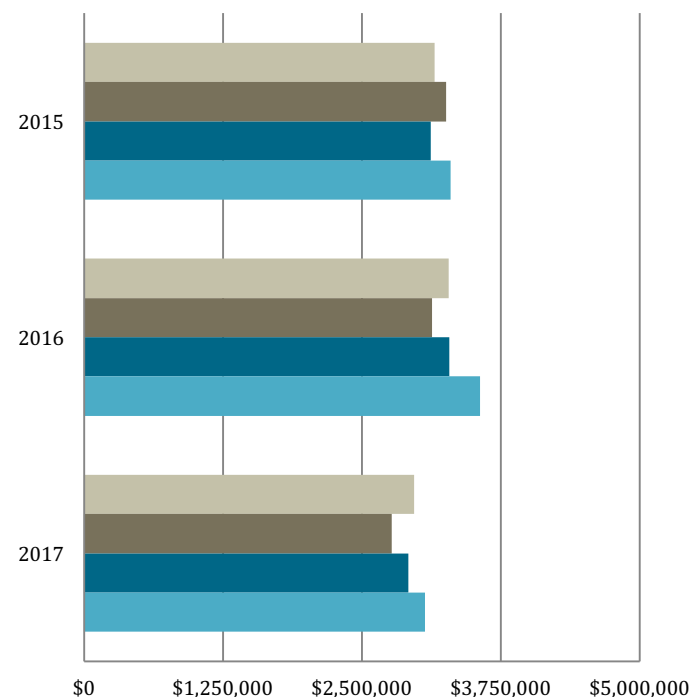
The graphs below show the volume sold and value sold of titles within the Fiction category in the Ring Fence Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	152,995	172,550	171,237
■ April Week 2	141,058	159,650	174,102
■ April Week 3	150,346	167,150	164,652
■ April Week 4	155,108	181,057	173,107

Value Sold (in millions of dollars)

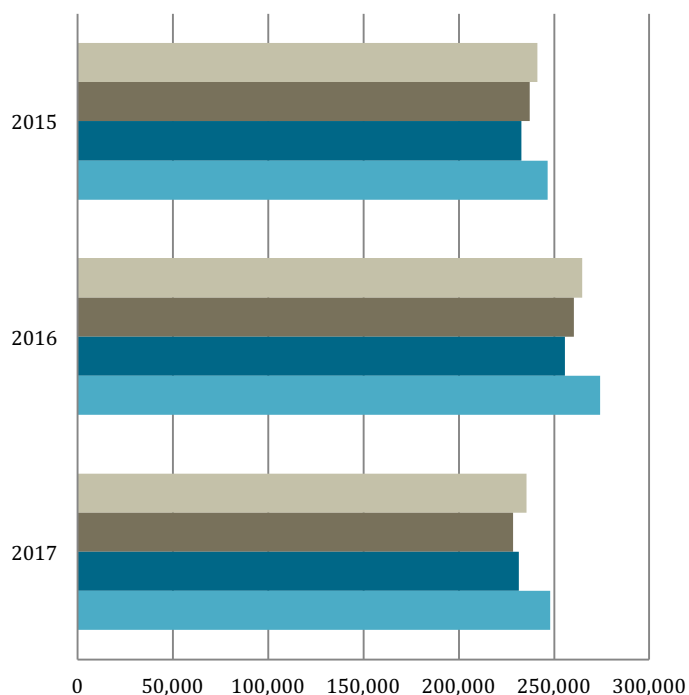


	2017	2016	2015
■ April Week 1	\$2,968,038.57	\$3,278,807.89	\$3,155,352.04
■ April Week 2	\$2,770,625.28	\$3,129,973.27	\$3,259,268.28
■ April Week 3	\$2,919,210.24	\$3,286,963.19	\$3,122,000.22
■ April Week 4	\$3,067,873.83	\$3,564,806.21	\$3,296,716.35

NON-FICTION: ALL MARKET

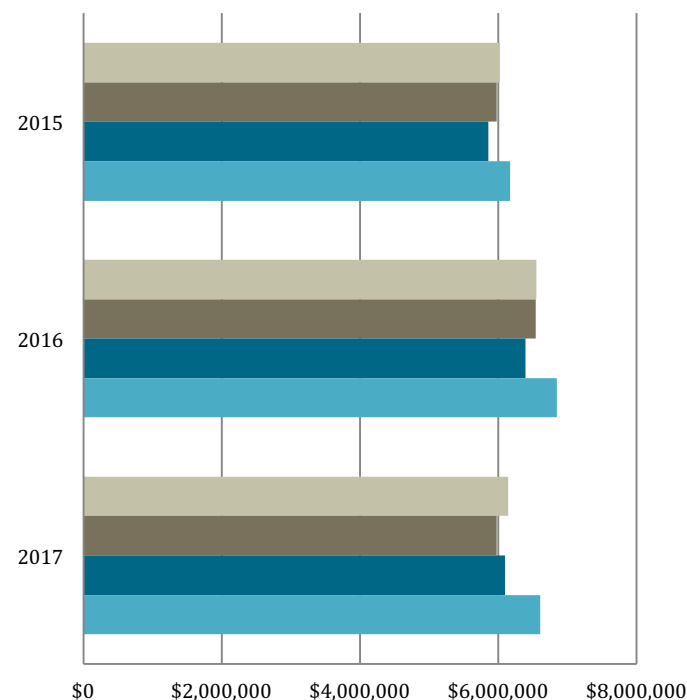
The graphs below show the volume sold and value sold of titles within the Non-Fiction category in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	235,464	264,790	241,266
■ April Week 2	228,579	260,540	237,146
■ April Week 3	231,560	255,586	233,048
■ April Week 4	248,019	274,335	246,496

Value Sold (in millions of dollars)

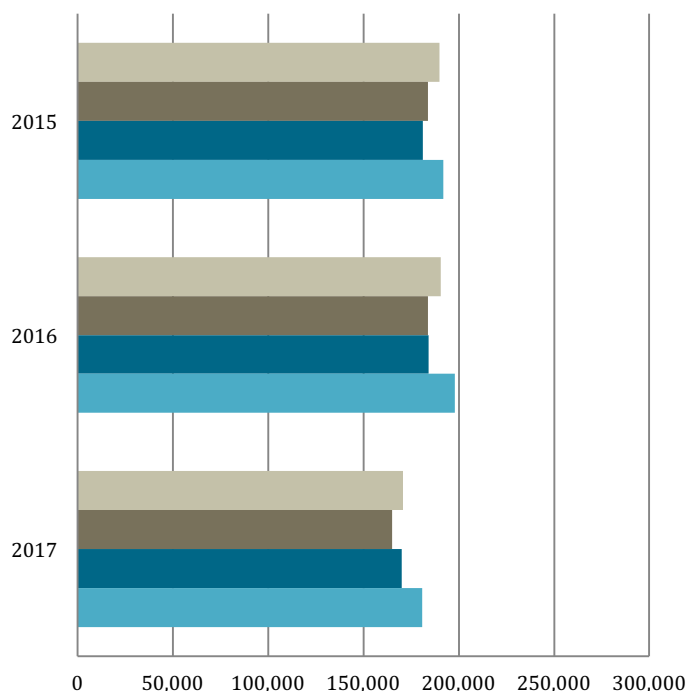


	2017	2016	2015
■ April Week 1	\$6,143,710.25	\$6,549,898.00	\$6,022,798.02
■ April Week 2	\$5,969,940.74	\$6,536,672.77	\$5,970,236.98
■ April Week 3	\$6,098,058.65	\$6,391,518.46	\$5,850,782.07
■ April Week 4	\$6,605,213.81	\$6,845,023.11	\$6,171,157.61

