

Item 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the Disclosure Document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Postpay Activations and Upgrades

Below are tables containing information based on our Provider's Postpay activations and upgrades data for franchised Stores for the calendar year 2024, as provided to us by our Provider. The Provider reports Postpay activations and upgrades data to us using a reporting system applicable to all of the Stores. We have not audited these figures. The average number of Postpay activation and upgrade transactions in the tables are net of any deactivations.

There were 745 franchised Stores in the Wireless Zone franchise system as of December 31, 2024. The initial table below and the 2024 chart in Section A report data derived from all 703 Stores that were open and operating as Wireless Zone Stores during the entire calendar year 2024. The earliest of these Stores opened in January 1994 and the latest opened in December 2023. We excluded the results of 17 Stores from these numbers because they permanently closed during 2024. Six of these Stores were open for less than 12 months before closing. We also excluded the results of 42 Stores because they opened in 2024 and were not open and operating for the entire 12-month period ended December 31, 2024.

Franchise Stores Open 12 Full Months in 2024 (703 stores)

Number of Stores that Attained or Surpassed the Average		
Average Number of Postpay Activations Per Store Per Month	53	(276 of 703 Stores or 39%) (Median – 47)
Average Number of Upgrades Per Store Per Month	81	(306 of 703 Stores or 44%) (Median – 73)
Average Number of Transactions Per Store Per Month (Postpay Activations & Upgrades Combined)	135	(292 of 703 Stores or 42%) (Median – 120)

The table below reports data for the top 10% of the 703 franchised Stores identified above, and the third table reports data for the bottom 10% of these Stores. The rankings of the top 10% and bottom 10% of these 703 franchised Stores were based on the total number of transactions (Postpay activations and upgrades combined) per Store per month.

Top 10% of Franchise Stores Open 12 Full Months in 2024 (70 stores)

		Number of Stores that Attained or Surpassed the Average
Average Number of Postpay Activations Per Store Per Month	121	(24 of 70 Stores or 34%) (Median – 114)
Average Number of Upgrades Per Store Per Month	179	(23 of 70 Stores or 33%) (Median – 164)
Average Number of Transactions Per Store Per Month (Postpay Activations & Upgrades Combined)	288	(25 of 70 Stores or 36%) (Median – 262)

Bottom 10% of Franchise Stores Open 12 Full Months in 2024 (70 stores)

		Number of Stores that Attained or Surpassed the Average
Average Number of Postpay Activations Per Store Per Month	18	(24 of 70 Stores or 34%) (Median – 20)
Average Number of Upgrades Per Store Per Month	24	(24 of 70 Stores or 34%) (Median – 27)
Average Number of Transactions Per Store Per Month (Postpay Activations & Upgrades Combined)	46	(26 of 70 Stores or 37%) (Median – 49)

Gross Revenue, Gross Profit, Gross Margin, Activations and Upgrades

The charts below show certain financial information and activations and upgrades for our franchised Stores during 2024. All of the information in the charts below is provided based on quintiles. These quintiles are ranged based on Gross Profit. The first quintile in each chart reflects the 20% of those Stores that had the highest Gross Profit, while the bottom quintile represents the 20% that had the lowest Gross Profit.

On November 1, 2024 we changed the way we determine gross revenue and gross profit of the Wireless Zone stores in our system. Before November 1, 2024: (i) a portion of the deactivation charges for devices returned more than 14 days after activation, as well as other rebates, charges and costs (“Non-Return Chargebacks”) were included in Allowable Costs; (ii) gross revenue did not apply to certain incentives that we distributed to our franchisees and only included 50% of Residuals; (iii) Commissions were based on a price list; (iv) the definition of “One-Time Residuals” applied only to eligible new devices; and (iv) Chargebacks included activation charges for devices returned within 14 days. Chargebacks included costs of deactivation chargebacks, and all other reversals of amounts or other revenue we, our Provider or any third party paid to a Store. Allowable Costs referred to above included costs attributable to the sale of

devices, accessories and other items sold at a Store, including fees charged to a Store for such items, Non-Return Chargebacks and Chargebacks. We refer to this as our “Former Calculation”

