

Return Rate Percentage by State
Represents the 7 Days Following Christmas (2017)

Legend: Return Rate Percentage

State	Return Rate Percentage (Estimated)
AK	Low
HI	Low
WA	Low
OR	Low
MT	Low
WY	Low
NV	Low
NM	Low
GA	Low
CA	Medium-Low
UT	Medium-Low
AZ	Medium-Low
TX	Medium-Low
ND	Medium
SD	Medium-High
NE	Medium-High
KS	Medium
OK	Medium
AR	Medium
LA	Medium-Low
MS	Medium
AL	Medium
FL	Medium
SC	Medium
VA	Medium-High
NC	High
DE	Medium
MD	Medium
PA	Medium
NY	Medium
VT	Medium
NH	Medium
ME	Low
MA	Medium
RI	Medium
CT	Medium
NJ	Medium



Footnote: Analysis of more than 25,000 stores from 19 nationwide specialty and general merchandise retailers, only stores available in current and previous years were used in the analysis

Appriss Retail of Return Rate Percentage

7 Days Following Christmas (2017)

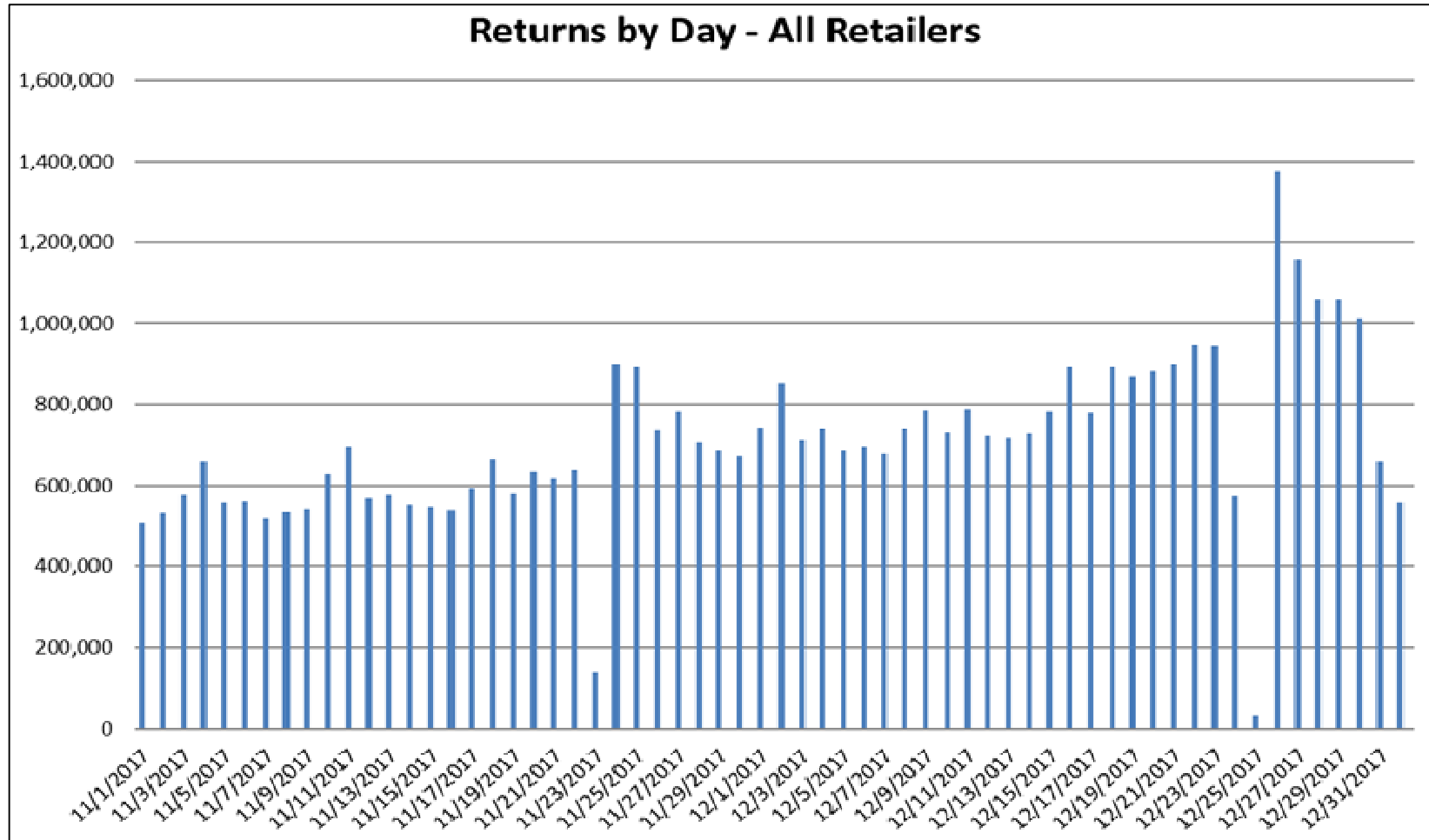


State	Return Rate (2017)
AK	13.2%
AL	16.3%
AR	15.4%
AZ	15.3%
CA	15.2%
CO	15.9%
CT	16.7%
DC	16.7%
DE	15.7%
FL	15.4%
GA	12.2%
HI	12.4%
IA	18.6%
ID	15.7%
IL	20.3%
IN	18.8%
KS	16.1%
KY	17.1%
LA	14.4%
MA	16.5%
MD	15.6%
ME	12.1%
MI	17.5%
MN	5.8%
MO	22.3%
MS	16.3%
MT	14.9%
NC	17.2%
ND	16.6%
NE	17.1%
NH	14.9%
NJ	16.7%
NM	14.7%
NV	14.0%
NY	15.2%
OH	17.5%
OK	16.2%
OR	14.8%
PA	16.0%
RI	15.2%
SC	16.1%
SD	17.7%
TN	16.6%
TX	15.1%
UT	16.7%
VA	17.1%
VT	12.3%
WA	14.8%
WI	19.3%
WV	16.3%
WY	14.0%
Total US	15.5%

Footnote: Analysis of more than 25,000 stores from 19 nationwide specialty and general merchandise retailers, only stores available in current and previous years were used in the analysis

Appriss Retail Analysis of Returns by Day

Holiday Season, 2017 (11/1/2017 through 12/31/201)



Footnote: Analysis of more than 25,000 stores from 19 nationwide specialty and general merchandise retailers, only stores available in current and previous years were used in the analysis