NON-FICTION: RING FENCE MARKET

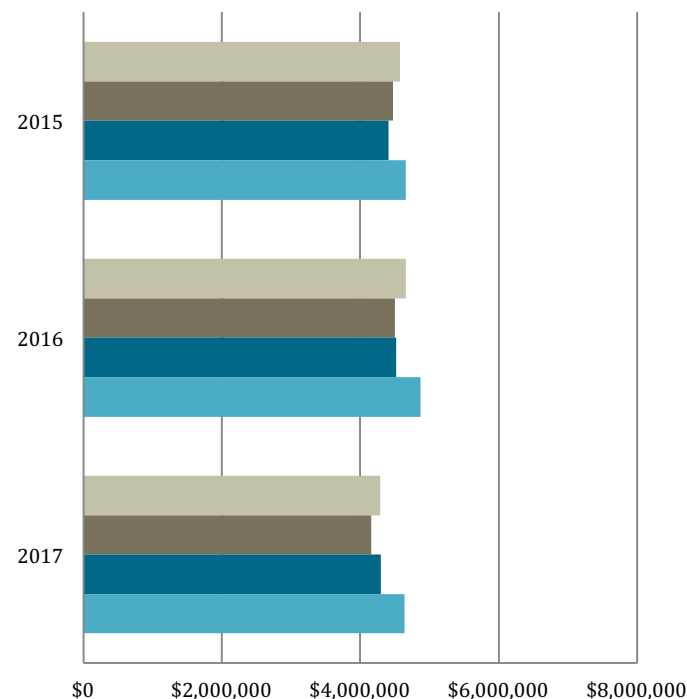
The graphs below show the volume sold and value sold of titles within the Non-Fiction category in the Ring Fence Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	170,887	190,536	189,943
■ April Week 2	165,095	183,775	183,855
■ April Week 3	170,135	184,048	181,276
■ April Week 4	180,796	197,815	192,010

Value Sold (in millions of dollars)

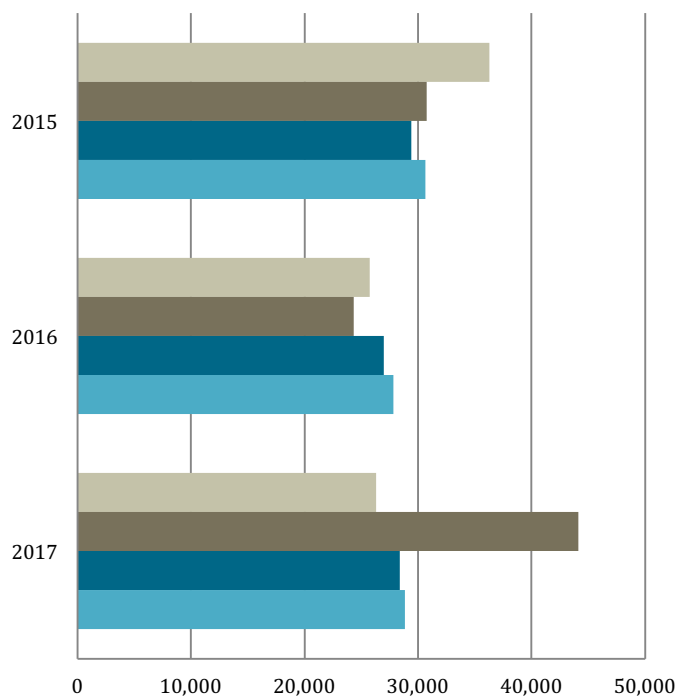


	2017	2016	2015
■ April Week 1	\$4,284,107.99	\$4,656,547.23	\$4,577,247.89
■ April Week 2	\$4,157,278.14	\$4,503,616.57	\$4,471,235.65
■ April Week 3	\$4,298,994.46	\$4,518,536.38	\$4,411,946.15
■ April Week 4	\$4,637,684.70	\$4,875,385.51	\$4,657,035.21

YOUNG ADULT: ALL MARKET

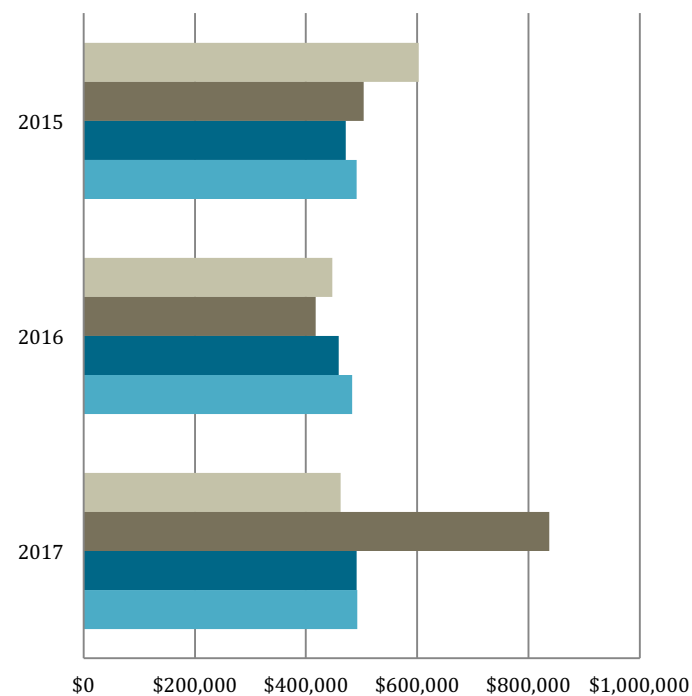
The graphs below show the volume sold and value sold of titles within the Young Adult category in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
April Week 1	26,282	25,733	36,295
April Week 2	44,123	24,359	30,780
April Week 3	28,410	26,960	29,405
April Week 4	28,856	27,850	30,643

Value Sold (in millions of dollars)

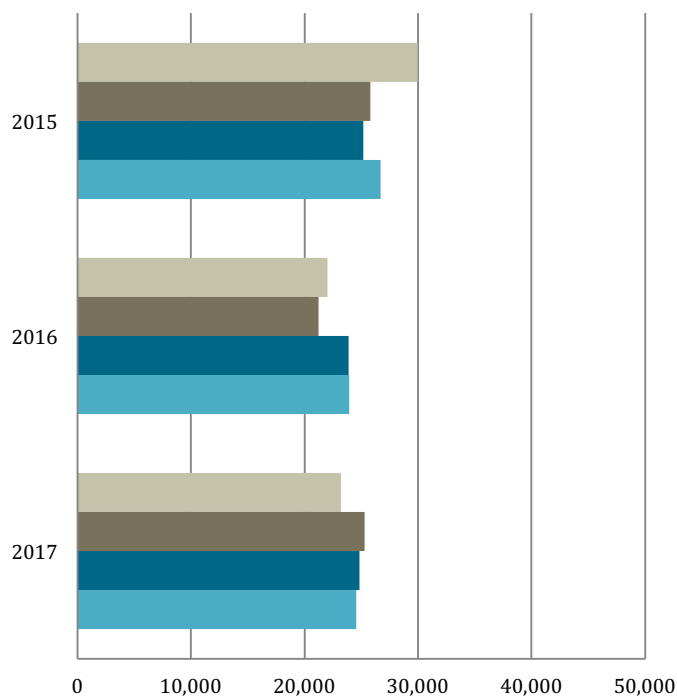


	2017	2016	2015
April Week 1	\$461,732.65	\$447,370.36	\$602,693.06
April Week 2	\$837,870.92	\$417,252.06	\$503,571.95
April Week 3	\$491,533.19	\$458,212.12	\$471,913.33
April Week 4	\$491,937.42	\$482,922.01	\$491,195.82

YOUNG ADULT: RING FENCE MARKET

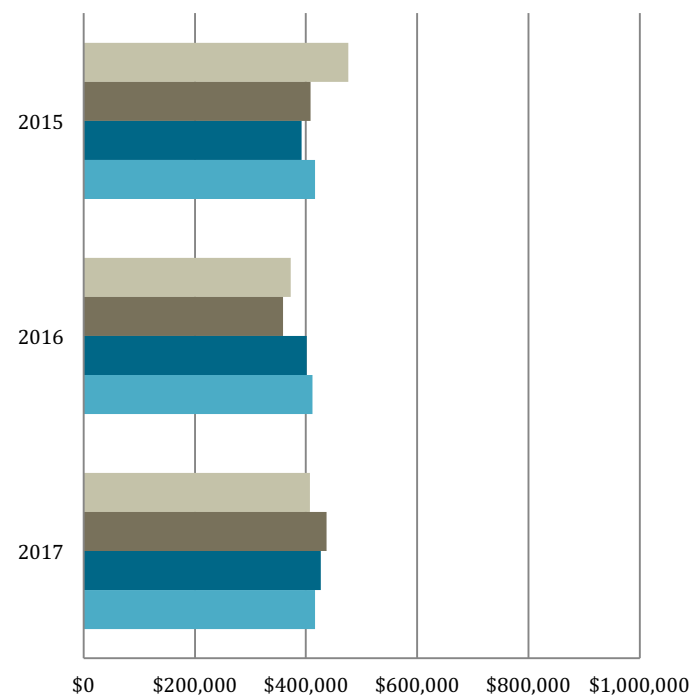
The graphs below show the volume sold and value sold of titles within the Young Adult category in the Ring Fence Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
April Week 1	23,226	22,008	29,983
April Week 2	25,316	21,258	25,810
April Week 3	24,816	23,875	25,188
April Week 4	24,547	23,916	26,682

