



A RESEARCH REPORT BY BOOKNET CANADA

BNC

RESEARCH 07.2018

June SalesData Market Report



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 June in the years 2016 to 2018. 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. In June 2018, we have reconfigured our ring fence (comparable store group) in order to better represent the market and because of these changes comparison to some prior years is not possible. This report contains only 2016, 2017, and 2018 data.

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, Young Adult, Young Adult Fiction, and Young Adult 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, Young Adult, Young Adult Fiction, and Young Adult Non-Fiction data.

REPORT DATES

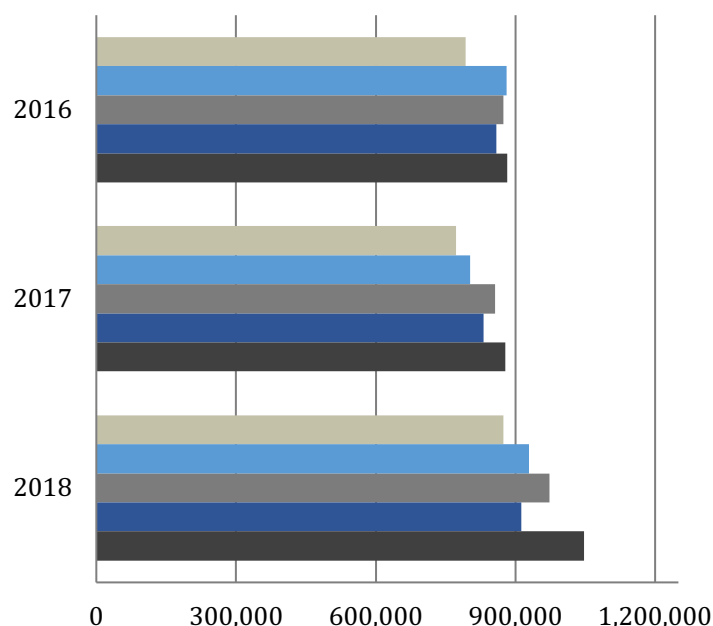
This report aims to encapsulate data from most days in June. Because BNC’s sales data is grouped according to week-ending dates, the time periods for the selected years’ month June also include a few days’ worth of data from the previous month or the following month. The specific week-ending dates used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

	2018	2017	2016
Week 1	03-June	04-June	05-June
Week 2	10-June	11-June	12-June
Week 3	17-June	18-June	19-June
Week 4	24-June	25-June	26-June
Week 5	01-July	02-July	03-July

ALL MARKET

The graphs below show the volume sold and value sold of all titles in the All Market for the entire month of June in 2016, 2017, and 2018. 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.

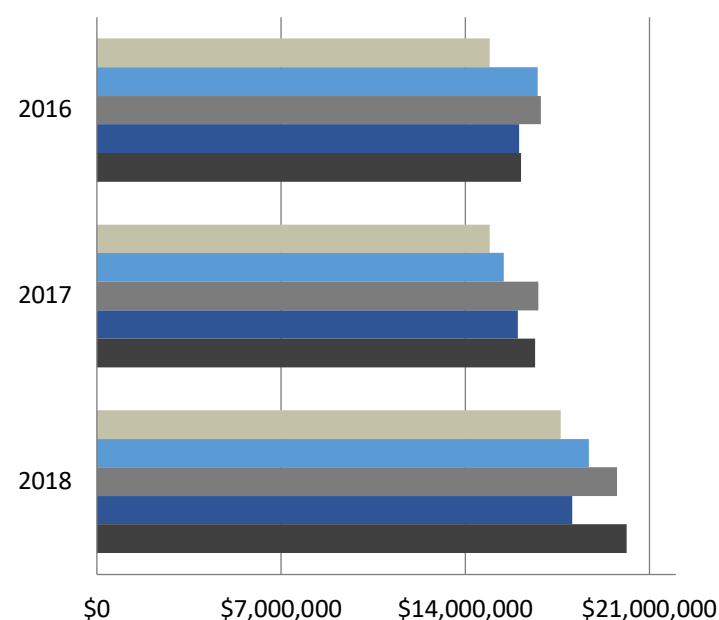
Volume Sold (in units)



	2018	2017	2016
■ June Week 1	874,363	772,275	792,481
■ June Week 2	929,447	802,097	881,145
■ June Week 3	972,687	856,397	873,575
■ June Week 4	912,514	832,050	858,711
■ June Week 5	1,047,205	877,915	882,645

Total	4,736,216	4,140,734	4,288,557
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Value Sold (in millions of dollars)



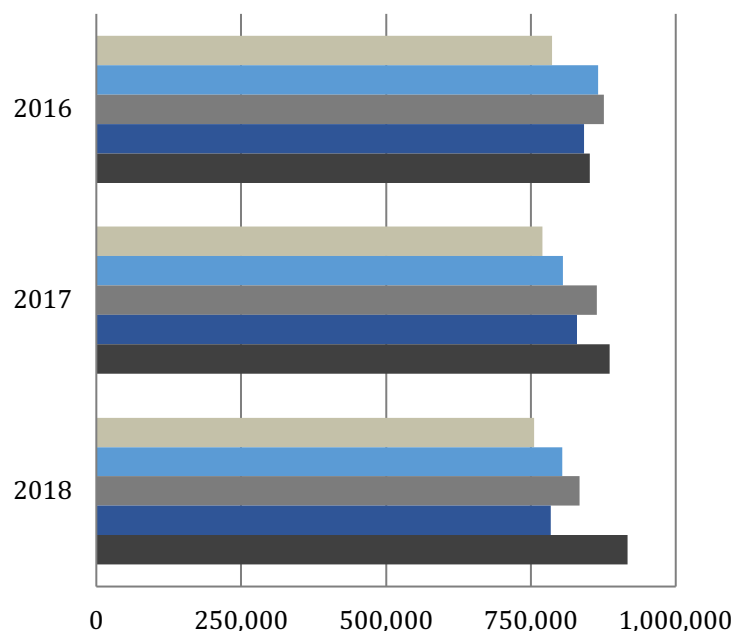
	2018	2017	2016
■ June Week 1	\$17,615,980.91	\$14,915,577.60	\$14,920,609.70
■ June Week 2	\$18,701,375.15	\$15,464,421.26	\$16,755,377.70
■ June Week 3	\$19,777,270.29	\$16,776,154.33	\$16,863,773.01
■ June Week 4	\$18,070,719.00	\$16,003,808.58	\$16,033,920.90
■ June Week 5	\$20,124,517.36	\$16,659,198.02	\$16,116,212.18

Total	\$94,289,862.71	\$79,819,159.79	\$80,689,893.49
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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 June in 2016, 2017, and 2018. 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.

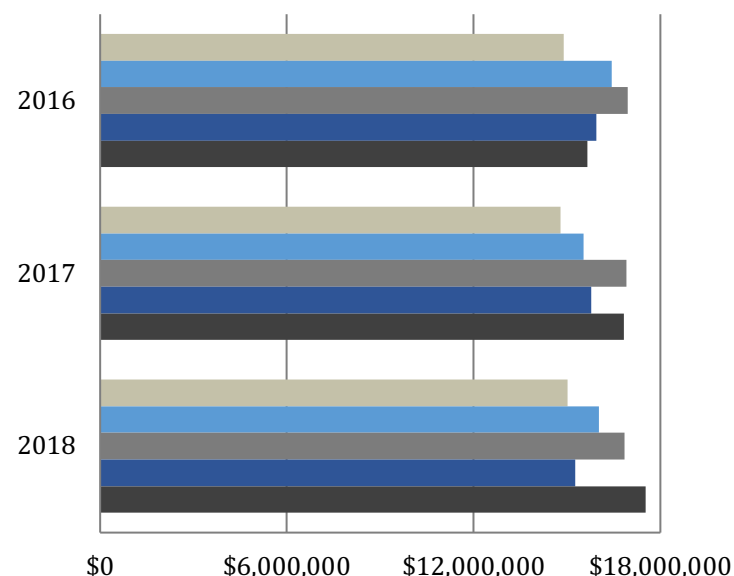
Volume Sold (in units)



	2018	2017	2016
June Week 1	756,104	769,680	786,424
June Week 2	804,220	804,734	866,166
June Week 3	834,330	863,677	876,279
June Week 4	784,769	829,724	841,281
June Week 5	916,547	886,040	852,205

Total	4,095,970	4,153,855	4,222,355
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Value Sold (in millions of dollars)



