Average Price Per Unit Reports
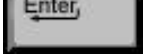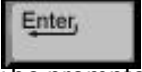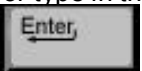**with Keep Rate of agreements by new and used products**

This report includes information regarding the keep rate of inventory recorded on the agreements for new products, re-rental products or combined results. This information is available for any previous period. The information also provides the keep rate of weekly and monthly agreements.
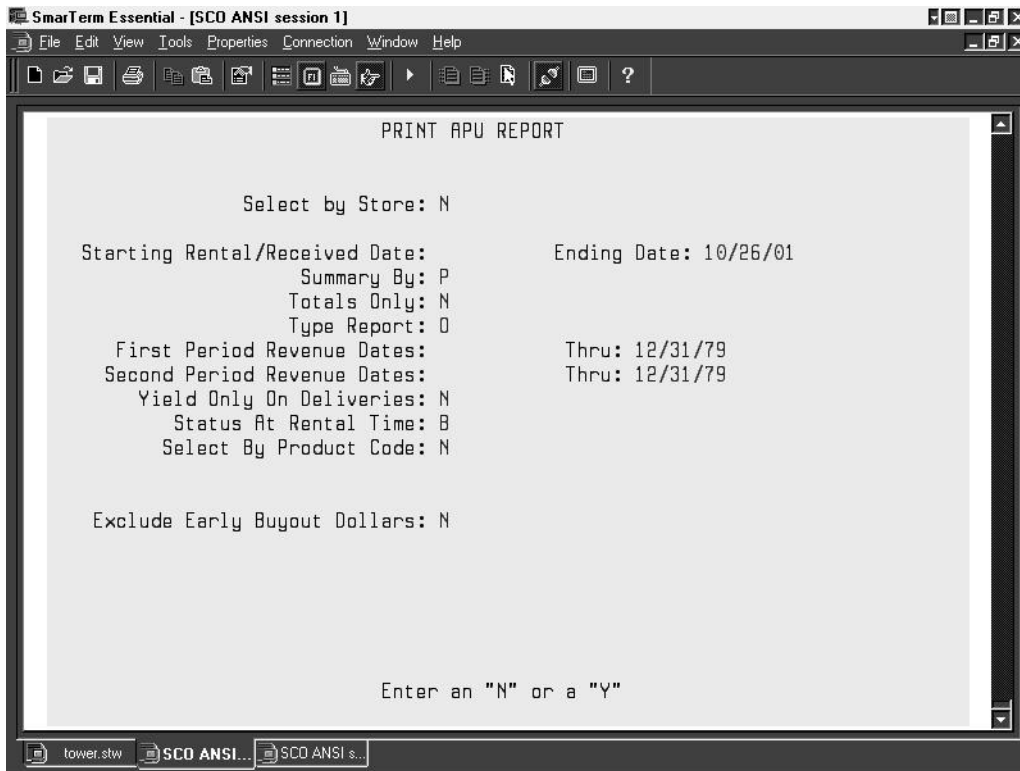
The APURPT covers the following six points.

#1   **Pricing Basis:** Indicating the cost basis calculation beside each product code, description or second description, will provide a quick relationship to your planned goal.

#2   **Automatic Pricing:** The automatic pricing you have set up will appear in this column.

#3   **Actual Rented Price:** The actual price and length of the contracts are the average price and length you rented the units for.

#4   **Initial Average Income Collected:** This is the total average initial income on each contract, and will provide an income figure that can vary considerably. This will give management a basis to review and increase the initial down payments through incentives so initial income figures can be increased.

#5   **Actual Yield Dates:** Actual yield dates should be initially set (indicated at the top of the report) to accumulate income at the beginning through the end of the second or third month after the agreements are written. This will provide an actual APU calculation for the entire first complete month you request. The second date can be the next date of the following month to allow for another entire full months income to be analyzed. The report will calculate how many units are still out and the Actual Yield Per Unit. If the actual rented APU is $55.00 a month, this would be the first or second month you could expect the average to be $55.00. Any contracts that falls **past due** within the reported time period will have a definite effect on APU. Items that are returned prior to this period will not affect your average, just total yield. If you originally put out 3 units at the correct price of 55.00, if all units payments are made each month and they are not picked up, your average will be $55.00 until one of the three are past due.