Value Sold (in millions of dollars)

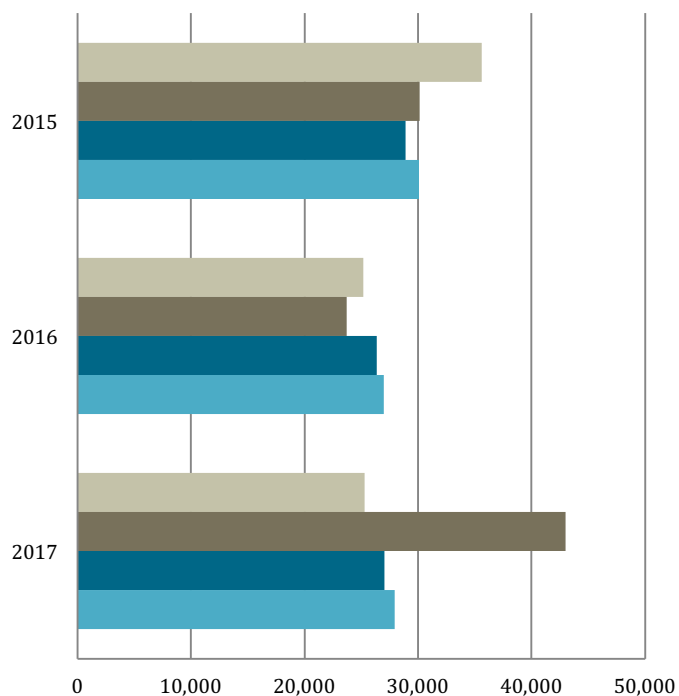


	2017	2016	2015
April Week 1	\$406,934.05	\$372,781.86	\$476,175.35
April Week 2	\$436,333.44	\$359,103.45	\$408,312.72
April Week 3	\$426,510.00	\$401,285.47	\$392,286.31
April Week 4	\$415,754.53	\$411,597.98	\$416,215.75

YOUNG ADULT FICTION: ALL MARKET

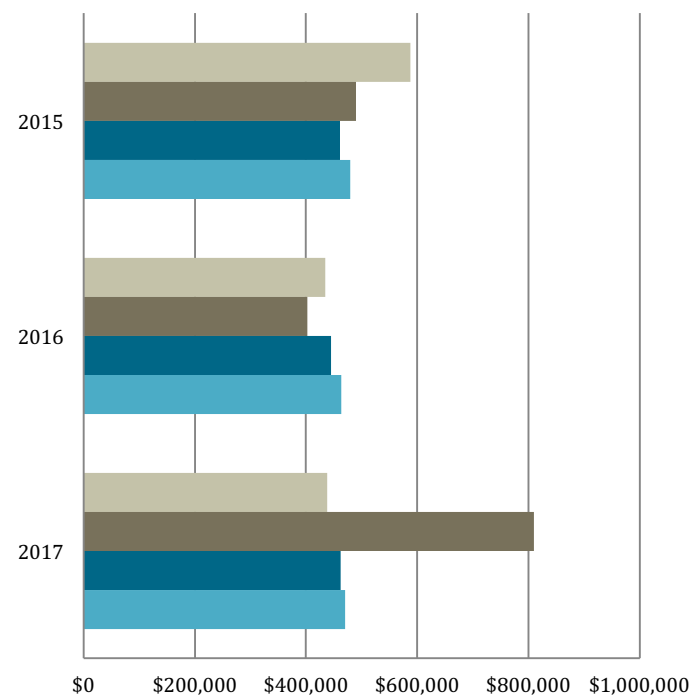
The graphs below show the volume sold and value sold of titles within the Young Adult Fiction category in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	25,279	25,159	35,621
■ April Week 2	42,993	23,718	30,165
■ April Week 3	27,067	26,360	28,886
■ April Week 4	27,935	27,005	30,084

Value Sold (in millions of dollars)

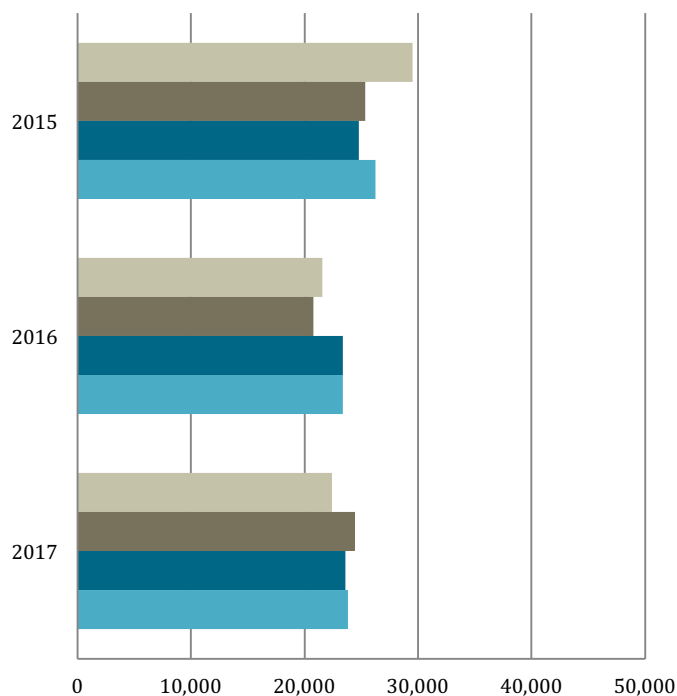


	2017	2016	2015
■ April Week 1	\$437,775.27	\$434,322.59	\$587,892.04
■ April Week 2	\$810,327.03	\$402,914.49	\$489,912.01
■ April Week 3	\$462,783.07	\$444,480.55	\$461,153.51
■ April Week 4	\$470,816.58	\$463,444.49	\$479,119.01

YOUNG ADULT FICTION: RING FENCE MARKET

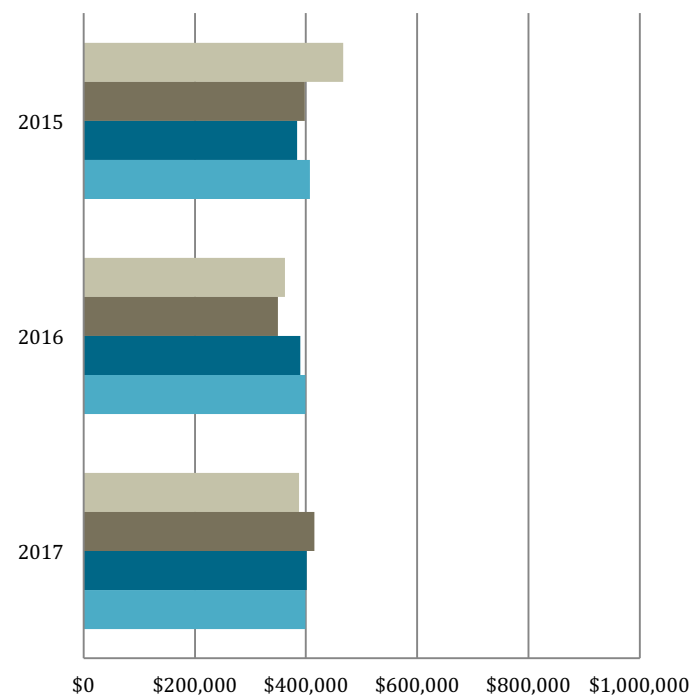
The graphs below show the volume sold and value sold of titles within the Young Adult Fiction category in the Ring Fence Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	22,426	21,555	29,527
■ April Week 2	24,446	20,810	25,329
■ April Week 3	23,625	23,368	24,786
■ April Week 4	23,820	23,378	26,270