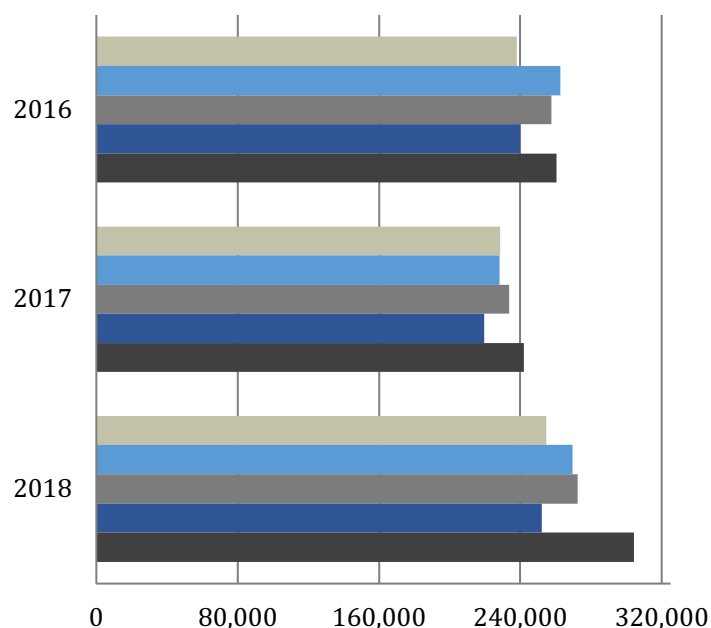
	2018	2017	2016
June Week 1	\$15,027,690.81	\$14,801,036.39	\$14,890,116.06
June Week 2	\$16,023,280.85	\$15,530,991.63	\$16,433,952.48
June Week 3	\$16,855,526.22	\$16,904,758.06	\$16,941,922.62
June Week 4	\$15,274,236.49	\$15,784,975.29	\$15,946,786.40
June Week 5	\$17,530,009.79	\$16,836,697.43	\$15,655,540.98

Total	\$80,710,744.16	\$79,858,458.80	\$79,868,318.54
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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 June in 2016, 2017, and 2018. 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.

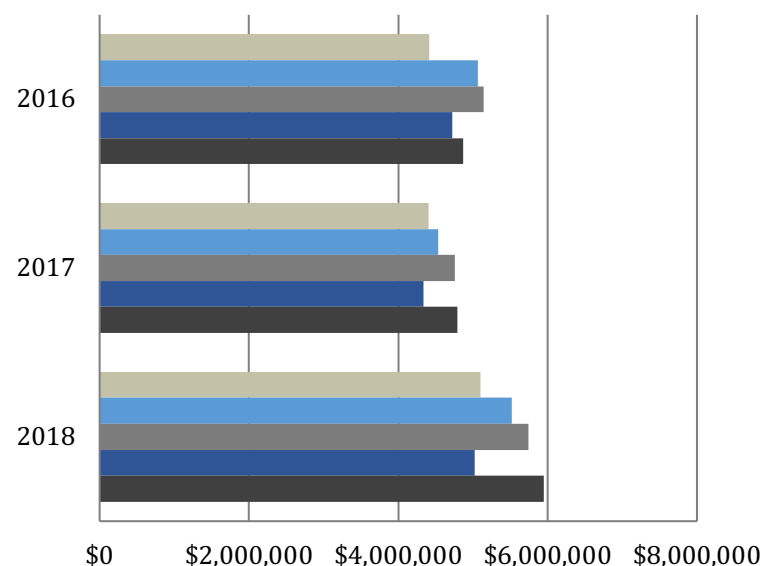
Volume Sold (in units)



	2018	2017	2016
■ June Week 1	254,838	228,597	237,971
■ June Week 2	269,606	228,407	262,533
■ June Week 3	272,317	233,506	257,632
■ June Week 4	252,305	219,617	239,960
■ June Week 5	304,135	241,940	260,517

Total	1,353,201	1,152,067	1,258,613
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Value Sold (in millions of dollars)



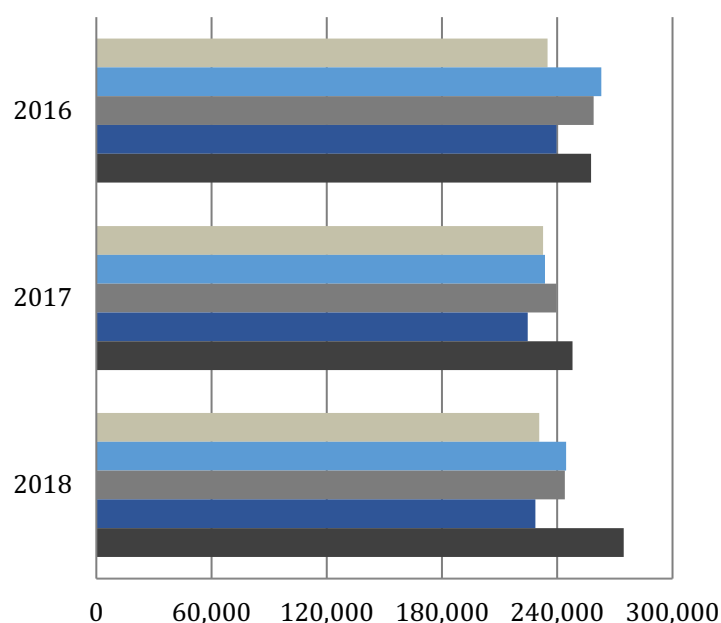
	2018	2017	2016
■ June Week 1	\$5,098,975.85	\$4,408,389.87	\$4,418,255.22
■ June Week 2	\$5,522,500.47	\$4,533,235.21	\$5,062,150.87
■ June Week 3	\$5,738,888.49	\$4,758,840.12	\$5,144,773.43
■ June Week 4	\$5,019,362.88	\$4,336,380.79	\$4,723,061.65
■ June Week 5	\$5,947,870.76	\$4,794,145.41	\$4,870,763.46

Total	\$27,327,598.45	\$22,830,991.40	\$24,219,004.63
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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 June in 2016, 2017, and 2018. 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.

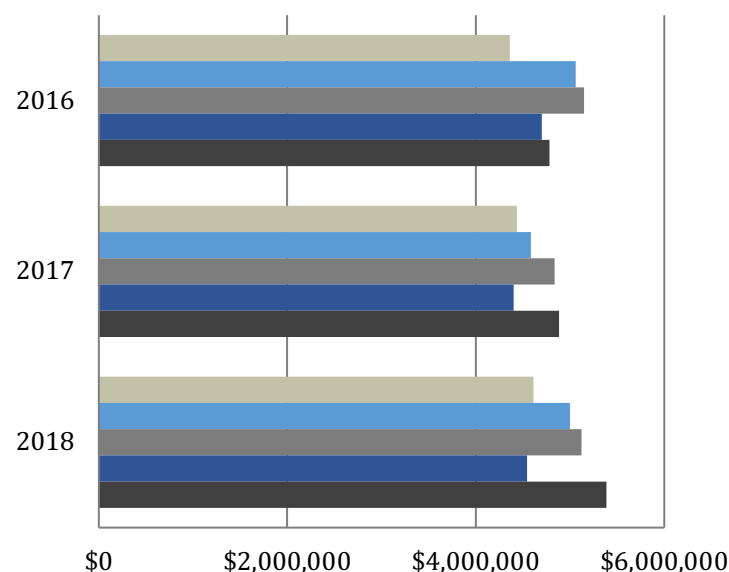
Volume Sold (in units)



	2018	2017	2016
June Week 1	230,630	232,620	234,929
June Week 2	244,480	233,672	263,070
June Week 3	244,013	239,458	258,925
June Week 4	228,697	224,477	239,682
June Week 5	274,742	247,937	257,496

Total	1,222,562	1,178,164	1,254,102
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Value Sold (in millions of dollars)



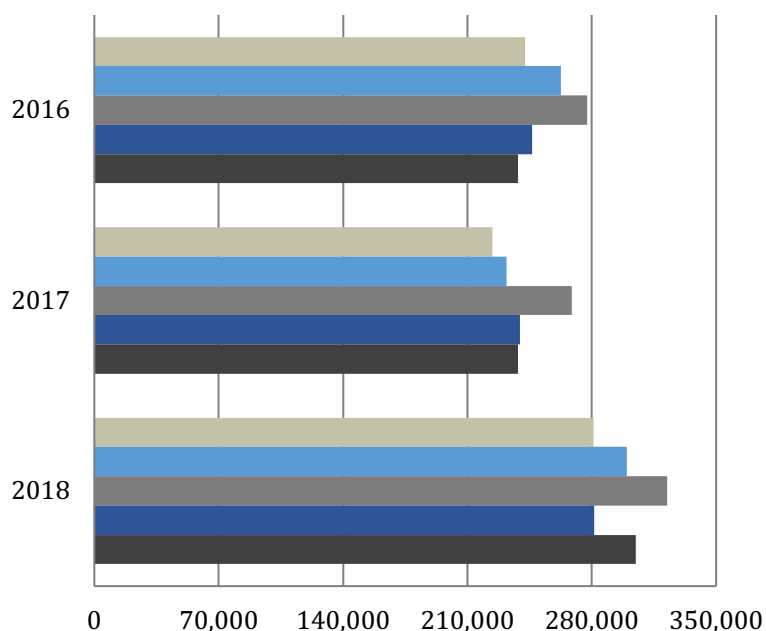
	2018	2017	2016
June Week 1	\$4,610,416.30	\$4,438,784.26	\$4,358,270.97
June Week 2	\$4,999,323.92	\$4,588,216.24	\$5,057,289.62
June Week 3	\$5,123,989.32	\$4,838,111.80	\$5,145,977.85
June Week 4	\$4,542,156.10	\$4,404,308.38	\$4,702,293.57
June Week 5	\$5,384,011.39	\$4,881,156.91	\$4,783,278.11

