

FY 2013 GROSS SALES - ANALYSIS BY ORDER

PER ARTSPACE RECORDS

\$ VALUE OF ORDER	NUMBER OF ORDERS	% OF		GROSS SALES	% OF TOTAL	% OF TOTAL CUMU
		TOTAL	% OF TOTAL CUMU			
0 - 100	176	9.7%	9.7%	12,278	0.5%	0.5%
101 - 200	178	9.8%	19.5%	25,719	1.0%	1.5%
201 - 300	252	13.9%	33.4%	65,445	2.6%	4.2%
301 - 400	155	8.5%	41.9%	55,668	2.2%	6.4%
401 - 500	133	7.3%	49.2%	61,013	2.5%	8.9%
501 - 600	101	5.6%	54.8%	55,902	2.3%	11.1%
601 - 700	50	2.8%	57.5%	32,666	1.3%	12.5%
701 - 800	68	3.7%	61.3%	52,297	2.1%	14.6%
801 - 900	66	3.6%	64.9%	57,239	2.3%	16.9%
901 - 1,000	49	2.7%	67.6%	47,201	1.9%	18.8%
1,001 - 1,100	48	2.6%	70.3%	50,551	2.0%	20.8%
1,101 - 1,200	55	3.0%	73.3%	63,651	2.6%	23.4%
1,201 - 1,300	43	2.4%	75.7%	53,824	2.2%	25.6%
1,301 - 1,400	21	1.2%	76.8%	28,664	1.2%	26.7%
1,401 - 1,500	9	0.5%	77.3%	12,995	0.5%	27.3%
1,501 - 1,600	39	2.1%	79.5%	60,595	2.4%	29.7%
1,601 - 1,700	25	1.4%	80.8%	41,477	1.7%	31.4%
1,701 - 2,000	51	2.8%	83.6%	95,462	3.9%	35.2%
2,001 - 3,000	96	5.3%	88.9%	234,116	9.5%	44.7%
3,001 - 4,000	49	2.7%	91.6%	169,429	6.8%	51.5%
4,001 - 5,000	43	2.4%	94.0%	192,969	7.8%	59.3%
5,000 +	109	6.0%	100.0%	<u>1,007,177</u>	40.7%	100.0%
TOTAL	<u>1,816</u>			<u>2,476,337</u>		

MEDIAN SALE PRICE \$ 525
 AVERAGE SALE PRICE \$ 1,364

49.2% OF ORDERS GENERATES 8.9% OF GROSS REVENUE
 67.6% OF ORDERS GENERATES 18.8% OF GROSS REVENUE
 67.6% OF ORDERS ARE UNDER \$1,000
 6.0% OF ORDERS GENERATES 40.7% OF GROSS REVENUE

SALES TAX RECAP

NYS SALES TAX PAID

FY 2011	14,469
FY 2012	36,817
FY 2013	48,842
FY 2014	33,453

NYS SHIPMENTS FY 2013 PER SALES DETAIL

NYS SALES - TAXABLE	\$590,841
NYS SALES - EXEMPT	\$258,839
	<u>\$849,679</u>
TOTAL SALES	\$2,475,571
% OF TOTAL SALES	34.32%

NYS SALES TAX PER SALES DETAIL \$52,015