Value Sold (in millions of dollars)

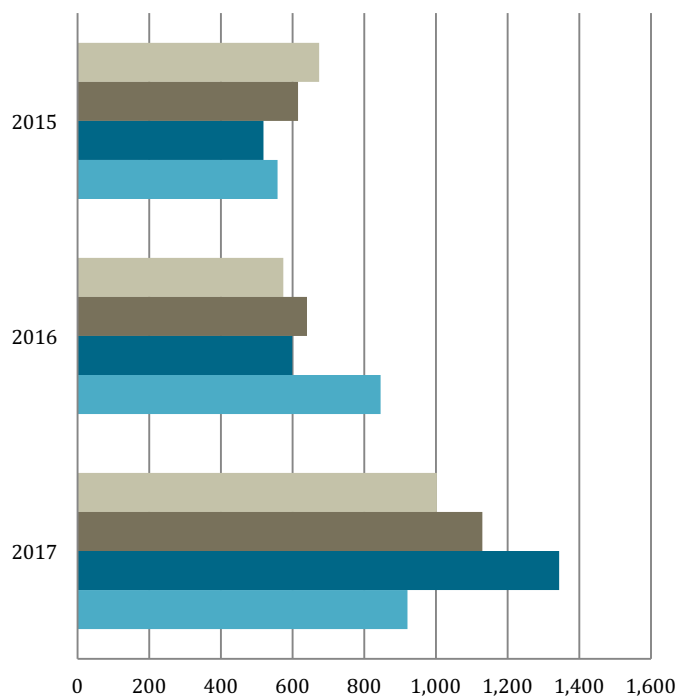


	2017	2016	2015
■ April Week 1	\$387,604.05	\$362,345.09	\$466,336.06
■ April Week 2	\$415,176.73	\$349,050.82	\$397,651.83
■ April Week 3	\$401,142.40	\$389,712.53	\$383,885.13
■ April Week 4	\$398,750.07	\$399,165.12	\$407,470.49

YOUNG ADULT NON-FICTION: ALL MARKET

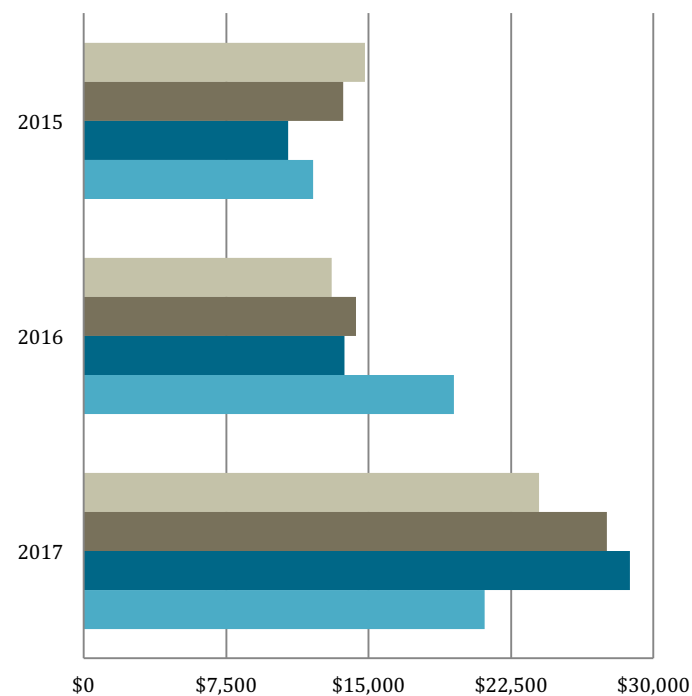
The graphs below show the volume sold and value sold of titles within the Young Adult Non-Fiction category in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
April Week 1	1,003	574	674
April Week 2	1,130	641	615
April Week 3	1,343	600	519
April Week 4	921	845	559

Value Sold (in millions of dollars)

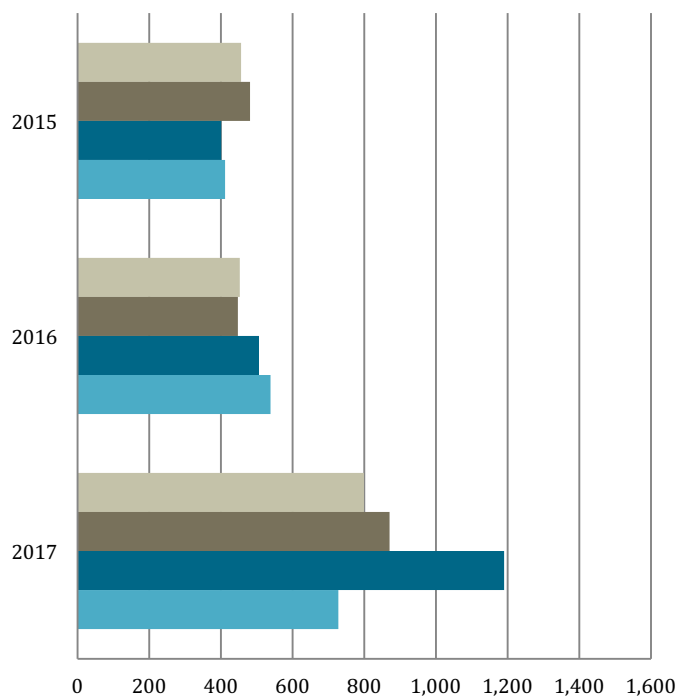


	2017	2016	2015
April Week 1	\$23,957.38	\$13,047.77	\$14,801.02
April Week 2	\$27,543.89	\$14,337.57	\$13,659.94
April Week 3	\$28,750.12	\$13,731.57	\$10,759.82
April Week 4	\$21,120.84	\$19,477.52	\$12,076.81

YOUNG ADULT NON-FICTION: RING FENCE MARKET

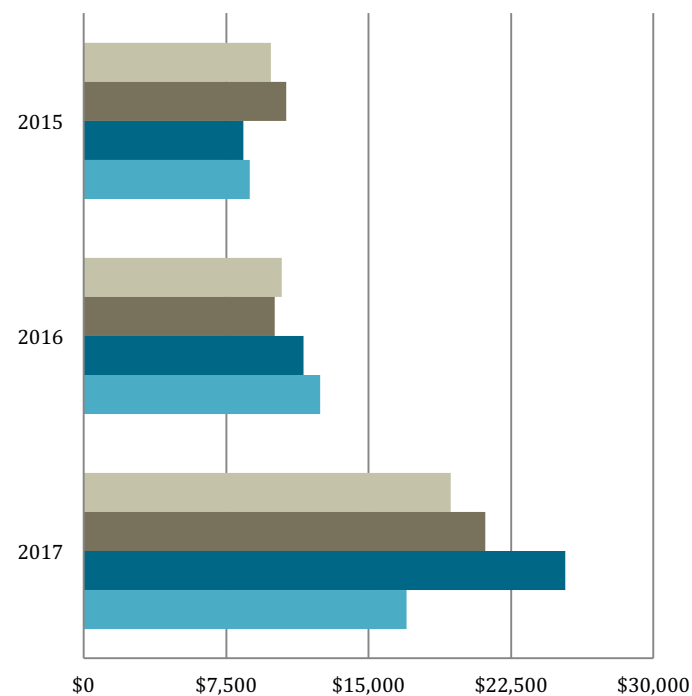
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Volume Sold (in units)



	2017	2016	2015
April Week 1	800	453	456
April Week 2	870	448	481
April Week 3	1,191	507	402
April Week 4	727	538	412

Value Sold (in millions of dollars)