Total	\$24,659,897.03	\$23,150,577.59	\$24,047,110.12
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NON-FICTION: ALL MARKET

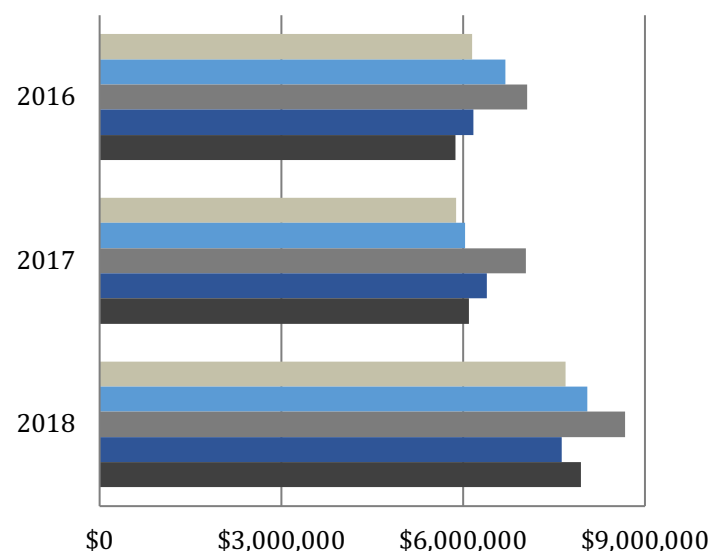
The graphs below show the volume sold and value sold of titles within the Non-Fiction category in the All Market for the entire month of June in 2016, 2017, and 2018. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices multiplied by the 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)



	2018	2017	2016
■ June Week 1	280,900	224,196	242,331
■ June Week 2	299,726	231,966	262,520
■ June Week 3	322,384	268,624	277,363
■ June Week 4	281,390	239,739	246,436
■ June Week 5	304,750	238,538	238,494
Total	1,489,150	1,203,063	1,267,144

Value Sold (in millions of dollars)

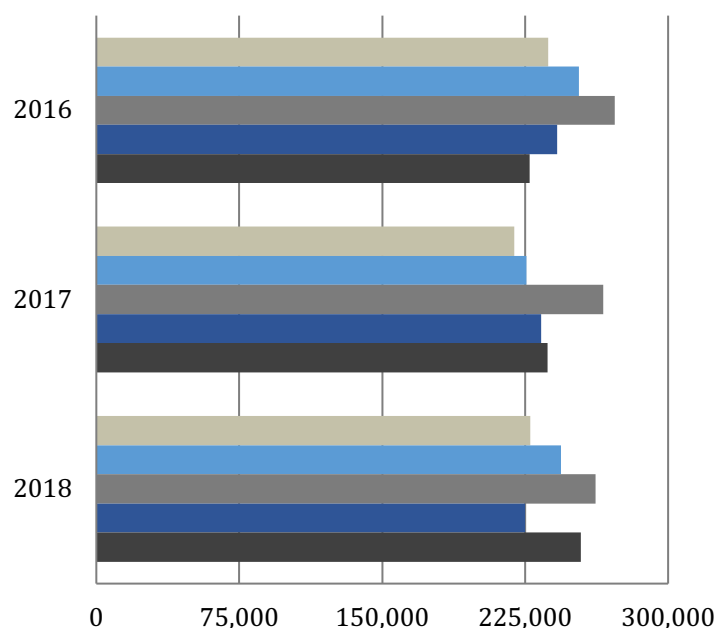


	2018	2017	2016
■ June Week 1	\$7,685,862.98	\$5,885,629.07	\$6,148,564.74
■ June Week 2	\$8,049,724.34	\$6,028,379.05	\$6,691,587.13
■ June Week 3	\$8,674,208.07	\$7,031,977.61	\$7,060,561.98
■ June Week 4	\$7,627,722.04	\$6,391,872.80	\$6,172,104.93
■ June Week 5	\$7,938,789.20	\$6,097,820.56	\$5,871,886.68
Total	\$39,976,306.63	\$31,435,679.09	\$31,944,705.46

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 June in 2016, 2017, and 2018. 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.

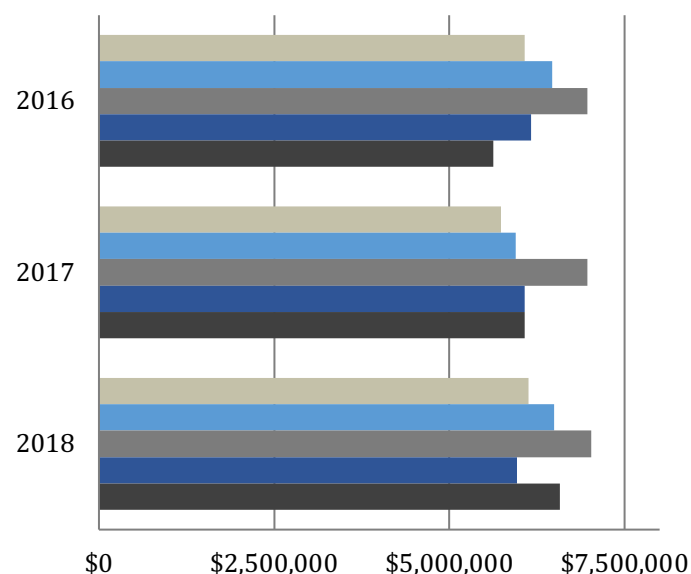
Volume Sold (in units)



	2018	2017	2016
June Week 1	227,753	219,174	237,000
June Week 2	243,773	225,753	253,138
June Week 3	261,824	265,958	272,128
June Week 4	224,878	233,451	241,828
June Week 5	254,149	236,684	227,316

Total	1,212,377	1,181,020	1,231,410
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Value Sold (in millions of dollars)



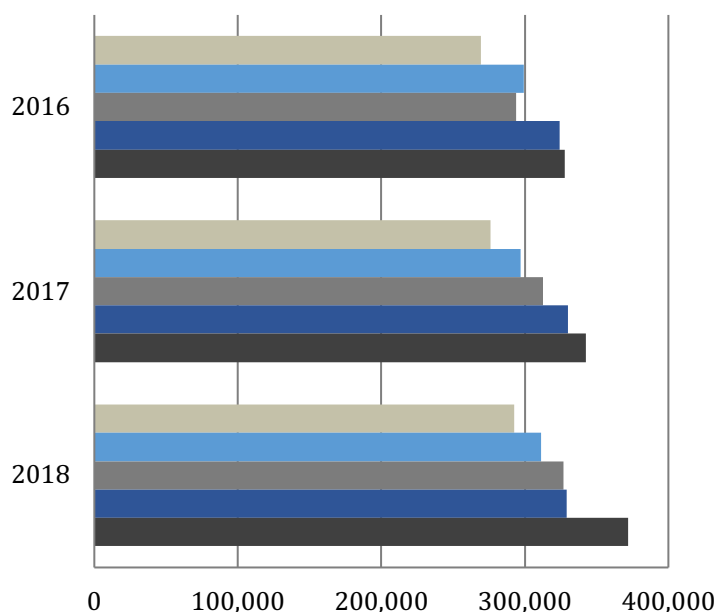
	2018	2017	2016
June Week 1	\$6,132,454.00	\$5,741,009.72	\$6,070,777.15
June Week 2	\$6,497,402.33	\$5,942,800.00	\$6,470,221.21
June Week 3	\$7,027,111.53	\$6,966,597.44	\$6,966,445.42
June Week 4	\$5,960,885.93	\$6,074,525.87	\$6,168,014.10
June Week 5	\$6,579,550.45	\$6,070,928.92	\$5,627,316.26

Total	\$32,197,404.24	\$30,795,861.95	\$31,302,774.14
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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 June in 2016, 2017, and 2018. 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.

