

# RETAIL PERFORMANCE OVERVIEW

## EXECUTIVE SUMMARY 2022-2023

Select a region:

East

North

South

West

Select a category:

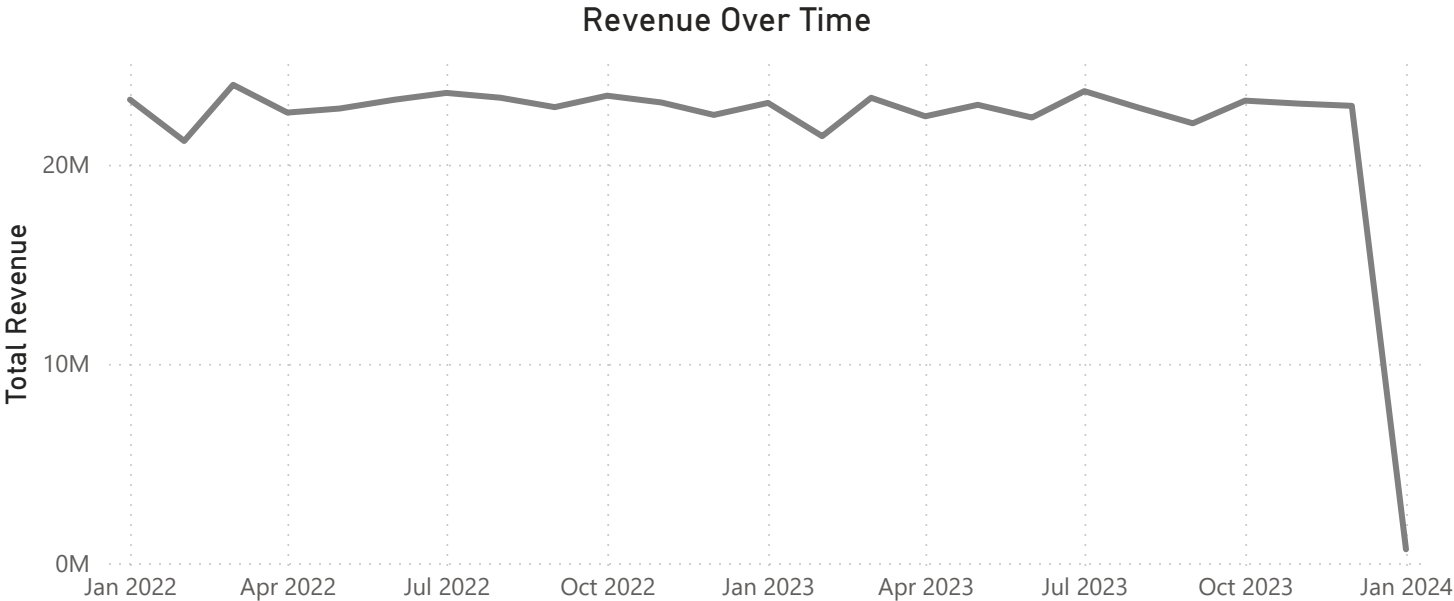