#6   **Units Remaining on Rent:** The last column, if you are requesting yield calculated on deliveries only will indicate how many of the original delivered new or re-rental units on agreements are still out. Total yield and APU for all units is also available based on your selection.

Print APU Report - APURPT

To get into this program, you need to be at the command line and type in "APURPT" [Enter] . You will be prompted for the printer or file pathname (see page Introduction 1.7). [Enter] to accept the default printer or type in the proper printer number or pathname. You will now be prompted for "**Separate Loca-tions**" [Enter] and accept "N" default or see page Reports 1.1. You will see a screen similar to the one following.

```
SmarTerm Essential - [SCO ANSI session 1]
File  Edit  View  Tools  Properties  Connection  Window  Help

                        PRINT APU REPORT


            Select by Store: N

     Starting Rental/Received Date:          Ending Date: 10/26/01
                     Summary By: P
                    Totals Only: N
                    Type Report: O
        First Period Revenue Dates:          Thru: 12/31/79
       Second Period Revenue Dates:          Thru: 12/31/79
         Yield Only On Deliveries: N
            Status At Rental Time: B
          Select By Product Code: N


     Exclude Early Buyout Dollars: N







                    Enter an "N" or a "Y"

   tower.stw    SCO ANSI...   SCO ANSI s...
```

Select by Store
> If you want all stores, accept the default of "N". If you want this report to print only particular stores, enter "Y". You will now be prompted "Location Selection".
> 1=Select by 10 stores. By entering a "1", you will have the ability to enter up to 10 different locations.
> 2=Select by range of numbers. By entering a "2", you will be able to enter a range of location numbers. The prompt will change to read "Locations Between". You would enter the lowest location number you wanted and the highest and your report would show these and all the location numbers in between.

Starting Rental Received Date   Ending Date
> Enter the earliest and latest received date you want used on the report.

Summary by   P = Product Code
> D = Description
> S = Second Description

Totals only   If you want this report to print totals only, you would enter a "Y".

Type Report

        O = On Rent Report

        R = Received Report

First Period Revenue Dates   Thru

        Enter the beginning and ending dates you want used on this report for the first period.

Second Period Revenue Dates   Thru

        Enter the beginning and ending dates you want used on this report for the second period.

Yield only on Deliveries

        Enter a "Y" if you want this report to show the yield on only the deliveries.

Status at Rental Time

        N = New

        R = Re-Rental

        B = Both

Select by Product Code

        If you want all product codes on this report, accept the default of "N". If you want only certain product codes, enter a "Y" and you will have the option to enter up to 10 different product codes.

Exclude Early Buyout Dollars

        If you do not want to exclude early buyout dollars, accept the default of "N". If you do want the report to exclude early buyout dollars, enter a "Y".

Press F9 . You will then be prompted "Any More Changes". When this is answered with a "N", the report will begin counting and will print to the printer of file pathname you gave.