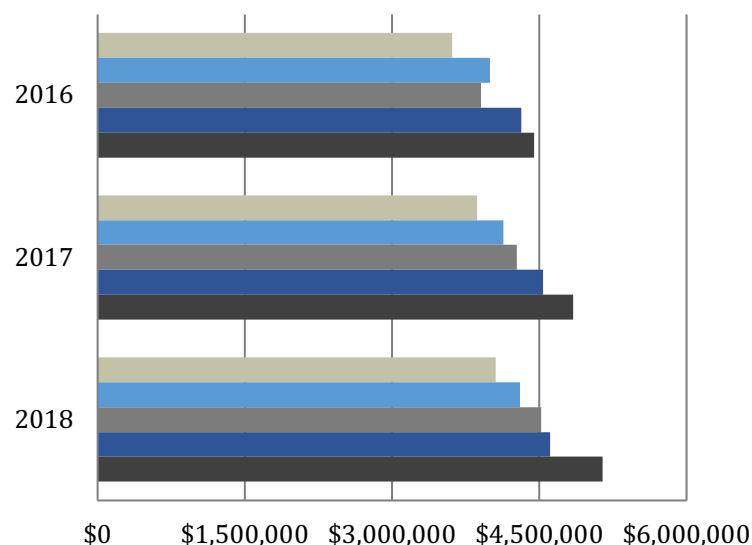
Volume Sold (in units)



	2018	2017	2016
June Week 1	292,391	276,224	269,346
June Week 2	311,323	297,151	299,145
June Week 3	327,089	312,430	294,124
June Week 4	329,177	329,817	324,147
June Week 5	372,067	342,432	327,871

Total	1,632,047	1,558,054	1,514,633
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Value Sold (in millions of dollars)



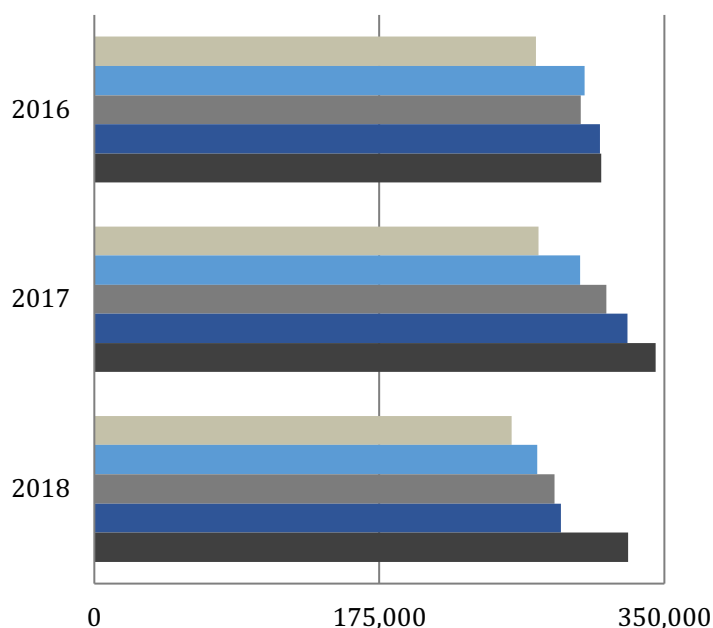
	2018	2017	2016
June Week 1	\$4,056,745.03	\$3,864,694.57	\$3,610,503.08
June Week 2	\$4,304,528.80	\$4,132,903.53	\$3,995,910.84
June Week 3	\$4,520,809.91	\$4,270,581.31	\$3,903,804.02
June Week 4	\$4,608,056.06	\$4,541,124.45	\$4,315,964.63
June Week 5	\$5,147,038.05	\$4,845,319.09	\$4,445,690.04

Total	\$22,637,177.85	\$21,654,622.95	\$20,271,872.61
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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 June in 2016, 2017, and 2018. 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.

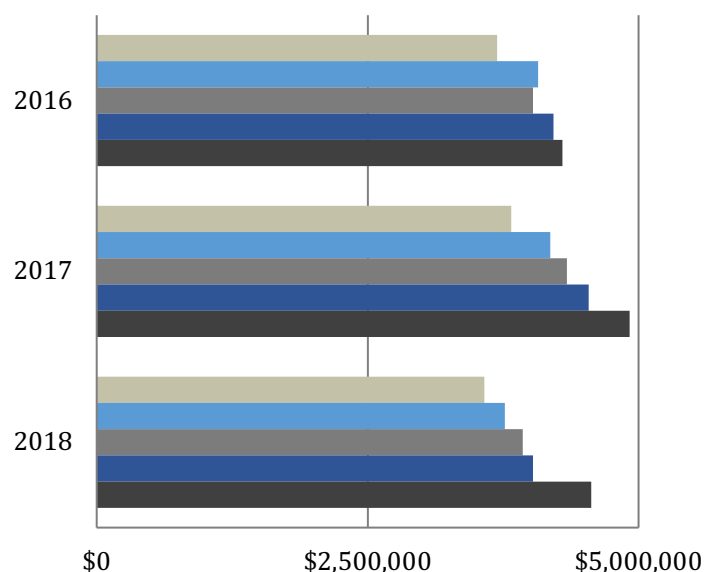
Volume Sold (in units)



	2018	2017	2016
June Week 1	256,222	272,914	271,252
June Week 2	271,862	298,415	301,031
June Week 3	282,650	314,280	298,584
June Week 4	286,575	327,289	310,487
June Week 5	327,635	344,474	311,375

Total	1,424,944	1,557,372	1,492,729
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Value Sold (in millions of dollars)



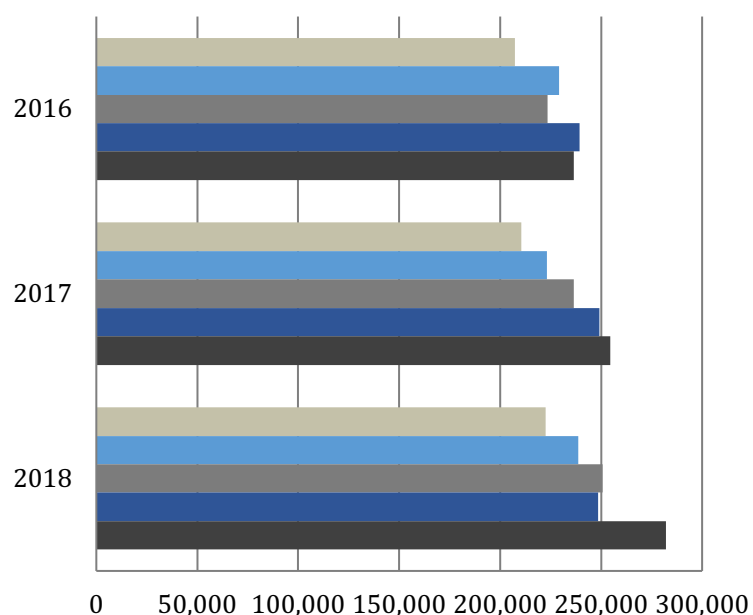
	2018	2017	2016
June Week 1	\$3,577,258.94	\$3,827,935.20	\$3,697,880.55
June Week 2	\$3,766,814.80	\$4,183,379.82	\$4,072,890.87
June Week 3	\$3,931,559.10	\$4,338,445.28	\$4,023,221.40
June Week 4	\$4,025,744.98	\$4,536,839.64	\$4,214,749.98
June Week 5	\$4,562,454.31	\$4,920,551.12	\$4,297,088.53

Total	\$19,863,832.13	\$21,807,151.06	\$20,305,831.33
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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 June in 2016, 2017, and 2018. 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.

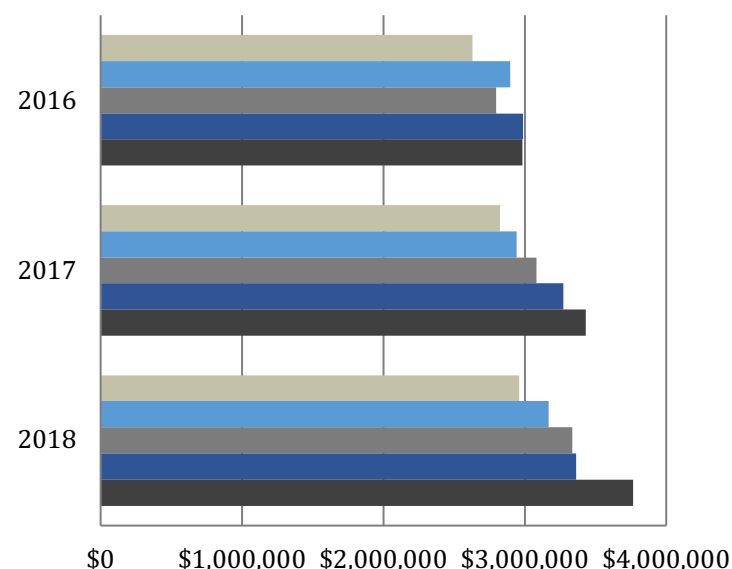
Volume Sold (in units)



