📊 Results

1. **Yearly Sales Trends**

   - Peak sales occurred in **2004**, higher than 2003 and 2005.

   - Overall trend: steady growth until 2004, then a decline in 2005.

2. **Quarterly & Monthly Insights**

   - **Q4** consistently had the highest sales, showing holiday demand impact.

   - **November & December** were the strongest months.

3. **Sales by Product Line**

   - **Classic Cars** generated the highest revenue.

   - **Vintage Cars & Motorcycles** were strong performers.

   - **Trains, Ships, Planes** contributed the least.

4. **Regional Performance**

   - **EMEA** and **NA** territories dominated sales.

   - Top countries: **USA, France, Germany, UK**.

   - Weak/missing data in some territories flagged tracking issues.

5. **Deal Size Distribution**

   - **Large deals** made up most of the revenue.

   - Medium deals were secondary, Small deals contributed least.

6. **Customer & Location Insights**

   - A few **top customers** drove most revenue (Pareto principle: ~20% of customers generated ~80% of sales).

   - Strong cities: **San Rafael, Madrid, Paris**.

   - States with missing values marked as "Unknown".