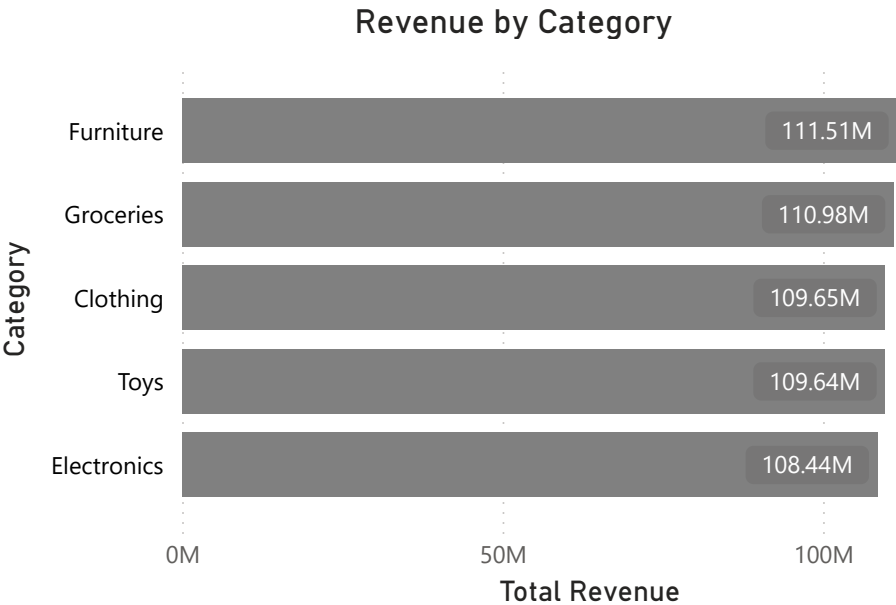
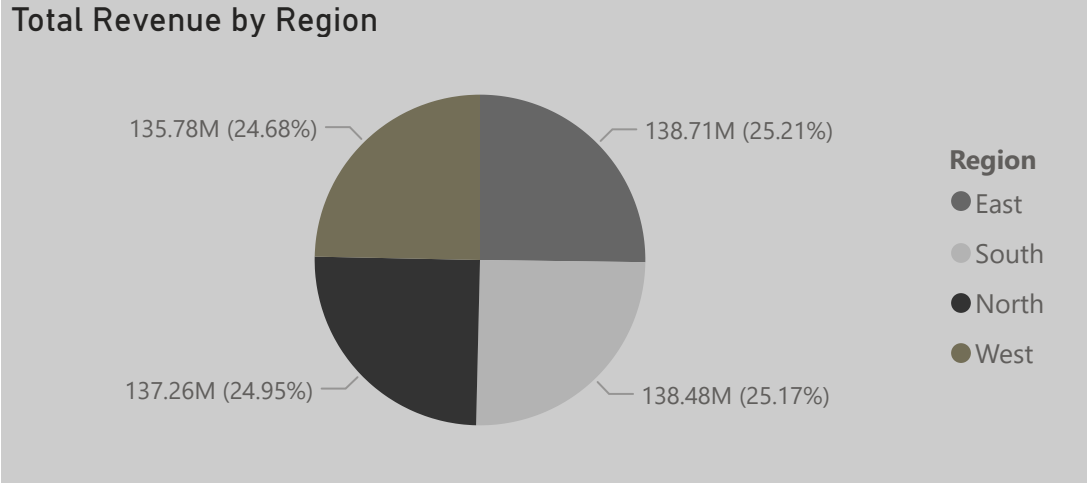
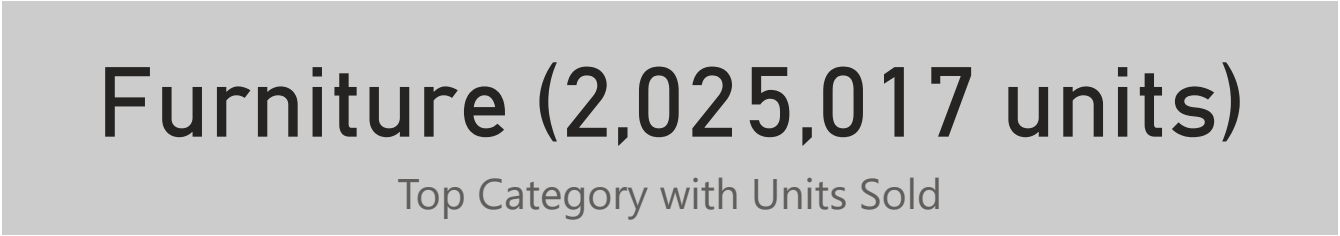
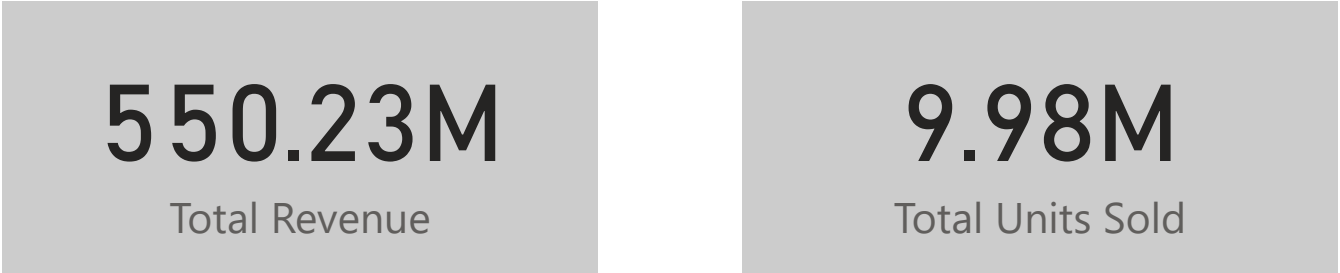
Clothing

