

TOTAL SALES \$2.3M

BEST PERFORMING STATE CALIFORNIA \$58,769

WORST PERFORMING STATE ILLINOIS -\$4,709

CUSTOMER OF THE YEAR MAX JONES SALES: \$896

SALES ANALYSIS REPORT

| Stats | Sales | Quantity | Discount | Profit | Correlation | Sales | Quantity | Discount | Profit |
|-------|-------|----------|----------|--------|-------------|----------|------------|------------|----------|
| count | 9994 | 9994 | 9994.00 | 9994 | Correlation | 2gic2 | Quantity | DISCOUNT | Pront |
| mean | 230 | 4 | 0.09 | 29 | Sales | 1 | 0.20078845 | -0.0492643 | 0.479067 |
| std | 623 | 2 | 0.29 | 234 | Juico | | 0,200,0010 | 0.0132013 | 0.775007 |
| min | 0 | 1 | 0.00 | -6600 | Quantity | 0.200788 | 1 | 0.0149205 | 0.066271 |
| 25% | 17 | 2 | 0.00 | 2 | <u> </u> | | | | |
| 50% | 55 | 3 | 0.00 | 9 | Discount | -0.04926 | 0.0149205 | 1 | -0.1823 |
| 75% | 210 | 5 | 0.00 | 29 | Profit | 0.479067 | 0.00007400 | 0.4000000 | |
| max | 22638 | 14 | 1.00 | 8400 | | | 0.06627132 | -0.1823038 | 1 |

INSIGHTS

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The Data Provided We Can Deduce That:
The average sales amount is \$22,937, with a standard deviation of \$623.25. The minimum sales amount is \$0, and the maximum sales amount is \$22,638.
The average quantity sold is 3.79, with a standard deviation of 2.23. The minimum quantity sold is 1, and the

The average quantity sold is 3.79, with a standard deviation of 2.23. The minimum quantity sold is 1, and the maximum quantity sold is 14.

On average, a discount is applied to 9.23% of the sales. The minimum discount is 0%, and the maximum discount is 10% (represented as 1 in the data).

The average profit per sale is \$28.65, with a standard deviation of \$234.26. The minimum profit is -\$6,600, indicating a loss, and the maximum profit is \$8,400.

Acount of 9,994 sales was recorded The 25th percentile 25% of the sales have a value of \$17 or lower, the quantity sold is 2 or lower, the discount given is 0% or lower, and the profit is \$2 or lower.

The 50th percentile, also known as the median, represents the middle value of the data. It means that 50% of the sales fall below \$34.50,50% of the quantity sold is 3 or lower, 50% of the given is 0% or lower, and 50% of the profit is \$3 or lower.

The 75th percentile indicates that 75% of the sales have a value of \$210 or lower, 75% of the quantity sold is 5 or lower, 75% of the discount given is 0% or lower, and 75% of the profit is \$29 or lower.

A correlation coefficient of 0.479067 indicates a moderate positive correlation between sales and profit. A positive correlation between sales and profit. A

positive correlation means that as sales increases, profit also increases.



| Order_Year | Total_Sales | Total_Profit | | | | | | | |
|------------------------------------|-------------|-------------------------------|--|--|--|--|--|--|--|
| 2015 | 325449 | 36504 | | | | | | | |
| 2017 | 63127 | 5970 | | | | | | | |
| 2016 | 45898 | 5739 | | | | | | | |
| 2014 | 40612 | 3520 | | | | | | | |
| CATEGORY WITH THE HIGHEST SALES | | | | | | | | | |
| 160413 | 139908 | ■ Furniture ■ Office Supplies | | | | | | | |