On November 1, 2024 we changed the way we determine gross revenue and gross profit. These changes included the following: (i) Non-Return Chargebacks are no longer included in Allowable Costs; (ii) Gross Revenue now applies to certain incentives and/or other short-term sales program compensation that we may distribute to you, and includes all Residuals (as opposed to 50%); (iii) Commissions are based on the Commission Schedule we provide from time-to-time; (iv) the definition of “One-Time Residuals” applies only to eligible new devices; and (v) the definition of Chargebacks was expanded to include all costs and other amounts charged back by the Provider. We refer to this as our “Current Calculation”. The Current Calculation is reflected in our current Franchise Agreement attached to this Disclosure Document.

Section A below provides information for the 12-month period ended December 31, 2024. Section B provides this same information for each calendar quarter in 2024. Gross Revenue and Gross Profit were calculated in each of these sections using the Former Calculation for the period between January 1, 2024 and October 31, 2024 and the Current Calculation for the period from November 1, 2024 to December 31, 2024. Section C provides information for the two month period ended December 31, 2024 based solely on the Current Calculation.

For each of Sections A-C below, we have provided Average Gross Revenue, Average Gross Profit, Weighted Average Gross Margin Percentage, and Average Net Activations and Upgrades, in addition to other information. These items have been determined as follows:

- **“Average Gross Revenue”** was determined for each quintile by summing the Gross Revenue of all the Stores in the quintile for the time period covered, and dividing the total by the total number of stores in that quintile.
- **“Average Gross Profit”** was determined for each quintile by summing the Gross Profit of all the Stores in the quintile for the time period covered, and dividing the total by the number of Stores in the quintile.
- **“Weighted Average Gross Margin Percentage”** was determined for each quintile by calculating the gross margin for each Store in the quintile for the time period covered and dividing by the sum of the Gross Revenue of all Stores in the quintile.
- **“Average Net Activations and Upgrades”** was determined for each quintile by determining the total Activations and Upgrades during the covered time period for the group of Stores in the quintile, less any terminations of a subscriber contract following the Activation or Upgrade for this group of Stores, and dividing the resulting net amount by the total number of Stores in the quintile.

Activation and Upgrade information as well as related termination information is provided to us by our Provider and we have used that information in calculating Average Net Activations and Upgrades. For purposes of this calculation, we considered an “Activation” to have occurred when a subscriber activates a new device on a new line of service, whether it is an existing device, trade-in or otherwise. We considered an “Upgrade” to have

occurred when an existing subscriber replaced their current mobile device with a new model on an existing line of service.

SECTION A

The financial information in the chart below was calculated based on the results of the 703 franchised Stores that were open and operating for the entire 12-month period ended December 31, 2024. As discussed above, these Stores were split into quintiles and the results below are for each group of Stores in the applicable quintile.

2024 <i>The data below contains information from the 703 stores during 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores at or above Weighted Average Gross Margin %	Average Net Activations and Upgrades	#/% of Stores at or above Average Net Activations and Upgrades
Quintile 1 / 140	\$3,421,496 Avg \$ \$3,127,671 Median \$	53/38%	\$7,143,829 to \$2,146,354	\$1,030,284 Avg \$ \$926,455 Median \$	52/37%	\$1,928,827 to \$759,667	30% Avg % 30% Median %	75/54 %	2,892 Avg 2,669 Median	56/40%
Quintile 2 / 140	\$2,210,924 Avg \$ \$2,206,646 Median \$	69/49%	\$2,927,616 to \$1,585,018	\$657,661 Avg \$ \$639,967 Median \$	62/44%	\$759,513 to \$580,992	30% Avg % 30% Median %	78/56 %	1,899 Avg 1,873 Median	64/46%
Quintile 3 / 141	\$1,741,647 Avg \$ \$1,725,481 Median \$	66/47%	\$2,938,110 to \$1,235,135	\$509,350 Avg \$ \$503,118 Median \$	65/46%	\$579,758 to \$445,764	29% Avg % 30% Median %	77/55 %	1,484 Avg 1,466 Median	65/46%
Quintile 4 / 141	\$1,312,505 Avg \$ \$1,293,816 Median \$	66/47%	\$2,053,659 to \$940,356	\$381,998 Avg \$ \$378,158 Median \$	66/47%	\$445,216 to \$323,285	29% Avg % 29% Median %	70/50 %	1,104 Avg 1,093 Median	67/48%
Quintile 5 / 141	\$837,716 Avg \$ \$857,190 Median \$	78/55%	\$1,271,960 to \$130,557	\$243,825 Avg \$ \$255,247 Median \$	85/60%	\$323,255 to \$36,967	29% Avg % 30% Median %	84/60 %	708 Avg 734 Median	78/55%
Median	\$1,725,481			\$502,319			29%		1,459	