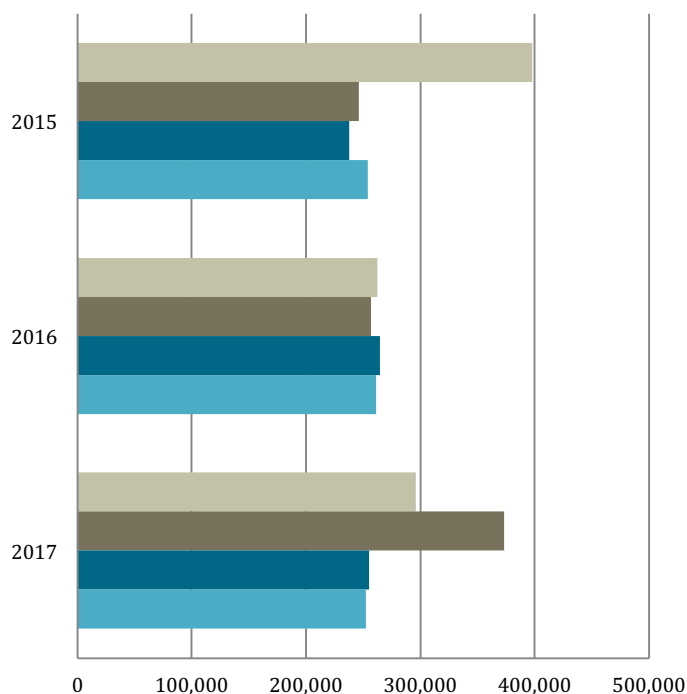


	2017	2016	2015
April Week 1	\$19,330.00	\$10,436.77	\$9,839.29
April Week 2	\$21,156.71	\$10,052.63	\$10,660.89
April Week 3	\$25,367.60	\$11,572.94	\$8,401.18
April Week 4	\$17,004.46	\$12,432.86	\$8,745.26

JUVENILE: ALL MARKET

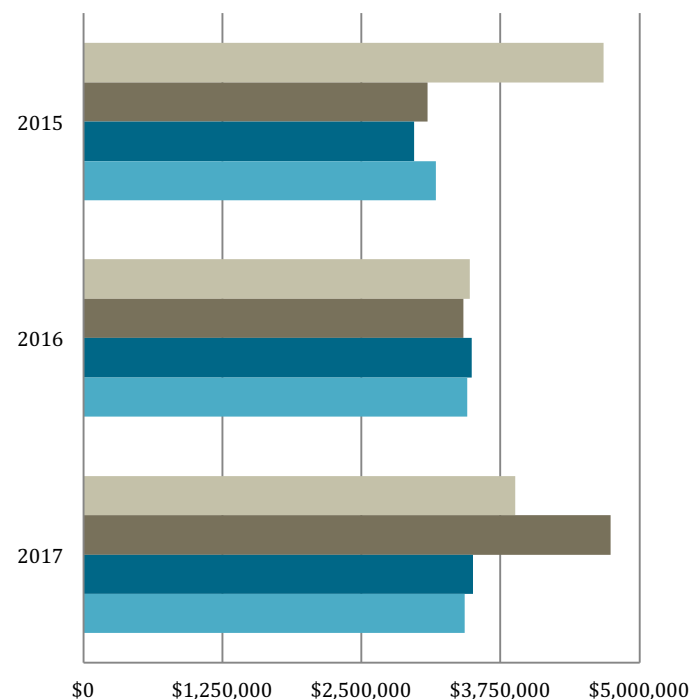
The graphs below show the volume sold and value sold of titles within the Juvenile category in the All Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	296,109	262,357	397,954
■ April Week 2	372,950	257,033	246,294
■ April Week 3	254,879	264,808	237,590
■ April Week 4	252,455	261,053	254,089

Value Sold (in millions of dollars)

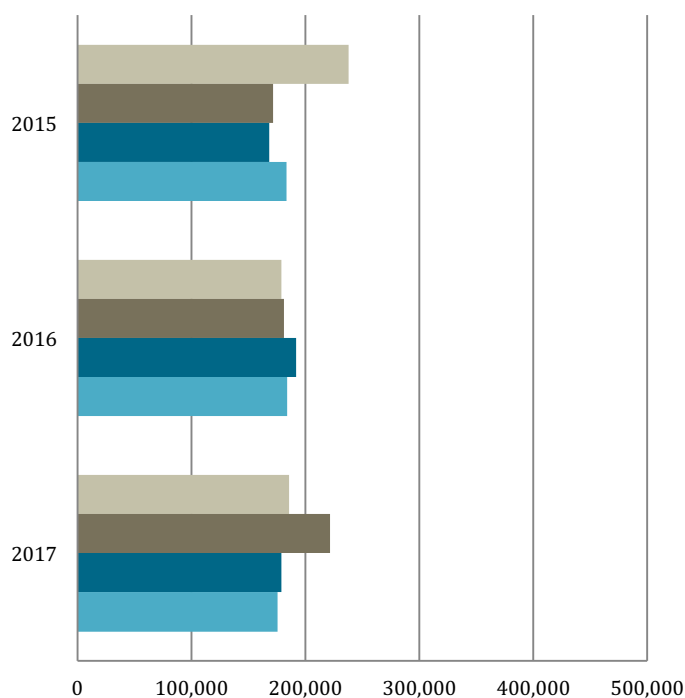


	2017	2016	2015
■ April Week 1	\$3,885,592.58	\$3,473,299.26	\$4,679,733.66
■ April Week 2	\$4,739,504.55	\$3,419,141.68	\$3,096,297.84
■ April Week 3	\$3,504,876.76	\$3,489,602.26	\$2,976,079.76
■ April Week 4	\$3,429,371.65	\$3,448,563.73	\$3,171,226.85

JUVENILE: RING FENCE MARKET

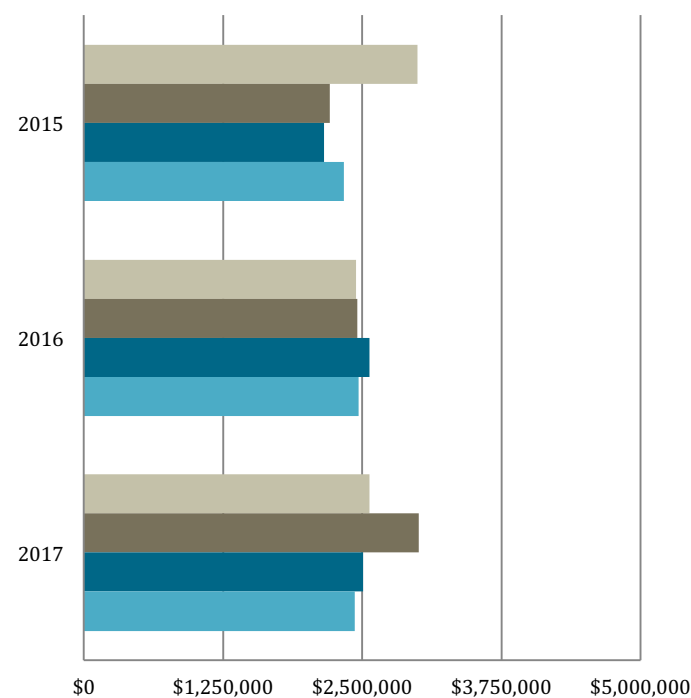
The graphs below show the volume sold and value sold of titles within the Juvenile category in the Ring Fence Market for the entire month of April in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	185,846	178,997	237,990
■ April Week 2	221,529	181,365	171,866
■ April Week 3	178,914	191,805	168,419
■ April Week 4	175,694	183,908	183,745

Value Sold (in millions of dollars)

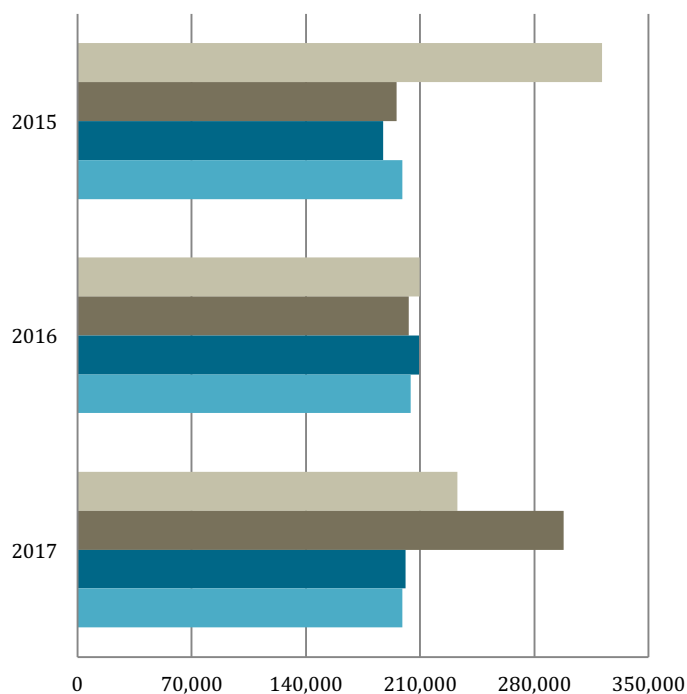


	2017	2016	2015
■ April Week 1	\$2,563,951.96	\$2,445,501.20	\$2,995,394.36
■ April Week 2	\$3,008,226.76	\$2,457,925.25	\$2,211,450.29
■ April Week 3	\$2,507,778.18	\$2,566,908.81	\$2,157,717.67
■ April Week 4	\$2,433,241.84	\$2,468,345.09	\$2,336,518.16