Example APURPT Setup Screen & Resulting Report
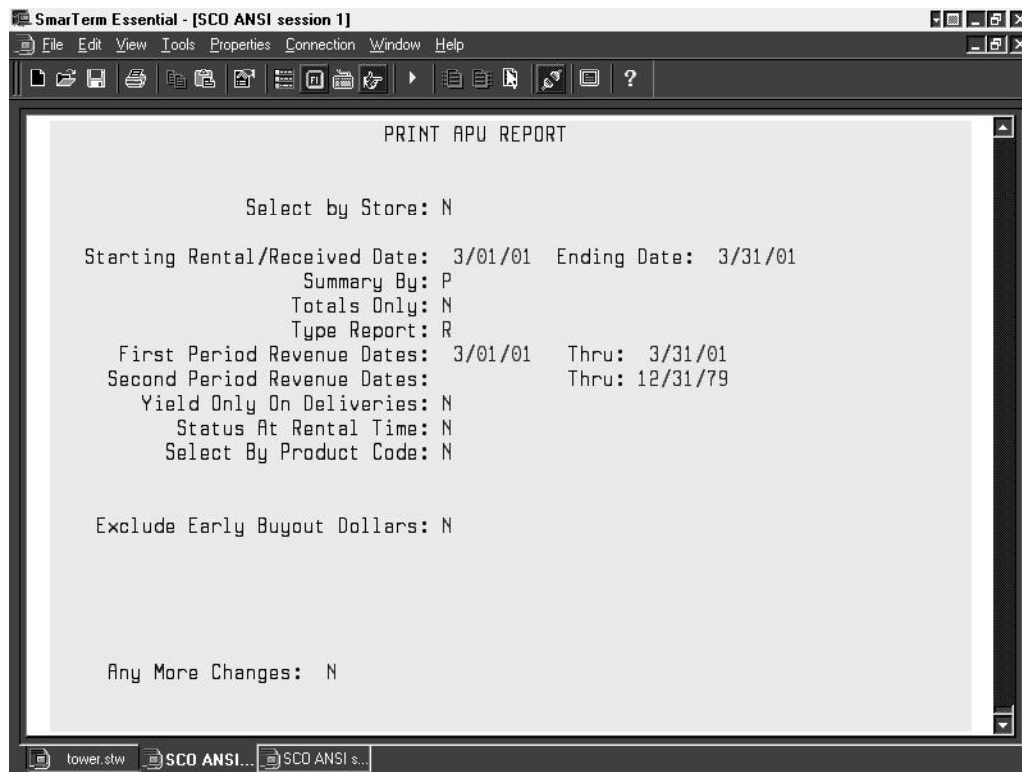
Reports 75.4   Print APU Report - *APURPT*

```
RUN DATE: 10/26/01                    Ohio Valley Sales & Rental                          PAGE:    1
TIME:10:55:12                         APU RECEIVED REPORT (APURPT)
                              ONLY NEW INVENTORY RENTED COUNTED AS DELIVERIES
                               FOR THE DATES OF:  3/01/01 THRU:  3/31/01


         PRODUCT                                      AUTO PRICING
  STORE   CODE  DESCRIPTION       SECOND DESCRIPTION      APU      # RECEIVED

    1     AK    APPLIANCE KITCHEN                        77.45         2
    1     AL    APPLIANCE LAUNDRY                        44.95         4
    1     EC    ELECTRONICS COMPUTER                    120.95         1
    1     FL    FURNITURE LIVING ROOM                    97.95         6
                                                        ------        -----
  Total:                                                 80.26        13


    2     EC    ELECTRONICS COMPUTER                    157.95         2
    2     ET    ELECTRONICS TELEVISION                  157.95         1
                                                        ------        -----
  Total:                                                157.95         3


    4     AK    APPLIANCE KITCHEN                        77.45         2
    4     AL    APPLIANCE LAUNDRY                        41.95         4
    4     EC    ELECTRONICS COMPUTER                    120.95         1
    4     FL    FURNITURE LIVING ROOM                    97.95         6
                                                        ------        -----
  Total:                                                 79.33        13


    5     EC    ELECTRONICS COMPUTER                    157.95         2
    5     ET    ELECTRONICS TELEVISION                  157.95         1
                                                        ------        -----
  Total:                                                157.95         3


    8     EC    ELECTRONICS COMPUTER                    120.95         4
    8     FL    FURNITURE LIVING ROOM                    97.95         6
                                                        ------        -----
  Total:                                                107.15        10


   11     AK    APPLIANCE KITCHEN                        77.95         1
   11     AL    APPLIANCE LAUNDRY                        66.95         3
                                                        ------        -----
  Total:                                                 69.70         4


   14     ET    ELECTRONICS TELEVISION                  157.95         1
   14     FL    FURNITURE LIVING ROOM                   101.45         4
                                                        ------        -----
  Total:                                                112.75         5


   15     EC    ELECTRONICS COMPUTER                    150.95         1
```

```
RUN DATE: 10/26/01                    Ohio Valley Sales & Rental                    PAGE:    2
TIME:10:56:35                          APU RECEIVED REPORT (APURPT)
                             ONLY NEW INVENTORY RENTED COUNTED AS DELIVERIES
                               FOR THE DATES OF:  3/01/01 THRU:  3/31/01

        PRODUCT                                          AUTO PRICING
STORE   CODE  DESCRIPTION         SECOND DESCRIPTION         APU      # RECEIVED

                                                          ------      -----
Total:                                                    150.95          1


  16    AL    APPLIANCE LAUNDRY                            41.95          6
  16    EC    ELECTRONICS COMPUTER                        157.95          2
  16    FL    FURNITURE LIVING ROOM                        90.95          4