SECTION B

The financial information in the charts below was calculated for each calendar quarter of 2024. We determined those Stores that were open and operating for the entire quarter, separated those Stores into quintiles and provided the results of each group of Stores in the quintile.

1st Quarter Results

There were 715 franchised Stores open and operating in the Wireless Zone franchise system as of the end of the first quarter of 2024. All of these Stores operated for the entire first quarter of 2024. We have excluded from this number five Stores that permanently closed as Wireless Zone stores in the first quarter of 2024. Two of these five Stores closed before operating for 12 months. No new franchised Stores opened in the first quarter of 2024.

<i>1st Quarter 2024</i> <i>The data below contains information from the 715 stores during 1st Quarter 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores at or above Weighted Average Gross Margin %	Average Net Activations and Upgrades	#/% of Stores at or above Average Net Activations and Upgrades
Quintile 1 / 143	\$724,534 Avg \$ \$668,646 Median \$	53/37%	\$1,441,926 to \$364,085	\$224,332 Avg \$ \$203,197 Median \$	52/36%	\$406,946 to \$165,964	31% Avg % 31% Median %	71/50%	630 Avg 585 Median	54/38%
Quintile 2 / 143	\$470,728 Avg \$ \$460,398 Median \$	59/41%	\$714,525 to \$346,321	\$142,016 Avg \$ \$140,855 Median \$	70/49%	\$165,670 to \$124,835	30% Avg % 31% Median %	80/56%	413 Avg 408 Median	66/46%
Quintile 3 / 143	\$371,864 Avg \$ \$368,947 Median \$	66/46%	\$579,100 to \$259,742	\$108,595 Avg \$ \$108,222 Median \$	70/49%	\$124,820 to \$94,335	29% Avg % 30% Median %	77/54%	323 Avg 314 Median	61/43%
Quintile 4 / 143	\$274,530 Avg \$ \$276,190 Median \$	74/52%	\$403,856 to \$184,609	\$81,535 Avg \$ \$81,285 Median \$	70/49%	\$94,132 to \$68,895	30% Avg % 30% Median %	75/52%	239 Avg 236 Median	66/46%
Quintile 5 / 143	\$177,083 Avg \$ \$178,409 Median \$	75/52%	\$297,796 to \$22,696	\$50,983 Avg \$ \$53,103 Median \$	82/57%	\$68,797 to \$6,934	29% Avg % 29% Median %	80/56%	155 Avg 152 Median	69/48%
Median	\$368,584			\$108,222			29%		314	

2nd Quarter Results

There were 712 franchised Stores open and operating in the Wireless Zone franchise system as of the end of the second quarter of 2024. 711 of these Stores operated for the entire second quarter of 2024. We have excluded one Store from these numbers that opened in the second quarter as it would not have been open and operating for the entire second quarter. We have also excluded five Stores from these numbers that had permanently closed as Wireless Zone stores in the second quarter of 2024. Of the five Stores that permanently closed, three operated for less than 12 months before closing.