	2018	2017	2016
■ June Week 1	222,618	210,594	207,201
■ June Week 2	238,521	223,178	229,089
■ June Week 3	250,671	236,398	223,484
■ June Week 4	248,583	248,974	239,166
■ June Week 5	282,184	254,595	236,509

Total	1,242,577	1,173,739	1,135,449
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Value Sold (in millions of dollars)



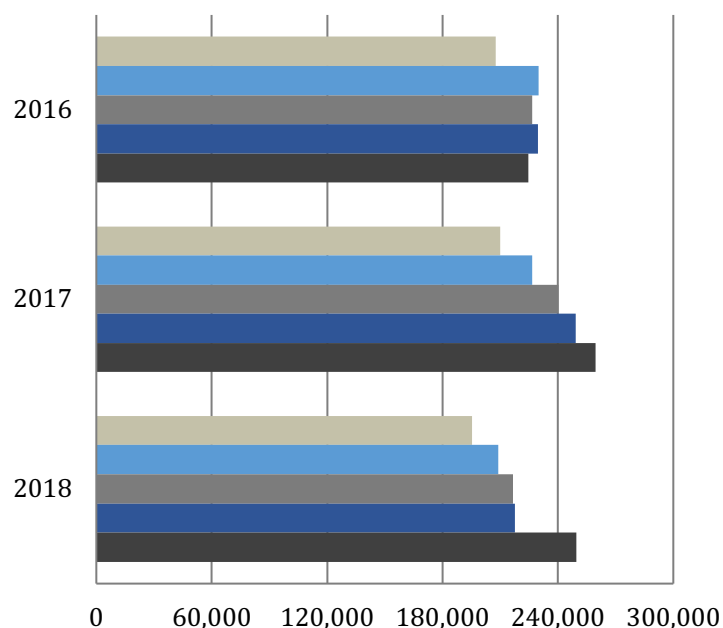
	2018	2017	2016
■ June Week 1	\$2,960,963.98	\$2,822,738.93	\$2,630,428.38
■ June Week 2	\$3,169,393.26	\$2,942,869.36	\$2,895,916.53
■ June Week 3	\$3,335,884.04	\$3,083,679.97	\$2,798,383.20
■ June Week 4	\$3,364,407.41	\$3,273,273.65	\$2,988,179.21
■ June Week 5	\$3,765,737.50	\$3,430,861.08	\$2,984,563.30

Total	\$16,596,386.19	\$15,553,422.99	\$14,297,470.62
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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 June in 2016, 2017, and 2018. 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.

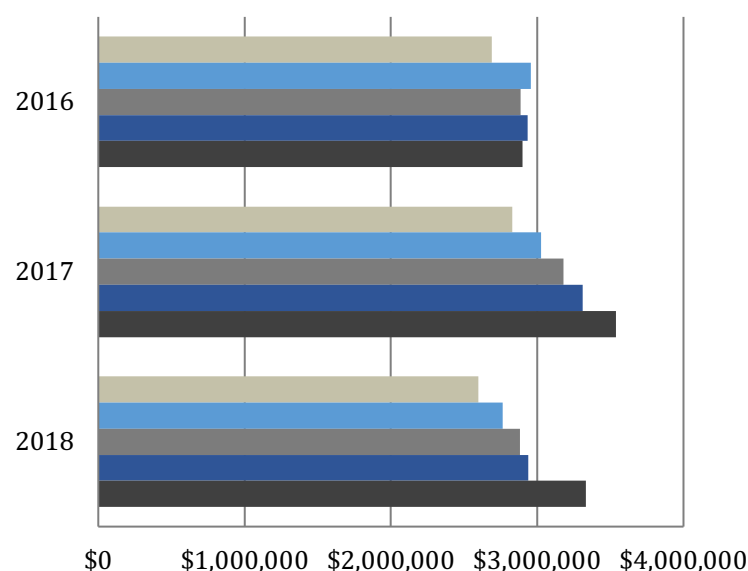
Volume Sold (in units)



	2018	2017	2016
June Week 1	195,400	210,082	207,719
June Week 2	209,009	226,616	230,061
June Week 3	216,670	240,408	226,511
June Week 4	217,774	249,212	229,490
June Week 5	249,522	259,408	224,794

Total	1,088,375	1,185,726	1,118,575
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Value Sold (in millions of dollars)



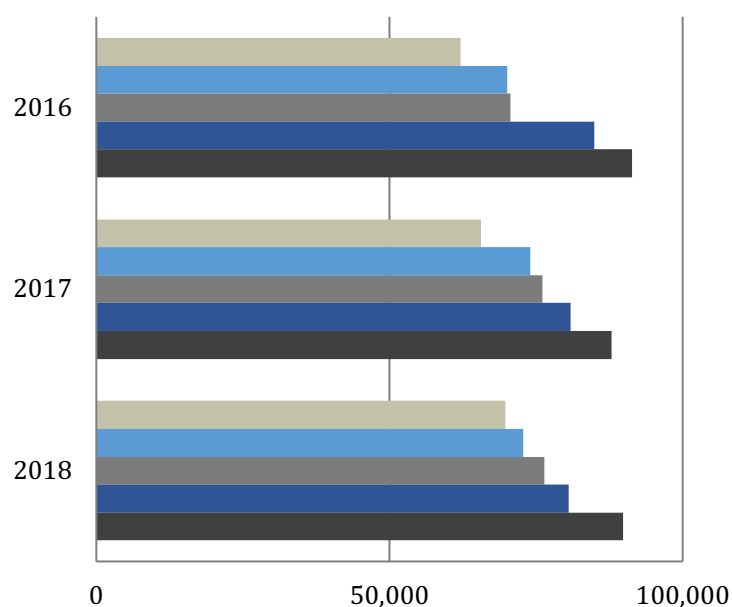
	2018	2017	2016
June Week 1	\$2,599,249.96	\$2,828,489.45	\$2,690,295.61
June Week 2	\$2,764,377.67	\$3,024,896.66	\$2,956,262.35
June Week 3	\$2,880,358.84	\$3,181,129.60	\$2,888,344.54
June Week 4	\$2,937,789.46	\$3,308,993.81	\$2,934,554.92
June Week 5	\$3,334,946.94	\$3,539,232.89	\$2,900,961.98

Total	\$14,516,722.87	\$15,882,742.41	\$14,370,419.40
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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 June in 2016, 2017, and 2018. 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.

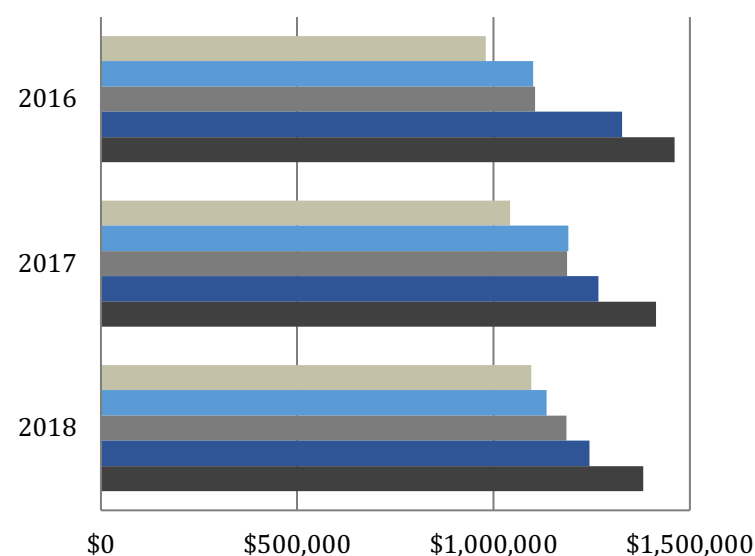
Volume Sold (in units)



	2018	2017	2016
June Week 1	69,773	65,630	62,145
June Week 2	72,802	73,973	70,056
June Week 3	76,418	76,032	70,640
June Week 4	80,594	80,843	84,981
June Week 5	89,883	87,837	91,362

Total	389,470	384,315	379,184
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Value Sold (in millions of dollars)