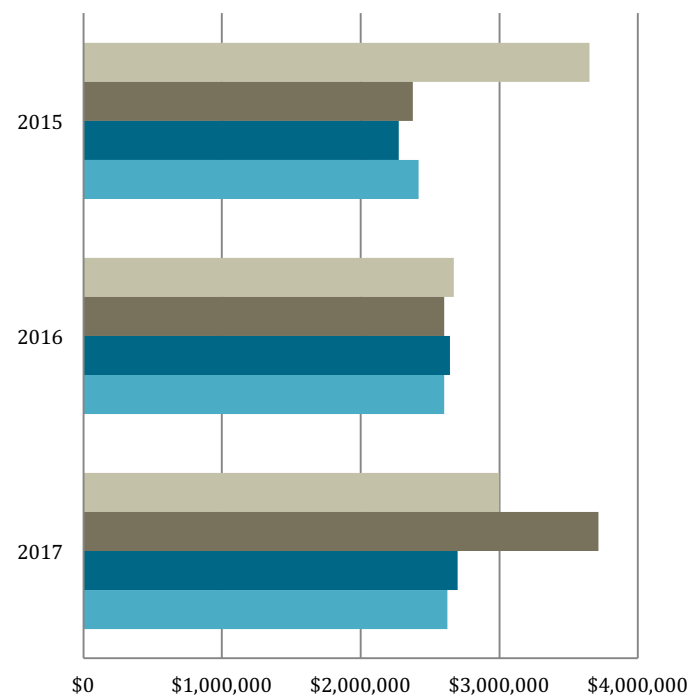
JUVENILE FICTION: ALL MARKET

The graphs below show the volume sold and value sold of titles within the Juvenile Fiction category in the All Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



Value Sold (in millions of dollars)



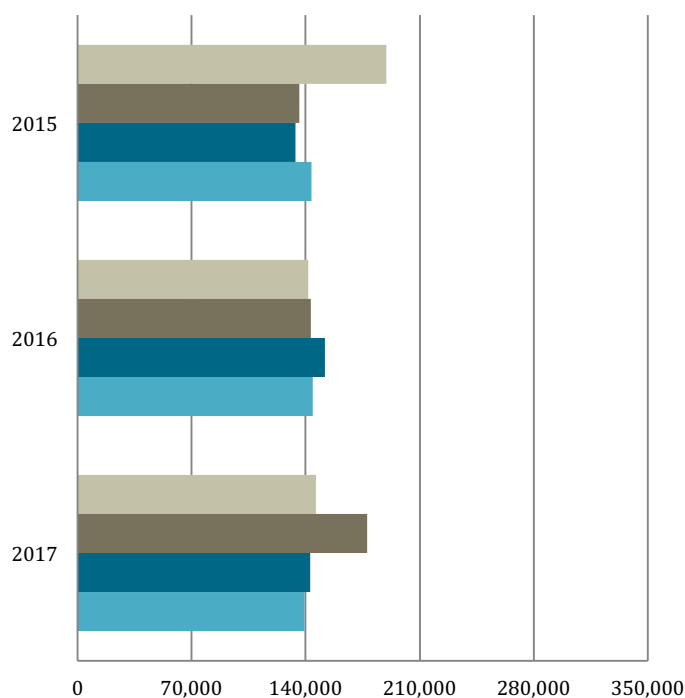
	2017	2016	2015
■ April Week 1	232,952	209,551	321,617
■ April Week 2	298,051	203,235	195,591
■ April Week 3	200,950	209,427	187,502
■ April Week 4	199,121	204,377	199,106

	2017	2016	2015
■ April Week 1	\$2,998,049.08	\$2,671,844.54	\$3,649,944.53
■ April Week 2	\$3,712,336.64	\$2,602,694.82	\$2,375,180.15
■ April Week 3	\$2,698,580.49	\$2,645,386.20	\$2,275,624.04
■ April Week 4	\$2,626,786.41	\$2,604,144.46	\$2,417,036.65

JUVENILE FICTION: RING FENCE MARKET

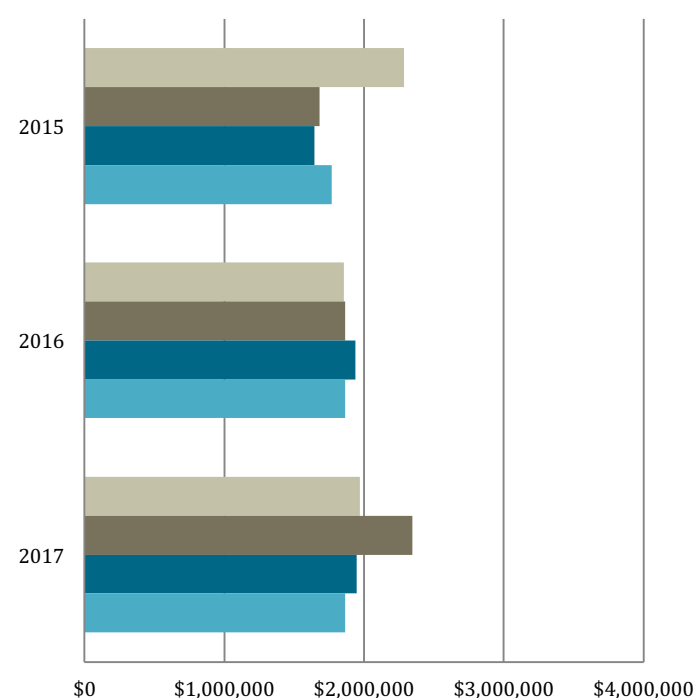
The graphs below show the volume sold and value sold of titles within the Juvenile Fiction category in the Ring Fence Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	146,452	141,457	189,627
■ April Week 2	177,847	143,337	136,146
■ April Week 3	142,946	151,866	133,659
■ April Week 4	139,471	144,409	143,524

Value Sold (in millions of dollars)

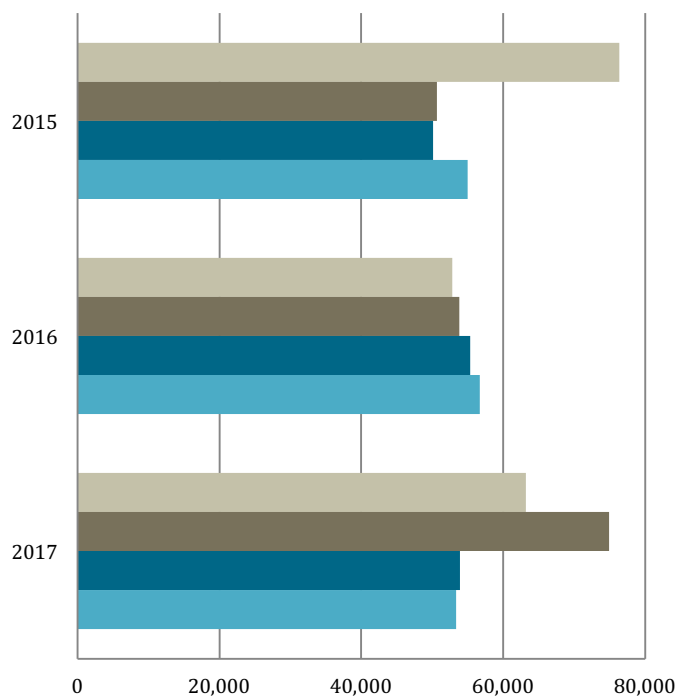


	2017	2016	2015
■ April Week 1	\$1,969,324.98	\$1,857,254.62	\$2,286,064.31
■ April Week 2	\$2,345,291.95	\$1,865,097.41	\$1,679,735.27
■ April Week 3	\$1,947,676.15	\$1,939,721.53	\$1,645,106.98
■ April Week 4	\$1,866,281.07	\$1,862,641.18	\$1,766,653.38