2nd Quarter 2024 <i>The data below contains information from the 711 stores during 2nd Quarter 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores at or Above Weighted Average Gross Margin	Average Net Activations and Upgrades	#/% of Stores at or Above Average Net Activations and Upgrades
Quintile 1 / 142	\$744,188 Avg \$ \$689,953 Median \$	57/40%	\$1,569,920 to \$420,324	\$238,951 Avg \$ \$217,137 Median \$	53/37%	\$452,017 to \$178,367	32% Avg % 32% Median%	68/48%	647 Avg 595 Median	53/37%
Quintile 2 / 142	\$474,815 Avg \$ \$472,535 Median \$	69/49%	\$650,852 to \$343,505	\$148,988 Avg \$ \$148,241 Median \$	64/45%	\$177,115 to \$128,348	31% Avg % 32% Median%	75/53%	413 Avg 408 Median	68/48%
Quintile 3 / 142	\$370,515 Avg \$ \$361,994 Median \$	60/42%	\$551,365 to \$261,990	\$112,567 Avg \$ \$113,532 Median \$	72/51%	\$128,051 to \$97,476	30% Avg % 30% Median%	72/51%	324 Avg 322 Median	68/48%
Quintile 4 / 142	\$281,517 Avg \$ \$277,900 Median \$	65/46%	\$474,578 to \$172,438	\$84,306 Avg \$ \$84,333 Median \$	71/50%	\$97,469 to \$72,293	30% Avg % 30% Median%	79/56%	241 Avg 239 Median	70/49%
Quintile 5 / 143	\$183,561 Avg \$ \$185,882 Median \$	75/52%	\$425,765 to \$43,363	\$53,262 Avg \$ \$57,642 Median \$	84/59%	\$72,086 to \$(22,648)	29% Avg % 30% Median%	84/59%	156 Avg 158 Median	72/50%
Median	\$366,866			\$113,190			31%		323	

3rd Quarter Results

There were 719 franchised Stores open and operating in the Wireless Zone franchise system as of the end of the third quarter of 2024. 709 of these Stores operated for the entire third quarter of 2024. We have excluded 10 Stores that opened in the third quarter as they would not have been open and operating for the entire third quarter. We have also excluded three Stores from these numbers that had permanently closed as Wireless Zone stores during the third quarter of 2024. Of the three Stores that permanently closed, one operated for less than 12 months before closing.

3rd Quarter 2024 <i>The data below contains information from the 709 stores during 3rd Quarter 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores At or Above Weighted Average Gross Margin	Average Net Activations and Upgrades	#/% of Stores At or Above Average Net Activations and Upgrades
Quintile 1 / 142	\$841,504 Avg \$ \$778,277 Median \$	54/38%	\$1,738,551 to \$475,861	\$264,608 Avg \$ \$243,082 Median \$	51/36%	\$500,851 to \$192,824	31% Avg % 32% Median%	73/51%	703 Avg 660 Median	57/40%
Quintile 2 / 142	\$529,551 Avg \$ \$530,342 Median \$	74/52%	\$700,627 to \$373,673	\$166,359 Avg \$ \$165,157 Median \$	67/47%	\$192,010 to \$143,711	31% Avg % 31% Median%	71/50%	449 Avg 447 Median	68/48%
Quintile 3 / 142	\$407,469 Avg \$ \$403,896 Median \$	66/46%	\$730,509 to \$275,728	\$125,098 Avg \$ \$124,030 Median	66/46%	\$143,557 to \$109,812	31% Avg % 31% Median%	85/60%	341 Avg 337 Median	63/44%
Quintile 4 / 142	\$315,506 Avg \$ \$306,998 Median \$	65/46%	\$460,327 to \$201,366	\$94,434 Avg \$ \$93,703 Median \$	67/47%	\$109,534 to \$79,698	30% Avg % 30% Median%	76/54%	263 Avg 257 Median	64/45%
Quintile 5 / 141	\$191,529 Avg \$ \$200,165 Median \$	80/57%	\$331,954 to \$(423)	\$56,280 Avg \$ \$60,798 Median \$	85/60%	\$79,491 to \$(423)	29% Avg % 30% Median%	89/63%	157 Avg 160 Median	76/54%
Median	\$409,764			\$124,180			30%		339	

