

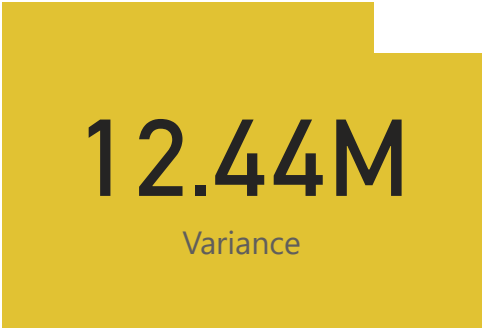
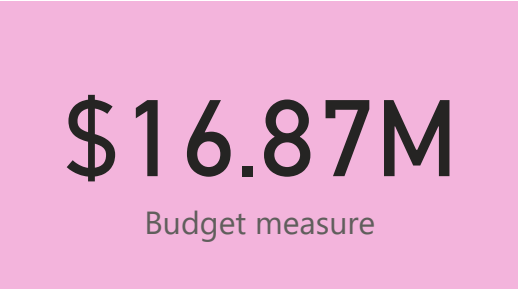
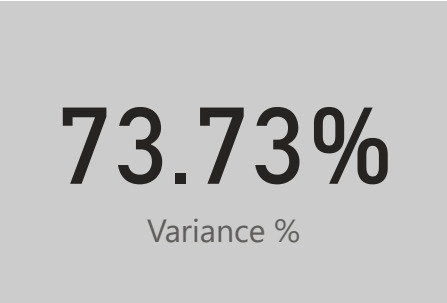
Year	Month	SalesAmount	Amount ▼	Sales measure	Budget measure	Variance	Variance %
2016	Dec	1,949,361.11	\$1,978,396	\$1,949,361	\$1,978,396	-29,034.89	-1.47%
2016	Nov	1,878,317.51	\$1,975,436	\$1,878,318	\$1,975,436	-97,118.49	-4.92%
2016	Jun	1,731,787.77	\$1,713,430	\$1,731,788	\$1,713,430	18,357.77	1.07%
2016	Oct	1,608,750.53	\$1,674,817	\$1,608,751	\$1,674,817	-66,066.47	-3.94%
2016	Aug	1,462,479.83	\$1,577,564	\$1,462,480	\$1,577,564	-115,084.17	-7.30%
2016	Sep	1,480,905.18	\$1,507,678	\$1,480,905	\$1,507,678	-26,772.82	-1.78%
2016	Jul	1,340,244.95	\$1,354,917	\$1,340,245	\$1,354,917	-14,672.05	-1.08%
2016	May	1,196,981.11	\$1,226,351	\$1,196,981	\$1,226,351	-29,369.89	-2.39%
2016	Apr	1,080,449.58	\$1,131,721	\$1,080,450	\$1,131,721	-51,271.42	-4.53%
2016	Mar	1,010,258.13	\$999,795	\$1,010,258	\$999,795	10,463.13	1.05%
2016	Jan	886,668.84	\$871,119	\$886,669	\$871,119	15,549.84	1.79%
2016	Feb	847,413.51	\$858,350	\$847,414	\$858,350	-10,936.49	-1.27%
Total		16,473,618.05	\$16,869,574	\$16,473,618	\$16,869,574	-395,955.95	-2.35%

Adventure works

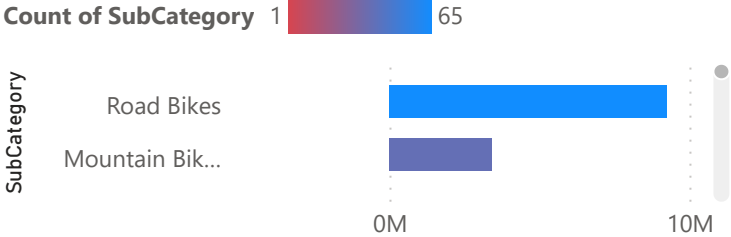
Year

2014

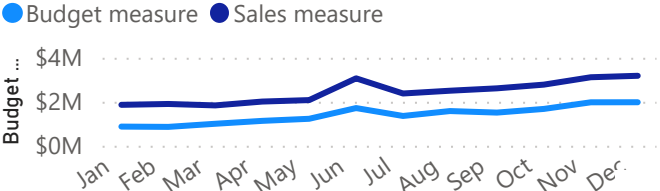
2017



Variance by SubCategory



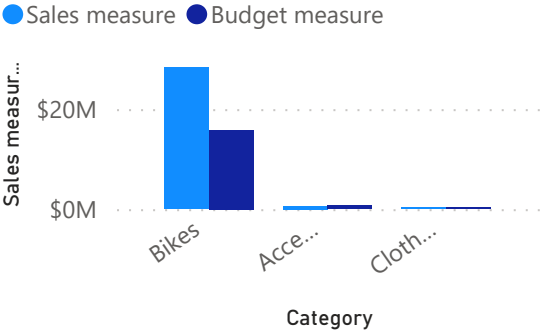
Budget measure and Sales measure by Month



Top 5 product

ProductName	Sales measure
Mountain-200 Black, 46	\$1,373,470
Mountain-200 Black, 42	\$1,363,142
Mountain-200 Silver, 38	\$1,339,463
Mountain-200 Silver, 46	\$1,301,100
Mountain-200 Black, 38	\$1,294,866

Sales measure and Budget measure by Category



Month	Accessories	Bikes	Clothing	Total
Jan	14,468.20	1,839,446.10	6,507.86	1,860,422.16
Feb	52,056.61	1,824,214.67	23,335.39	1,899,606.67
Mar	52,149.72	1,756,373.97	26,144.46	1,834,668.15
Apr	54,595.17	1,928,648.59	25,925.53	2,009,169.29
May	54,832.02	1,995,709.39	25,528.19	2,076,069.60
Jun	65,607.99	2,968,215.13	30,806.54	3,064,629.66
Jul	56,456.93	2,290,180.00	29,219.75	2,375,856.68
Aug	56,995.90	2,417,326.16	28,064.80	2,502,386.86
Sep	60,097.80	2,521,748.06	28,769.31	2,610,615.17
Oct	62,673.58	2,684,140.28	32,028.22	2,778,842.08
Nov	71,880.47	3,011,625.71	31,140.09	3,114,646.27
Dec	65,200.92	2,080,516.58	25,206.48	2,180,923.98
Total	667,015.32	28,318,144.65	322,676.62	29,307,836.59