JUVENILE NON-FICTION: ALL MARKET

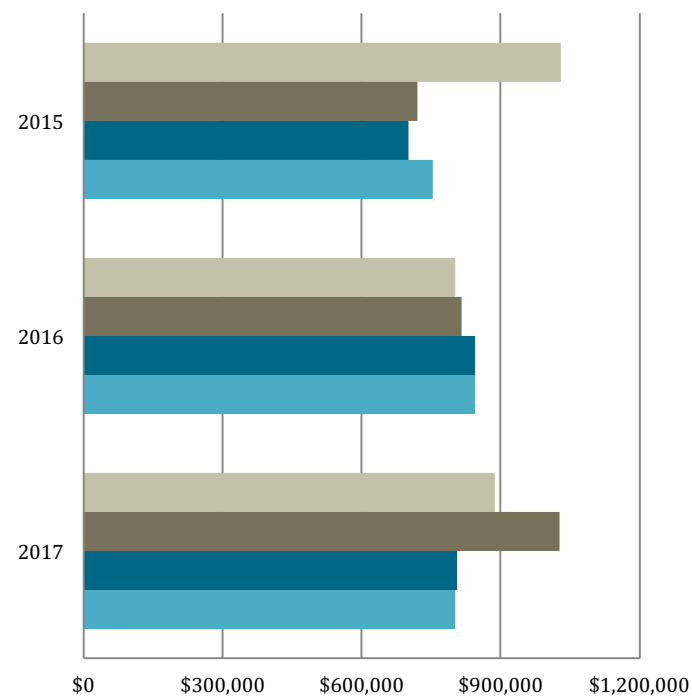
The graphs below show the volume sold and value sold of titles within the Juvenile Non-Fiction category in the All Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the All Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the All Market.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	63,157	52,806	76,337
■ April Week 2	74,899	53,798	50,703
■ April Week 3	53,929	55,381	50,088
■ April Week 4	53,334	56,676	54,983

Value Sold (in millions of dollars)

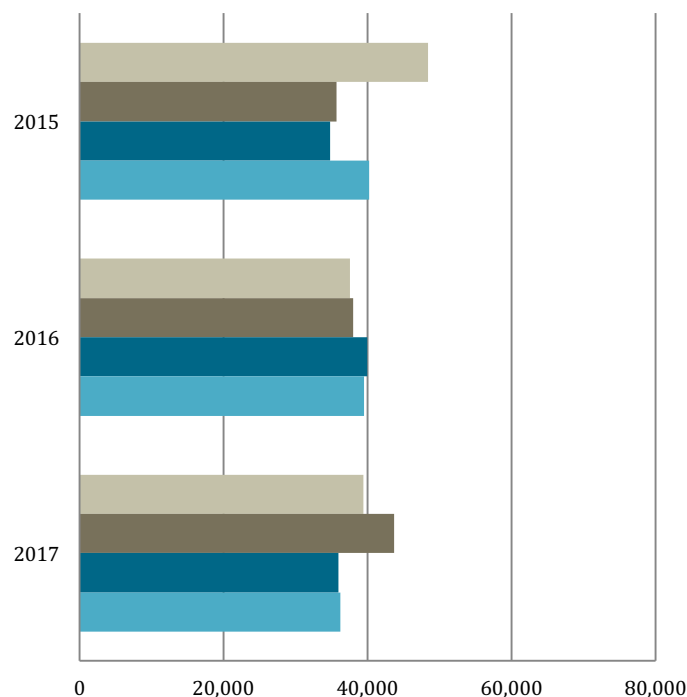


	2017	2016	2015
■ April Week 1	\$887,543.50	\$801,454.72	\$1,029,789.13
■ April Week 2	\$1,027,167.91	\$816,446.86	\$721,117.69
■ April Week 3	\$806,296.27	\$844,216.06	\$700,455.72
■ April Week 4	\$802,585.24	\$844,419.27	\$754,190.20

JUVENILE NON-FICTION: RING FENCE MARKET

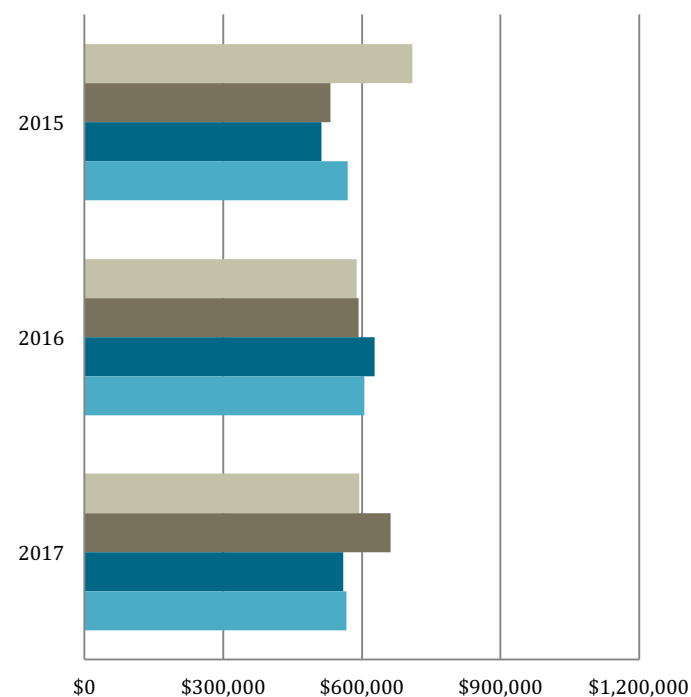
The graphs below show the volume sold and value sold of titles within the Juvenile Non-Fiction category in the Ring Fence Market for the entire month of January in 2015, 2016, and 2017. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the number of units sold for each recorded title. In the Volume Sold graph, the horizontal axis measures the total units sold in the Ring Fence Market. In the Value Sold graph, the horizontal axis measures the total dollar value of sales in the Ring Fence.

Volume Sold (in units)



	2017	2016	2015
■ April Week 1	39,394	37,540	48,363
■ April Week 2	43,682	38,028	35,720
■ April Week 3	35,968	39,939	34,760
■ April Week 4	36,223	39,499	40,221

Value Sold (in millions of dollars)