4th Quarter Results

There were 746 franchised Stores open and operating in the Wireless Zone franchise system as of the end of the fourth quarter of 2024. 715 of these Stores operated for the entire fourth quarter of 2024. We have excluded from these numbers 31 Stores that opened in the fourth quarter as they would not have been open and operating for the entire fourth quarter. We have also excluded four Stores from these numbers that had permanently closed as Wireless Zone stores during the fourth quarter of 2024. All of the Stores that permanently closed operated for more than 12 months before closing.

4th Quarter 2024 <i>The data below contains information from the 715 stores during 4th Quarter 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores At or Above Weighted Average Gross Margin %	Average Net Activations and Upgrades	#/% of Stores At or Above Average Net Activations and Upgrades
Quintile 1 / 143	\$1,129,211 Avg \$ \$1,021,751 Median \$	51/36%	\$2,396,256 to \$710,002	\$314,319 Avg \$ \$284,378 Median \$	47/33%	\$598,427 to \$233,718	28% Avg % 28% Media%	77/54%	946 Avg 874 Median	49/34%
Quintile 2 / 143	\$739,010 Avg \$ \$723,474 Median \$	65/45%	\$1,045,181 to \$463,822	\$202,679 Avg \$ \$201,527 Median \$	68/48%	\$233,055 to \$175,859	27% Avg % 28% Media%	77/54%	615 Avg 608 Median	69/48%
Quintile 3 / 143	\$564,021 Avg \$ \$560,578 Median \$	66/46%	\$903,519 to \$403,666	\$153,369 Avg \$ \$154,933 Median \$	75/52%	\$175,827 to \$131,327	27% Avg % 28% Median%	76/53%	468 Avg 457 Median	61/43%
Quintile 4 / 143	\$410,469 Avg \$ \$407,050 Median \$	66/46%	\$545,844 to \$294,987	\$112,261 Avg \$ \$112,603 Median \$	72/50%	\$130,551 to \$96,135	27% Avg % 27% Median%	72/50%	341 Avg 337 Median	66/46%
Quintile 5 / 143	\$252,284 Avg \$ \$264,044 Median \$	77/54%	\$449,747 to \$25,181	\$67,242 Avg \$ \$72,641 Median \$	85/59%	\$96,069 to \$7,330	27% Avg % 27% Median%	82/57%	207 Avg 217 Median	82/57%
Median	\$555,796			\$154,933			28%		457	

SECTION C

Between January 1, 2024 and October 31, 2024 we calculated Gross Revenue and Gross Profit based on the Former Calculation, as discussed above. From November 1, 2024 to December 31, 2024 we calculated these same items based on the Current Calculation, as discussed above. The Current Calculation was used when calculating the information below, other than Net Activations and Upgrades. The information for each month below is derived from the results of those franchised Stores open and operating for the entire applicable month. As we did in Section A and B, we separated those Stores into quintiles and provided the results of each group of Stores in the quintile.

November 2024 Results

There were 739 franchised stores open and operating in the Wireless Zone franchise system as of November 30, 2024. 725 of these Stores operated for the entire month. We have excluded from these numbers 14 Stores that opened in November as they would not have been open and operating for the entire month. We also excluded two Stores from these numbers that had permanently closed as Wireless Zone stores during November. All of the Stores that permanently closed operated for more than 12 months before closing.