                                                          ------      -----
Total:                                                     77.62         12


  17    AL    APPLIANCE LAUNDRY                            47.95          6
  17    EC    ELECTRONICS COMPUTER                        157.95          4
                                                          ------      -----
Total:                                                     91.95         10


 9999   AK    APPLIANCE KITCHEN                            77.55          5
 9999   AL    APPLIANCE LAUNDRY                            47.30         23
 9999   EC    ELECTRONICS COMPUTER                        144.48         17
 9999   ET    ELECTRONICS TELEVISION                      157.95          3
 9999   FL    FURNITURE LIVING ROOM                        97.41         26
                                                          ------      -----
Total:                                                     93.76         74



TIME FINISHED:10:56:35
```

```
SmarTerm Essential - [SCO ANSI session 1]
 File  Edit  View  Tools  Properties  Connection  Window  Help

                          PRINT APU REPORT


                  Select by Store: Y
                     Locations: 1       0    0    0    0    0    0    0    0    0
        Starting Rental/Received Date:          Ending Date: 10/26/01
                       Summary By: P
                      Totals Only: N
                      Type Report: O
        First Period Revenue Dates:  1/01/01   Thru:  1/31/01
       Second Period Revenue Dates:  2/01/01   Thru:  2/28/01
           Yield Only On Deliveries: Y
              Status At Rental Time: B
             Select By Product Code: N


        Exclude Early Buyout Dollars: N




           Any More Changes:   N



 tower.stw    SCO ANSI...   SCO ANSI s...
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```
RUN DATE: 10/26/01                    Ohio Valley Sales & Rental                              PAGE:    2
TIME:15:39:02                           APU RENTED REPORT (APURPT)
                           NEW AND RE-RENTAL INVENTORY RENTED COUNTED AS DELIVERIES
                             FOR THE DATES OF:        THRU: 10/26/01
                             YIELD CALCULATED ON DELIVERIES ONLY

                                                                                  1/01/01      2/01/01
                                                   TOTAL  AVG              AVG       TO           TO
                                                    NBR  CONT   AVG  AUTO        FIRST    1/31/01      2/28/01
                                                                   PRICE ACTUAL
STORE  CODE  DESCRIPTION       SECOND DESCRIPTION   DEL  LGTH   ROI  APU   APU    PMT  YIELD # OUT  YIELD # OUT

9999   FP   FURNITURE LAMP                           54  18.07  3.00  23.24  14.75   5.13   5.64    5  16.89    7
9999   FY   FURNITURE YOUTH                          35  16.71  3.08  84.51  79.33  34.51  64.62    5  64.53    5
9999   JL   JL                                      234  15.75  3.69  54.61  47.80  15.36  30.01   52  39.08   42
9999   MD   MD                                       29  16.28  3.97  30.14  20.87   8.79  17.90    3  29.80    4
9999   UN                                             5  20.00  3.19   0.00  67.85  37.19   0.00    0   0.00    0
                                                  ----- ----- ----- ----- ----- ----- ----- ---- ----- ----
Total:                                            2853  17.93  2.87  69.47  64.54  27.86  46.49  501  55.23  473#
           ACTUAL APU  (THE PRICE THE UNITS WERE ACTUALLY RENTED AT)  MINUS AUTO PRICE APU:     4.93-
                          YIELD  (INCOME PER UNIT FOR THE PERIOD)  MINUS THE ACTUAL APU:                 18.05-        9.31-