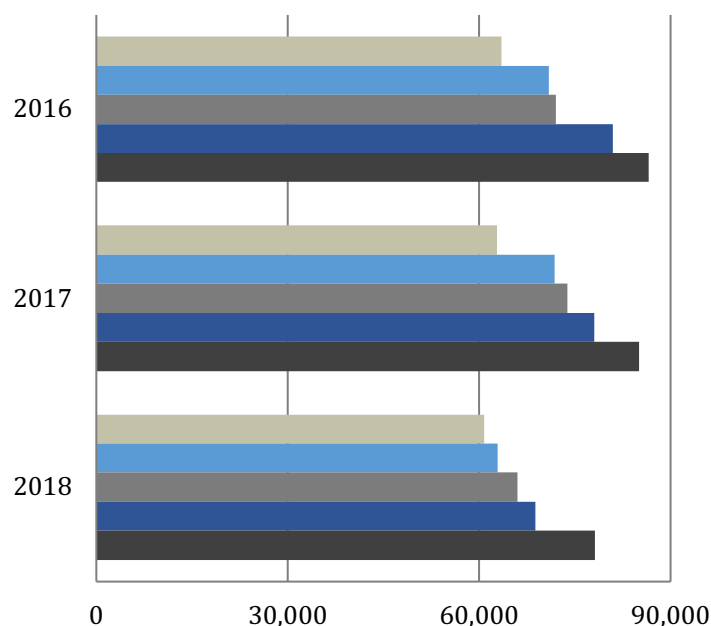
	2018	2017	2016
June Week 1	\$1,095,781.05	\$1,041,955.64	\$980,074.70
June Week 2	\$1,135,135.54	\$1,190,034.17	\$1,099,994.31
June Week 3	\$1,184,925.87	\$1,186,901.34	\$1,105,420.82
June Week 4	\$1,243,648.65	\$1,267,850.80	\$1,327,785.42
June Week 5	\$1,381,300.55	\$1,414,458.01	\$1,461,126.74

Total	\$6,040,791.66	\$6,101,199.96	\$5,974,401.99
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JUVENILE NON-FICTION: RING FENCE MARKET

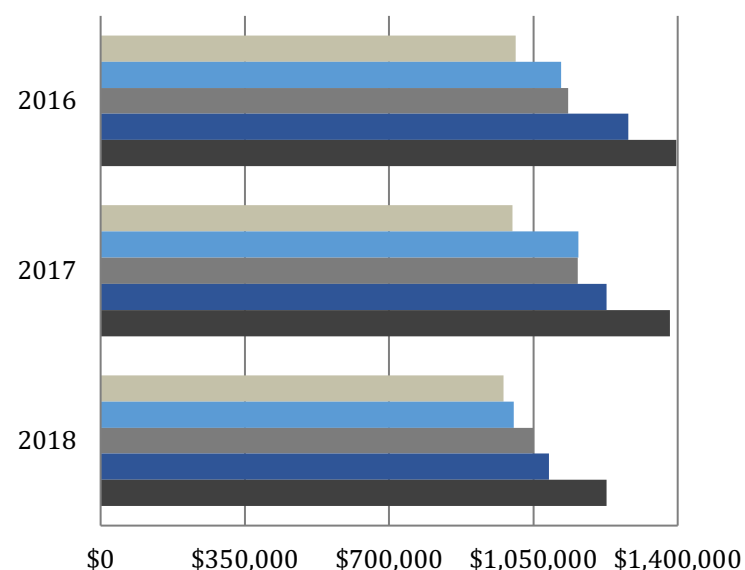
The graphs below show the volume sold and value sold of titles within the Juvenile Non-Fiction category in the Ring Fence Market for the entire month of June in 2016, 2017, and 2018. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices 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)



	2018	2017	2016
June Week 1	60,822	62,832	63,533
June Week 2	62,853	71,799	70,970
June Week 3	65,980	73,872	72,073
June Week 4	68,801	78,077	80,997
June Week 5	78,113	85,066	86,581

Value Sold (in millions of dollars)



	2018	2017	2016
June Week 1	\$978,008.98	\$999,445.75	\$1,007,584.94
June Week 2	\$1,002,437.13	\$1,158,483.16	\$1,116,628.52
June Week 3	\$1,051,200.26	\$1,157,315.68	\$1,134,876.86
June Week 4	\$1,087,955.52	\$1,227,845.83	\$1,280,195.06
June Week 5	\$1,227,507.37	\$1,381,318.23	\$1,396,126.55

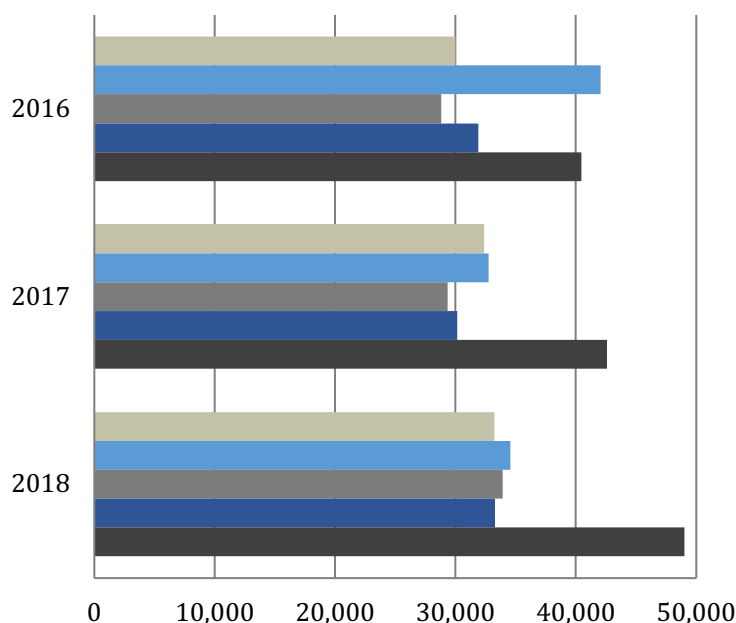
Total	336,569	371,646	374,154
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Total	\$5,347,109.26	\$5,924,408.65	\$5,935,411.93
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YOUNG ADULT: ALL MARKET

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 June in 2016, 2017, and 2018. 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.

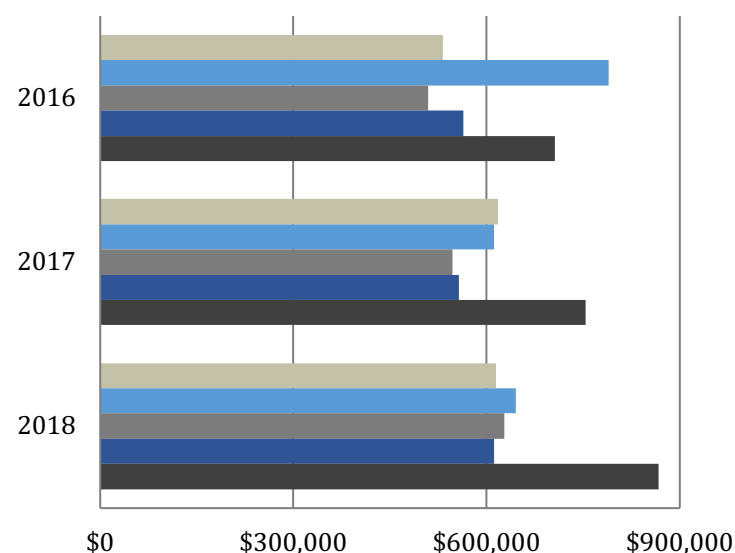
Volume Sold (in units)



	2018	2017	2016
June Week 1	33,241	32,379	29,985
June Week 2	34,556	32,742	42,038
June Week 3	33,933	29,361	28,823
June Week 4	33,270	30,144	31,923
June Week 5	49,018	42,562	40,457

Total	184,018	167,188	173,226
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Value Sold (in millions of dollars)



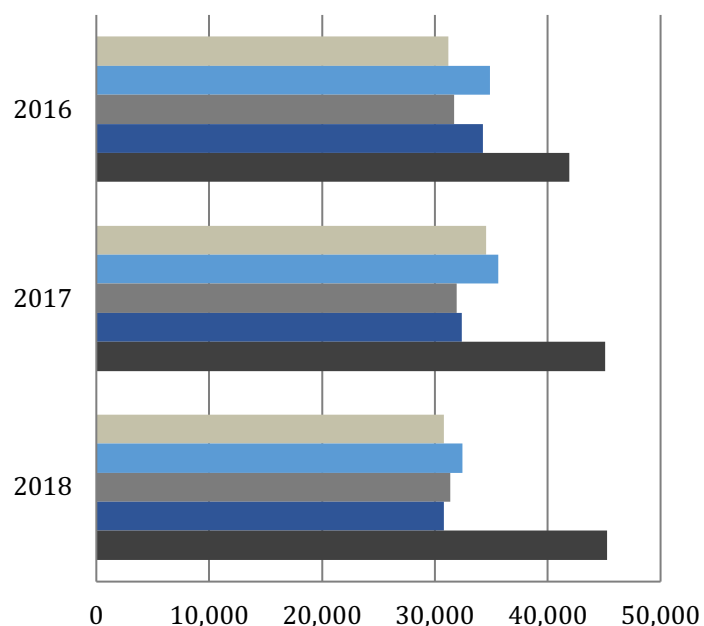
	2018	2017	2016
June Week 1	\$614,984.76	\$617,657.30	\$531,991.06
June Week 2	\$645,130.27	\$611,321.39	\$789,206.86
June Week 3	\$627,878.35	\$547,237.77	\$509,530.65
June Week 4	\$611,138.57	\$556,884.05	\$563,444.34
June Week 5	\$866,912.46	\$753,282.41	\$705,795.40

