

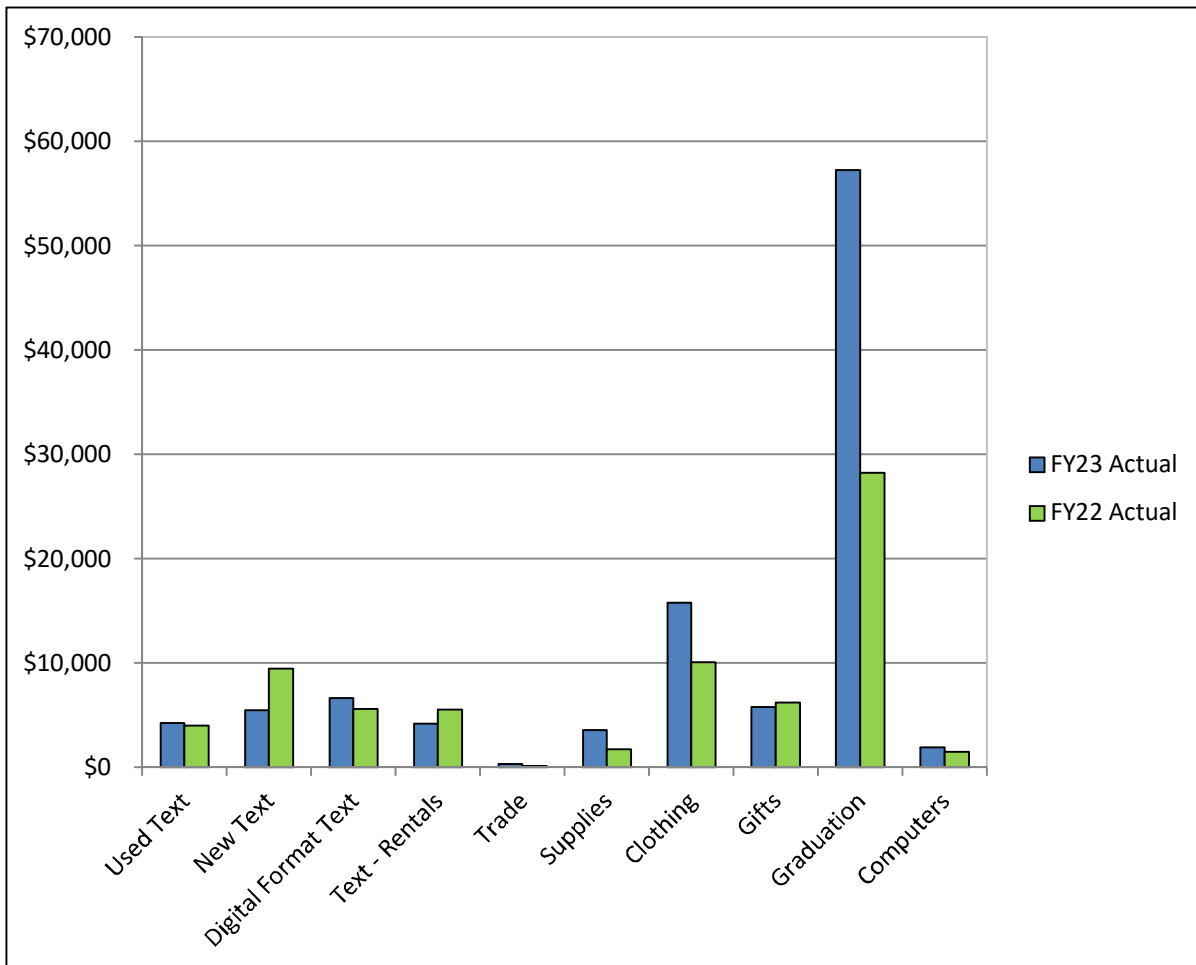
FOLLETT 2163
UNIVERSITY OF HOUSTON - CLEAR LAKE

Departmental Sales Analysis - Comparable

SALES YTD - April 1 - June 3, 2022

Store 2163	FY23 Actual	FY22 Actual	Var \$	% Var
Used Text	\$4,230	\$4,039	\$190	4.7
New Text	\$5,510	\$9,468	(\$3,959)	-41.8
Digital Format Text	\$6,671	\$5,620	\$1,051	18.7
Text - Rentals	\$4,192	\$5,525	(\$1,333)	-24.1
Trade	\$324	\$167	\$157	94.1
Supplies	\$3,601	\$1,770	\$1,830	103.4
Clothing	\$15,794	\$10,116	\$5,679	56.1
Gifts	\$5,777	\$6,194	(\$417)	-6.7
Graduation	\$57,245	\$28,271	\$28,974	102.5
Computers	\$1,950	\$1,490	\$460	30.9
Sales as Collected*	\$105,293	\$72,661	\$32,632	44.9

**Unaudited Sales Data*



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Textbook Adoption Analysis by Term

	Fall 2021	Spring 2022	Summer 2022	Fall 2022*
Courses Expected	1700	1600	700	1700
Courses Entered	1582	1413	641	1275
Courses Entered to Expected % Ratio	93.06%	88.31%	91.57%	75.00%
Titles Expected	1500	1400	700	1500
Titles Entered	1453	1370	648	1216
Titles Entered to Expected % Ratio	96.9%	97.9%	92.6%	81.1%

**As of June 3, 2022*