         PERCENT OF TOTAL NBR DEL  (UNITS DELIVERED)  REMAINING ON RENT AT THE START OF THE PERIOD:      17.56%       16.57%
     NUMBER OF WEEKLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:        1100        15.72%
    NUMBER OF MONTHLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:        1753        17.11%
      NUMBER OF UNITS PAIDOUT AND THE % OF THE DELIVERIES PAIDOUT BY THE END OF THE SECOND PERIOD:         514        18.01%
                                   FEE YIELD  (FEE INCOME PER UNIT FOR THE PERIOD):                       5.53         8.01
                              PERCENT OF FEES TO RENTAL INCOME FOR THE PERIOD:                           11.90%       14.50%
                                 TOTAL YIELD PER UNIT  (YIELD PLUS FEE YIELD):                           52.02        63.24


#     473 TOTAL UNITS DELIVERED IN SELECTED PERIOD REMAINING ON RENT AT THE START OF THE LAST SELECTED PERIOD


TIME FINISHED:15:39:04
```

```
 SmarTerm Essential - [SCO ANSI session 1]
 File  Edit  View  Tools  Properties  Connection  Window  Help

                          PRINT APU REPORT


                 Select by Store: Y
                   Locations: 1    2        0    0    0    0    0    0    0    0
      Starting Rental/Received Date:         Ending Date: 10/29/01
                      Summary By: P
                     Totals Only: N
                     Type Report: O
       First Period Revenue Dates:  1/01/01   Thru:  1/31/01
      Second Period Revenue Dates:  2/01/01   Thru:  2/28/01
          Yield Only On Deliveries: Y
             Status At Rental Time: R
            Select By Product Code: N


      Exclude Early Buyout Dollars: N




            Any More Changes:  N


  tower.stw   SCO ANSI...   SCO ANSI s...
```

```
RUN DATE: 10/29/01                     Ohio Valley Sales & Rental                              PAGE:    2
TIME:08:50:50                            APU RENTED REPORT (APURPT)
                               ONLY RE-RENTAL INVENTORY RENTED COUNTED AS DELIVERIES
                                FOR THE DATES OF:          THRU: 10/29/01
                                YIELD CALCULATED ON DELIVERIES ONLY


                                                                                    1/01/01      2/01/01
                                                   TOTAL   AVG            AUTO     AVG   TO          TO
                                                   NBR    CONT   AVG    PRICE ACTUAL FIRST  1/31/01     2/28/01
STORE  CODE  DESCRIPTION      SECOND DESCRIPTION   DEL    LGTH   ROI     APU    APU   PMT  YIELD # OUT  YIELD # OUT

     2  FY   FURNITURE YOUTH                         12   15.84  2.92   85.19  85.36 28.58 65.87    2  33.90    2
     2  JL   JL                                     103   15.77  3.75   59.74  54.00 16.12 44.26   13  51.69   13
     2  MD   MD                                      13   16.03  5.08   28.05  30.57 11.11 24.06    2  34.34    2
     2  UN                                           15   19.11  3.30    0.00  92.87 28.29 27.82    2  58.42    2
                                                  -----  -----  ----- ------ ------ ----- ----- ----- ----- -----
Total:                                             2108  17.51  2.90   72.94  68.36 29.01 62.73  336  68.90  356#
             ACTUAL APU  (THE PRICE THE UNITS WERE ACTUALLY RENTED AT)  MINUS AUTO PRICE APU:    4.58-
                          YIELD  (INCOME PER UNIT FOR THE PERIOD)  MINUS THE ACTUAL APU:         5.63-        0.54
        PERCENT OF TOTAL NBR DEL  (UNITS DELIVERED)  REMAINING ON RENT AT THE START OF THE PERIOD:     15.93%       16.88%
  NUMBER OF WEEKLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:        1145         16.41%
  NUMBER OF MONTHLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:        963         17.44%