Total	\$3,366,044.41	\$3,086,382.92	\$3,099,968.31
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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 June in 2016, 2017, and 2018. 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

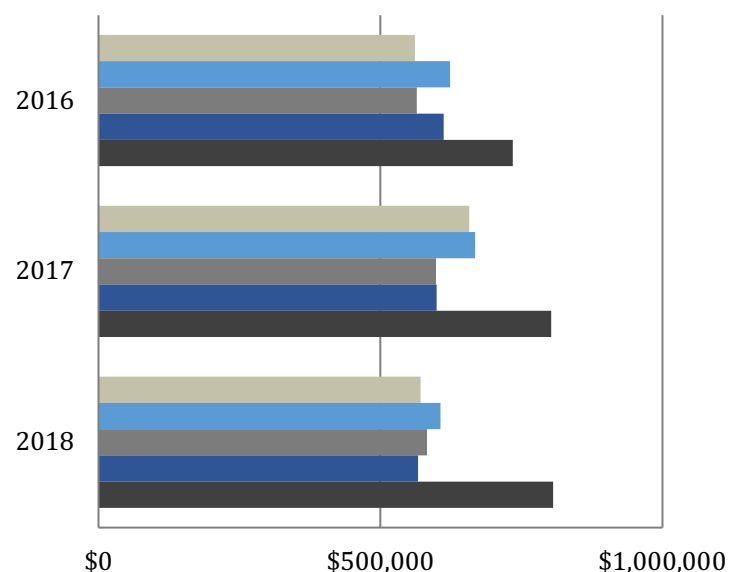
Volume Sold (in units)



	2018	2017	2016
June Week 1	30,820	34,535	31,198
June Week 2	32,446	35,614	34,891
June Week 3	31,358	31,955	31,681
June Week 4	30,777	32,397	34,278
June Week 5	45,261	45,106	41,935

Total	170,662	179,607	173,983
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Value Sold (in millions of dollars)



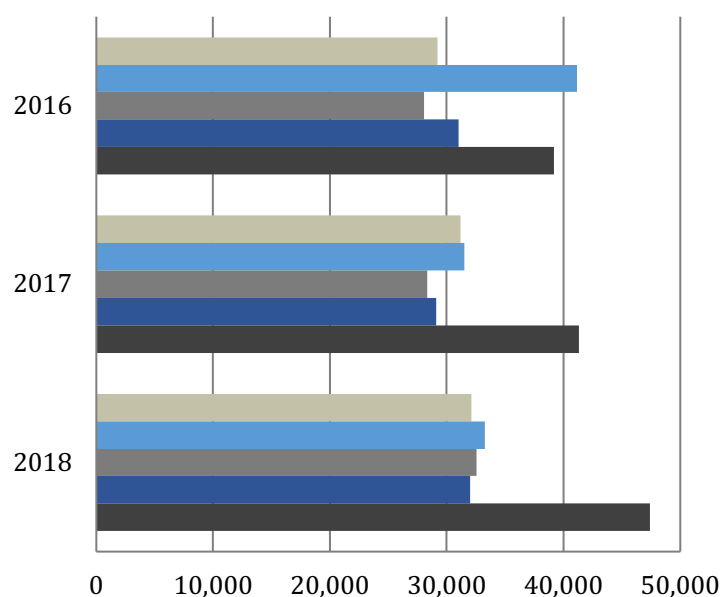
	2018	2017	2016
June Week 1	\$570,704.39	\$657,602.20	\$561,043.57
June Week 2	\$606,198.80	\$667,144.96	\$623,495.74
June Week 3	\$582,488.58	\$598,043.98	\$564,035.47
June Week 4	\$566,890.77	\$600,050.49	\$611,907.06
June Week 5	\$806,073.97	\$802,323.58	\$734,477.09

Total	\$3,132,356.51	\$3,325,165.21	\$3,094,958.93
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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 June in 2016, 2017, and 2018. 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.

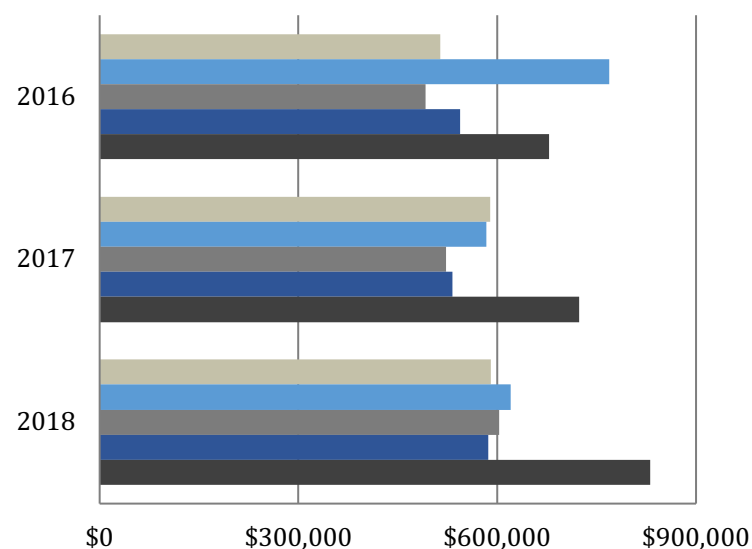
Volume Sold (in units)



	2018	2017	2016
■ June Week 1	32,092	31,177	29,185
■ June Week 2	33,285	31,521	41,162
■ June Week 3	32,530	28,311	28,044
■ June Week 4	32,009	29,102	31,039
■ June Week 5	47,396	41,338	39,171

Total	177,312	161,449	168,601
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Value Sold (in millions of dollars)



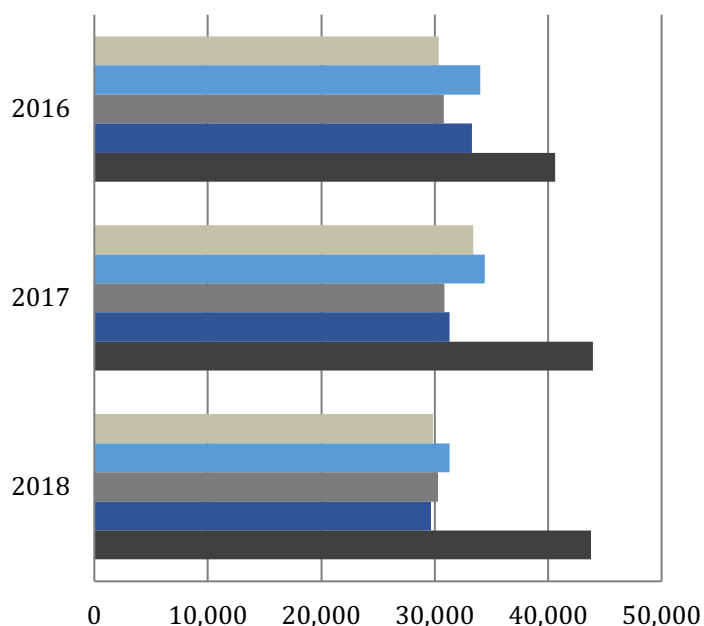
	2018	2017	2016
■ June Week 1	\$590,387.32	\$589,689.63	\$513,677.66
■ June Week 2	\$620,540.58	\$583,184.97	\$768,673.55
■ June Week 3	\$603,034.44	\$522,535.98	\$491,719.01
■ June Week 4	\$586,324.98	\$532,734.60	\$543,850.21
■ June Week 5	\$831,121.07	\$723,899.26	\$678,161.66

Total	\$3,231,408.39	\$2,952,044.44	\$2,996,082.09
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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 June in 2016, 2017, and 2018. 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.