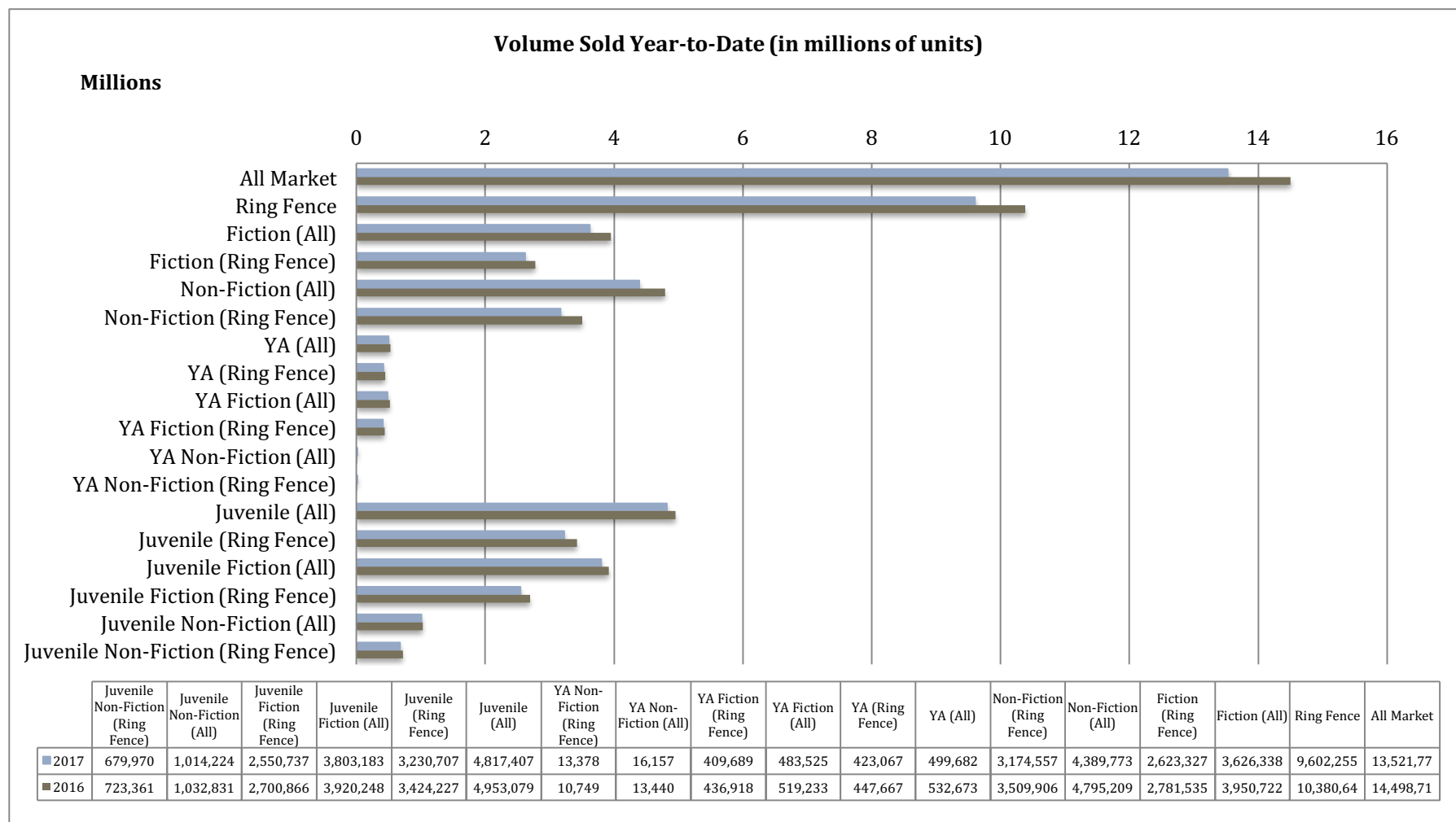


	2017	2016	2015
■ April Week 1	\$594,626.98	\$588,246.58	\$709,330.05
■ April Week 2	\$662,934.81	\$592,827.84	\$531,715.02
■ April Week 3	\$560,102.03	\$627,187.28	\$512,610.69
■ April Week 4	\$566,960.77	\$605,703.91	\$569,864.78

YEAR-TO-DATE COMPARISON

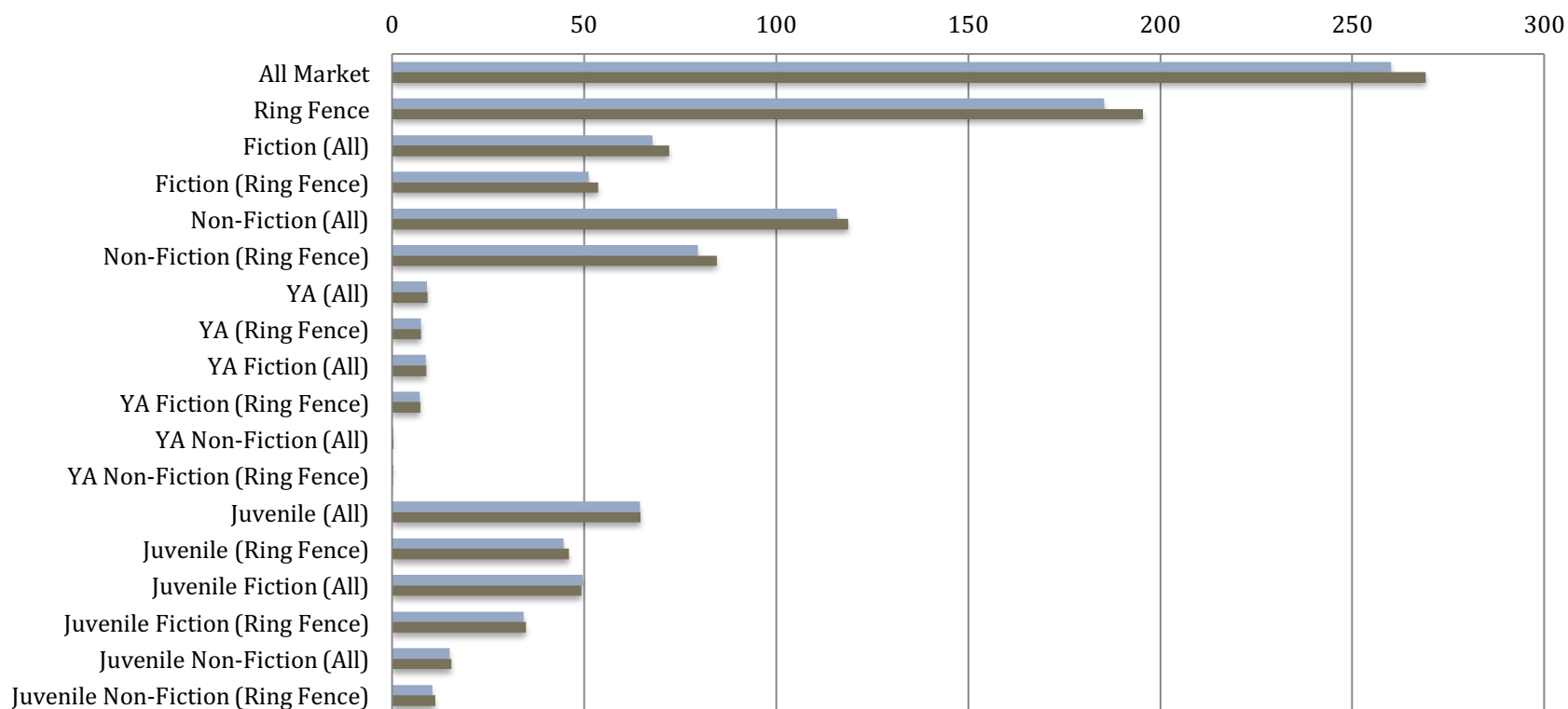
The following graphs outline the year-to-date volume and value sold for the year-to-date of 2016 and 2017. The graphs compare 2017's year-to-date numbers with the comparable period in 2016. While we are dealing in weekly periods, the weeks do not align exactly, but the same number of weeks is compared for each year. The time periods for this comparison are as follows:

- 2017: Week ending April 30, 2017
- 2016: Week ending May 1, 2016



Value Sold Year-to-Date (in millions of dollars)

Millions



	Juvenile Non-Fiction (Ring Fence)	Juvenile Non-Fiction (All)	Juvenile Fiction (Ring Fence)	Juvenile Fiction (All)	Juvenile (Ring Fence)	Juvenile (All)	YA Non-Fiction (Ring Fence)	YA Non-Fiction (All)	YA Fiction (Ring Fence)
■ 2017	\$10,500,570.82	\$14,959,110.65	\$34,202,929.31	\$49,552,267.12	\$44,703,500.13	\$64,511,377.77	\$317,057.73	\$379,562.20	\$7,254,422.84
■ 2016	\$11,191,217.11	\$15,413,932.54	\$34,931,675.63	\$49,342,563.01	\$46,122,892.74	\$64,756,495.55	\$241,786.45	\$300,684.32	\$7,331,875.50

	YA Fiction (All)	YA (Ring Fence)	YA (All)	Non-Fiction (Ring Fence)	Non-Fiction (All)	Fiction (Ring Fence)	Fiction (All)	Ring Fence	All Market
■ 2017	\$8,710,212.95	\$7,571,480.57	\$9,089,775.15	\$79,637,353.29	\$115,784,935.57	\$51,244,238.85	\$67,808,598.22	\$185,436,354.82	\$260,073,735.17
■ 2016	\$8,916,219.51	\$7,573,661.95	\$9,216,903.83	\$84,531,988.71	\$118,676,006.03	\$53,597,108.32	\$72,121,539.18	\$195,462,024.34	\$269,124,910.80