     NUMBER OF UNITS PAIDOUT AND THE % OF THE DELIVERIES PAIDOUT BY THE END OF THE SECOND PERIOD:       370         17.55%
                             FEE YIELD  (FEE INCOME PER UNIT FOR THE PERIOD):                          7.24         7.99
                             PERCENT OF FEES TO RENTAL INCOME FOR THE PERIOD:                         11.54%       11.59%
                             TOTAL YIELD PER UNIT  (YIELD PLUS FEE YIELD):                            69.97        76.89



  9999  AK   APPLIANCE KITCHEN                      187   17.28  2.72   77.51  78.22 40.61 65.14   33  80.88   35
  9999  AL   APPLIANCE LAUNDRY                      489   17.22  2.38   48.39  40.92 18.77 37.91   91  40.19   94
  9999  AV                                            2   24.01  4.26    0.00 132.15 58.38  0.00    0   0.00    0
  9999  EA   ELECTRONICS AUDIO                      374   17.33  2.78   68.98  70.81 27.67 58.93   60  64.33   61
  9999  EC   ELECTRONICS COMPUTER                   403   17.69  2.27  106.92 108.35 53.68 73.47   56  79.93   63
  9999  EM   ELECTRONICS MISCELLANEOUS               10   10.90  1.75   47.56  43.70 11.74  0.00    0   0.00    0
  9999  ET   ELECTRONICS TELEVISION                 768   18.55  2.71   89.29  84.88 35.76 72.84  126  83.34  119
  9999  EV   ELECTRONICS VIDEO                      417   17.68  3.23   39.91  35.85 15.70 29.46   58  34.06   59
  9999  FB   FURNITURE BEDROOM                      164   18.01  3.32  110.69  96.14 33.73 70.01   24  75.93   25
  9999  FC   FURNITURE CHAIR                         31   17.85  3.34   64.84  57.63 23.22 42.75    6  37.78    5
  9999  FD   FURNITURE DINING                       124   17.34  3.54   69.83  66.07 26.10 37.61   18  65.28   17
  9999  FL   FURNITURE LIVING ROOM                  483   17.89  3.24  107.64  95.66 43.49 70.14   86  84.12   77
  9999  FM   FURNITURE MATTRESS                     275   16.34  3.79   50.03  42.40 18.46 33.84   42  41.72   43
  9999  FO   FURNITURE OCCASSIONAL                  369   18.17  3.09   40.04  30.55 11.70 30.27   71  47.79   78
  9999  FP   FURNITURE LAMP                          68   17.30  3.07   22.42  13.66  4.62  7.06    8  18.69   10
  9999  FY   FURNITURE YOUTH                         40   15.93  2.96   85.28  82.21 33.84 59.59    6  55.81    6
  9999  JL   JL                                     235   15.17  3.61   56.13  49.60 16.40 28.37   38  40.21   34
  9999  MD   MD                                      27   15.68  4.61   28.04  30.81  9.06 24.06    2  36.54    4
  9999  UN                                           20   19.33  3.27    0.00  86.61 30.52 27.82    2  58.42    2
                                                  -----  -----  ----- ------ ------ ----- ----- ----- ----- -----
Total:                                             4486  17.52  2.83   71.55  66.64 28.02 52.20  727  61.26  732#
             ACTUAL APU  (THE PRICE THE UNITS WERE ACTUALLY RENTED AT)  MINUS AUTO PRICE APU:    4.91-
                          YIELD  (INCOME PER UNIT FOR THE PERIOD)  MINUS THE ACTUAL APU:        14.44-        5.38-
        PERCENT OF TOTAL NBR DEL  (UNITS DELIVERED)  REMAINING ON RENT AT THE START OF THE PERIOD:     16.20%       16.31%
  NUMBER OF WEEKLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:        2069         15.36%
  NUMBER OF MONTHLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:       2417         17.12%
     NUMBER OF UNITS PAIDOUT AND THE % OF THE DELIVERIES PAIDOUT BY THE END OF THE SECOND PERIOD:       658         14.66%
                             FEE YIELD  (FEE INCOME PER UNIT FOR THE PERIOD):                          6.20         8.14
                             PERCENT OF FEES TO RENTAL INCOME FOR THE PERIOD:                         11.87%       13.29%
                             TOTAL YIELD PER UNIT  (YIELD PLUS FEE YIELD):                            58.40        69.40