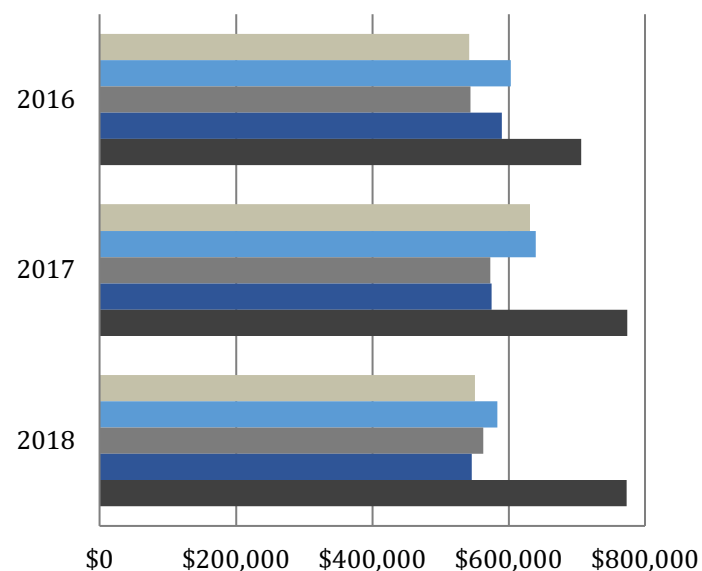
Volume Sold (in units)



	2018	2017	2016
June Week 1	29,851	33,384	30,360
June Week 2	31,314	34,434	34,004
June Week 3	30,296	30,865	30,782
June Week 4	29,698	31,327	33,295
June Week 5	43,795	43,916	40,636

Total	164,954	173,926	169,077
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Value Sold (in millions of dollars)



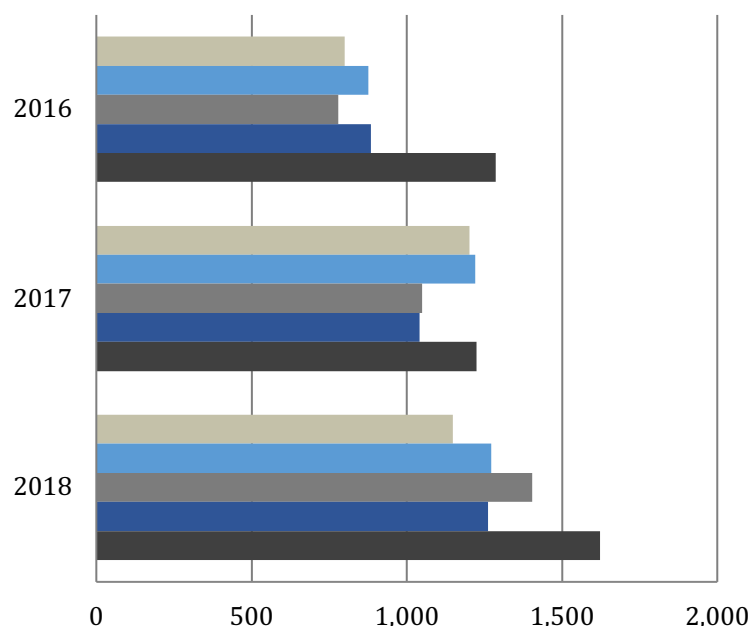
	2018	2017	2016
June Week 1	\$550,163.98	\$631,176.32	\$541,819.50
June Week 2	\$583,890.54	\$639,925.17	\$602,967.25
June Week 3	\$562,943.79	\$573,013.37	\$544,152.37
June Week 4	\$545,846.42	\$575,426.62	\$590,103.84
June Week 5	\$773,214.99	\$774,025.25	\$706,683.11

Total	\$3,016,059.72	\$3,193,566.73	\$2,985,726.07
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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 June in 2016, 2017, and 2018. 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.

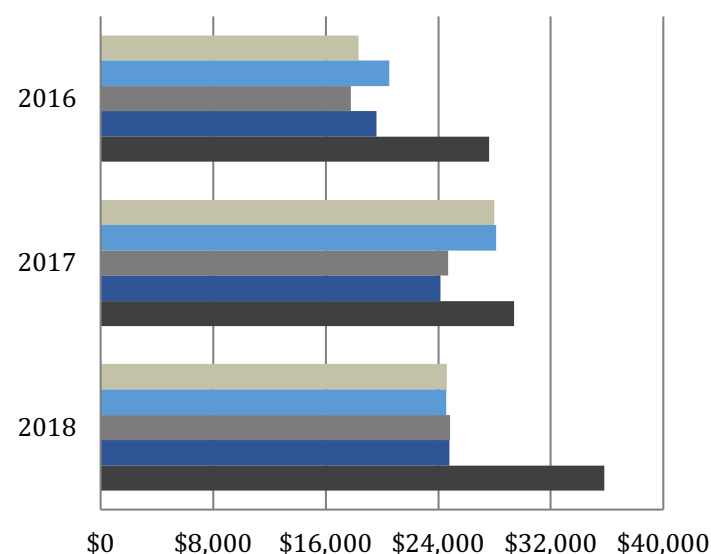
Volume Sold (in units)



	2018	2017	2016
■ June Week 1	1,149	1,202	800
■ June Week 2	1,271	1,221	876
■ June Week 3	1,403	1,050	779
■ June Week 4	1,261	1,042	884
■ June Week 5	1,622	1,224	1,286

Total	6,706	5,739	4,625
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Value Sold (in millions of dollars)



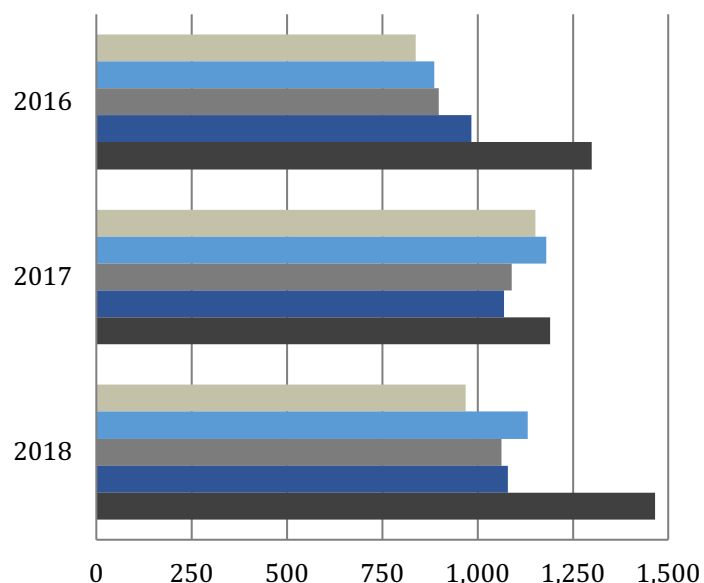
	2018	2017	2016
■ June Week 1	\$24,597.44	\$27,967.67	\$18,313.40
■ June Week 2	\$24,589.69	\$28,136.42	\$20,533.31
■ June Week 3	\$24,843.91	\$24,701.79	\$17,811.64
■ June Week 4	\$24,813.59	\$24,149.45	\$19,594.13
■ June Week 5	\$35,791.39	\$29,383.15	\$27,633.74

Total	\$134,636.02	\$134,338.48	\$103,886.22
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YOUNG ADULT NON-FICTION: RING FENCE MARKET

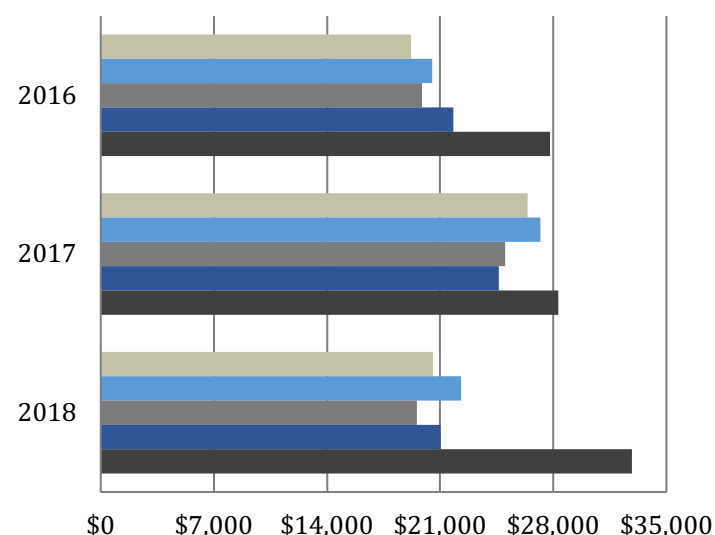
The graphs below show the volume sold and value sold of titles within the Young Adult Non-Fiction category in the Ring Fence Market for the entire month of June in 2016, 2017, and 2018. Volume sold refers to the number of units sold for each recorded title. Value sold is calculated using the list prices 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)



	2018	2017	2016
June Week 1	969	1,151	838
June Week 2	1,132	1,180	887
June Week 3	1,062	1,090	899
June Week 4	1,079	1,070	983
June Week 5	1,466	1,190	1,299

Value Sold (in millions of dollars)



	2018	2017	2016
June Week 1	\$20,540.41	\$26,425.88	\$19,224.07
June Week 2	\$22,308.26	\$27,219.79	\$20,528.49
June Week 3	\$19,544.79	\$25,030.61	\$19,883.10
June Week 4	\$21,044.35	\$24,623.87	\$21,803.22
June Week 5	\$32,858.98	\$28,298.33	\$27,793.98

Total	5,708	5,681	4,906
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Total	\$116,296.79	\$131,598.48	\$109,232.86
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YEAR-TO-DATE COMPARISON

The following graphs outline the year-to-date volume and value sold for the year-to-date of 2017 and 2018. The graphs compare 2018's year-to-date numbers with the comparable period in 2017. 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:

- 2018: Week ending July 1, 2018
- 2017: Week ending July 2, 2017