<i>November 2024</i> <i>The data below contains information from the 725 stores during November 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores at or Above Weighted Average Gross Margin	Average Net Activations and Upgrades	#/% of Stores at or Above Average Net Activations and Upgrades
Quintile 1 / 145	\$380,386 Avg \$ \$350,087 Median \$	60/41%	\$767,176 to \$203,849	\$105,080 Avg \$ \$97,387 Median \$	52/36%	\$204,832 to \$77,255	28% Avg % 28% Median%	75/52%	320 Avg 303 Median	55/38%
Quintile 2 / 145	\$242,416 Avg \$ \$241,167 Median \$	70/48%	\$344,301 to \$180,792	\$66,502 Avg \$ \$66,918 Median \$	74/51%	\$77,191 to \$57,594	27% Avg % 28% Median%	77/53%	205 Avg 205 Median	75/52%
Quintile 3 / 145	\$184,446 Avg \$ \$179,970 Median \$	66/46%	\$296,290 to \$122,603	\$49,807 Avg \$ \$49,787 Median \$	72/50%	\$57,558 to \$42,788	27% Avg % 27% Median%	73/50%	155 Avg 153 Median	63/43%
Quintile 4 / 145	\$131,758 Avg \$ \$130,682 Median \$	67/46%	\$201,457 to \$88,689	\$36,315 Avg \$ \$36,423 Median \$	75/52%	\$42,706 to \$29,885	28% Avg % 28% Median%	75/52%	110 Avg 109 Median	68/47%
Quintile 5 / 145	\$82,566 Avg \$ \$83,888 Median \$	76/52%	\$186,965 to (\$717)	\$20,636 Avg \$ \$22,628 Median \$	85/59%	\$29,868 to (\$5,432)	25% Avg % 26% Median%	91/63%	68 Avg 69 Median	79/54%
Median	\$180,496			\$49,787			28%		152	

December 2024 Results

There were 745 franchised Stores open and operating in the Wireless Zone franchise system as of December 31, 2024. 738 of these Stores operated for the entire month. We have excluded from these numbers seven Stores that opened in December as they would not have been open and operating for the entire month. We have also excluded one Store from these numbers as it had permanently closed as a Wireless Zone store during December. All of the Stores that permanently closed operated for more than 12 months before closing.

December 2024 <i>The data below contains information from the 738 stores during December 2024</i>										
Quintile #/Qty of Franchised Stores*	Average Gross Revenue	#/% of Stores At or Above Average Gross Revenue	Gross Revenue Range (Highest to Lowest)	Average Gross Profit	#/% of Stores At or Above Average Gross Profit	Gross Profit Range (Highest to Lowest)	Weighted Average Gross Margin %	#/% of Stores at or Above Weighted Average Gross Margin	Average Net Activations and Upgrades	#/% of Stores at or Above Average Net Activations and Upgrades
Quintile 1 / 148	\$414,534 Avg \$ \$382,351 Median \$	55/37%	\$819,918 to \$187,619	\$113,432 Avg \$ \$102,562 Median \$	52/35%	\$210,005 to \$84,549	27% Avg % 27% Median%	75/51%	356 Avg 327 Median	51/34%
Quintile 2 / 148	\$269,016 Avg \$ \$267,364 Median \$	72/49%	\$411,947 to \$191,854	\$71,900 Avg \$ \$71,228 Median \$	68/46%	\$84,519 to \$62,228	27% Avg % 27% Median%	77/52%	230 Avg 228 Median	71/48%
Quintile 3 / 148	\$201,101 Avg \$ \$194,940 Median \$	70/47%	\$335,873 to \$135,220	\$53,602 Avg \$ \$54,088 Median \$	80/54%	\$62,104 to \$45,081	27% Avg % 27% Median%	82/55%	171 Avg 170 Median	70/47%
Quintile 4 / 147	\$144,470 Avg \$ \$144,159 Median \$	72/49%	\$197,908 to \$95,805	\$38,705 Avg \$ \$38,677 Median \$	73/50%	\$45,012 to \$32,098	27% Avg % 27% Median%	70/48%	120 Avg 117 Median	61/41%
Quintile 5 / 147	\$87,683 Avg \$ 89,072 Median \$	75/51%	\$181,674 to \$10,071	\$21,627 Avg \$ \$23,315 Median \$	83/56%	\$32,015 to \$(14,198)	25% Avg % 26% Median%	91/62%	73 Avg 75 Median	79/54%
Median	\$194,940			\$54,185			28%		168	