    #     732 TOTAL RE-RENTAL UNITS DELIVERED IN SELECTED PERIOD REMAINING ON RENT AT THE START OF THE LAST SELECTED PERIOD



TIME FINISHED:08:50:52
```

```
SmarTerm Essential - [SCO ANSI session 1]
File  Edit  View  Tools  Properties  Connection  Window  Help

                        PRINT APU REPORT


                 Select by Store: Y
                     Locations: 1    2      0    0    0    0    0    0    0    0
        Starting Rental/Received Date:         Ending Date: 10/29/01
                    Summary By: D
                   Totals Only: N
                   Type Report: R
        First Period Revenue Dates:  1/01/01   Thru:  1/31/01
       Second Period Revenue Dates:  2/01/01   Thru:  2/28/01
            Yield Only On Deliveries: Y
              Status At Rental Time: B
             Select By Product Code: N


        Exclude Early Buyout Dollars: N




        Any More Changes:  N
```

```
RUN DATE: 10/29/01                    Ohio Valley Sales & Rental                    PAGE:    8
TIME:10:00:11                         APU RECEIVED REPORT (APURPT)
                     NEW AND RE-RENTAL INVENTORY RENTED COUNTED AS DELIVERIES
                          FOR THE DATES OF:        THRU: 10/29/01
                             YIELD CALCULATED ON DELIVERIES ONLY


        PRODUCT                                          AUTO PRICING
STORE   CODE  DESCRIPTION        SECOND DESCRIPTION         APU     # RECEIVED

9999          TV/STEREO COMBINADED                         0.00          1
9999          TV/VCR COMBO 13"                            45.51         57
9999          TV/VCR COMBO 19-20"                         49.64         93
9999          TV/VCR COMBO 25"                            67.79         69
9999          TV/VCR/STEREO ENT                          163.95         21
9999          TV/VCR/STEREO ENT.                         129.26         23
9999          TV/VCR/STEREO ENT. CENTER                   21.66          6
9999          TV/VCR/STEREO ENTERT                       112.82          7
9999          VCR                                         33.06      1,438
9999          VCR DUAL DECK                               88.41         13
9999          VIDEO GAME                                  48.38        117
9999          WALL UNIT                                    0.00          1
9999          WALL UNIT 1 PC                              43.48        110
9999          WALL UNIT 2 PC                             126.95          1
9999          WALL UNIT 3 PC                             123.51         73
9999          WALL UNIT 4 PC                             111.95          2
9999          WASHER                                      53.67        704
9999          WASHER/DRYER                                 0.00          1
9999          WASHER/DRYER/STACKABLE                      91.95         12
9999          WATCH                                       13.95          1

                                                        ------       -----
Total:                                                   65.56       14442



TIME FINISHED:10:00:11
```

```
SmarTerm Essential - [SCO ANSI session 2]
File  Edit  View  Tools  Properties  Connection  Window  Help

                         PRINT APU REPORT


                Select by Store: Y
                   Locations: 1    2        0    0    0    0    0    0    0    0
        Starting Rental/Received Date:          Ending Date: 10/29/01
                      Summary By: P
                     Totals Only: N
                     Type Report: O
         First Period Revenue Dates:  1/01/01   Thru:  1/31/01
        Second Period Revenue Dates:  2/01/01   Thru:  2/28/01
            Yield Only On Deliveries: Y
              Status At Rental Time: B
              Select By Product Code: N


        Exclude Early Buyout Dollars: N




        Any More Changes:   N
```

tower.stw   SCO ANSI...   SCO ANSI s...

```
RUN DATE: 10/29/01                    Ohio Valley Sales & Rental                           PAGE:   2
TIME:10:46:52                          APU RENTED REPORT (APURPT)
                           NEW AND RE-RENTAL INVENTORY RENTED COUNTED AS DELIVERIES
                                FOR THE DATES OF:         THRU: 10/29/01
                                YIELD CALCULATED ON DELIVERIES ONLY


                                                                              1/01/01      2/01/01
                                               TOTAL   AVG              AVG      TO           TO
                                               NBR    CONT     AVG  AUTO  ACTUAL FIRST      1/31/01      2/28/01
STORE  CODE  DESCRIPTION      SECOND DESCRIPTION DEL   LGTH     ROI  PRICE  APU   PMT  YIELD # OUT   YIELD # OUT
                                                                    APU

  2   FY   FURNITURE YOUTH                         15  16.47   3.03  82.90  81.44  28.41  59.47     4  48.82     4
  2   JL   JL                                     211  16.38   3.92  57.70  53.20  16.90  36.33    40  61.42    42
  2   MD   MD                                      23  16.75   4.91  28.09  29.78   8.97  29.45     4  32.60     4
  2   UN                                           17  16.86   3.30   0.00  81.94  24.96  27.82     2  58.42     2
                                               ----- ------ ------ ------ ------ ------ ------ ----- ------ -----
Total:                                          2522  17.88   3.00  72.40  67.84  28.62  60.09   460  70.40   478#
          ACTUAL APU (THE PRICE THE UNITS WERE ACTUALLY RENTED AT) MINUS AUTO PRICE APU:       4.56-
                        YIELD (INCOME PER UNIT FOR THE PERIOD) MINUS THE ACTUAL APU:                  7.75-         2.56
      PERCENT OF TOTAL NBR DEL (UNITS DELIVERED) REMAINING ON RENT AT THE START OF THE PERIOD:       18.23%       18.95%
   NUMBER OF WEEKLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:      1370         18.90%
  NUMBER OF MONTHLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:      1152         19.01%
   NUMBER OF UNITS PAIDOUT AND THE % OF THE DELIVERIES PAIDOUT BY THE END OF THE SECOND PERIOD:        570         22.60%
                                FEE YIELD (FEE INCOME PER UNIT FOR THE PERIOD):                       6.48          7.40
                                PERCENT OF FEES TO RENTAL INCOME FOR THE PERIOD:                     10.79%        10.51%
                                TOTAL YIELD PER UNIT (YIELD PLUS FEE YIELD):                         66.57         77.80


 9999  AK   APPLIANCE KITCHEN                      218  17.92   2.84  78.50  79.60  39.67  66.59    44  83.06    45
 9999  AL   APPLIANCE LAUNDRY                      563  17.70   2.47  48.22  41.19  18.30  35.81   110  41.61   111
 9999  AV                                            4  24.01   3.81   0.00 161.90  29.19   0.00     0   0.00     0
 9999  EA   ELECTRONICS AUDIO                      469  17.91   2.89  69.44  71.63  27.30  59.75    79  62.29    80
 9999  EC   ELECTRONICS COMPUTER                   438  18.10   2.34 107.68 110.55  55.96  77.33    64  83.80    71
 9999  EM   ELECTRONICS MISCELLANEOUS               11  11.00   1.88  48.34  46.01  10.67   0.00     0   0.00     0
 9999  ET   ELECTRONICS TELEVISION                 870  19.04   2.77  90.41  85.64  36.36  78.17   161  89.80   153
 9999  EV   ELECTRONICS VIDEO                      475  17.98   3.31  39.96  36.54  15.07  29.97    71  36.09    70
 9999  FB   FURNITURE BEDROOM                      196  17.60   3.42 110.13  94.18  33.35  72.88    28  76.59    29
 9999  FC   FURNITURE CHAIR                         36  18.04   3.39  63.73  56.68  23.22  37.00    11  42.53     9
 9999  FD   FURNITURE DINING                       138  17.55   3.59  70.41  66.26  26.58  42.80    22  62.35    21
 9999  FL   FURNITURE LIVING ROOM                  538  18.21   3.29 107.43  95.77  44.29  73.08   101  86.50    90
 9999  FM   FURNITURE MATTRESS                     318  16.62   3.83  50.01  42.19  18.30  33.80    55  40.54    55
 9999  FO   FURNITURE OCCASSIONAL                  445  18.71   3.19  41.87  31.71  12.22  33.50    95  48.98   102
 9999  FP   FURNITURE LAMP                          87  17.59   3.04  23.26  14.76   4.65   6.62    10  16.21    12
 9999  FY   FURNITURE YOUTH                         50  16.64   3.07  84.03  79.96  32.68  62.33     9  57.55     9
 9999  JL   JL                                     445  16.05   3.80  56.07  50.36  16.09  32.76    92  50.25    84
 9999  MD   MD                                      52  16.49   4.35  29.23  29.27   8.87  24.50     7  31.20     8
 9999  UN                                           22  17.58   3.27   0.00  78.74  27.74  27.82     2  58.42     2
                                               ----- ------ ------ ------ ------ ------ ------ ----- ------ -----
Total:                                          5375  17.90   2.93  70.85  66.09  28.22  53.00   961  62.86   951#
          ACTUAL APU (THE PRICE THE UNITS WERE ACTUALLY RENTED AT) MINUS AUTO PRICE APU:       4.76-
                        YIELD (INCOME PER UNIT FOR THE PERIOD) MINUS THE ACTUAL APU:                 13.09-         3.23-
      PERCENT OF TOTAL NBR DEL (UNITS DELIVERED) REMAINING ON RENT AT THE START OF THE PERIOD:       17.87%       17.69%
   NUMBER OF WEEKLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:      2470         17.48%
  NUMBER OF MONTHLY UNITS DELIVERED AND THE % REMAINING ON RENT AT THE START OF THE LAST PERIOD:      2905         17.86%
   NUMBER OF UNITS PAIDOUT AND THE % OF THE DELIVERIES PAIDOUT BY THE END OF THE SECOND PERIOD:       1084         20.16%
                                FEE YIELD (FEE INCOME PER UNIT FOR THE PERIOD):                       5.99          7.70
                                PERCENT OF FEES TO RENTAL INCOME FOR THE PERIOD:                     11.30%        12.25%
                                TOTAL YIELD PER UNIT (YIELD PLUS FEE YIELD):                         58.99         70.56


 #     951 TOTAL UNITS DELIVERED IN SELECTED PERIOD REMAINING ON RENT AT THE START OF THE LAST SELECTED PERIOD


TIME FINISHED:10:46:53
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