Electronics

Furniture

Groceries

Toys



# SALES BREAKDOWN

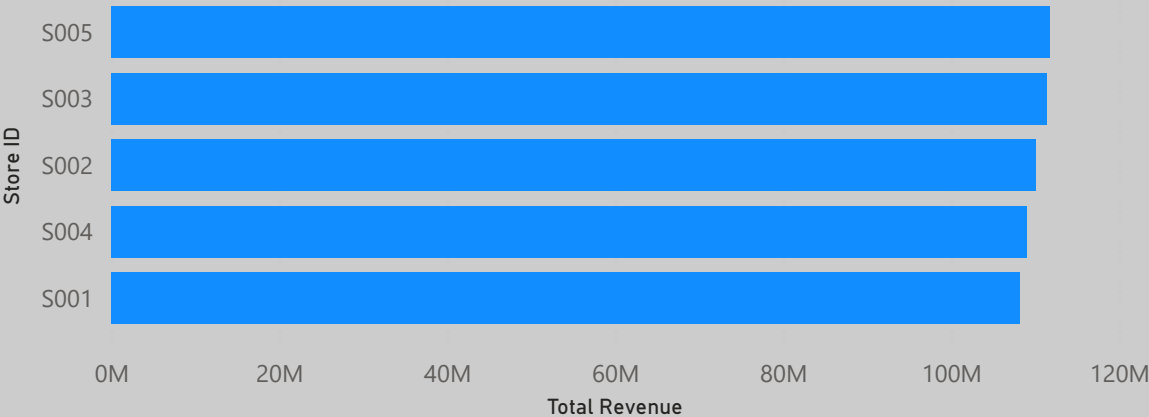
Select a region:

- ☐ East
- ☐ North
- ☐ South
- ☐ West

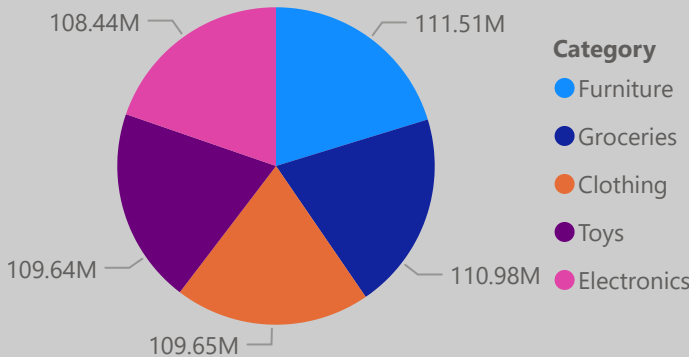
Select a category:

- ☐ Clothing
- ☐ Electronics
- ☐ Furniture
- ☐ Groceries
- ☐ Toys

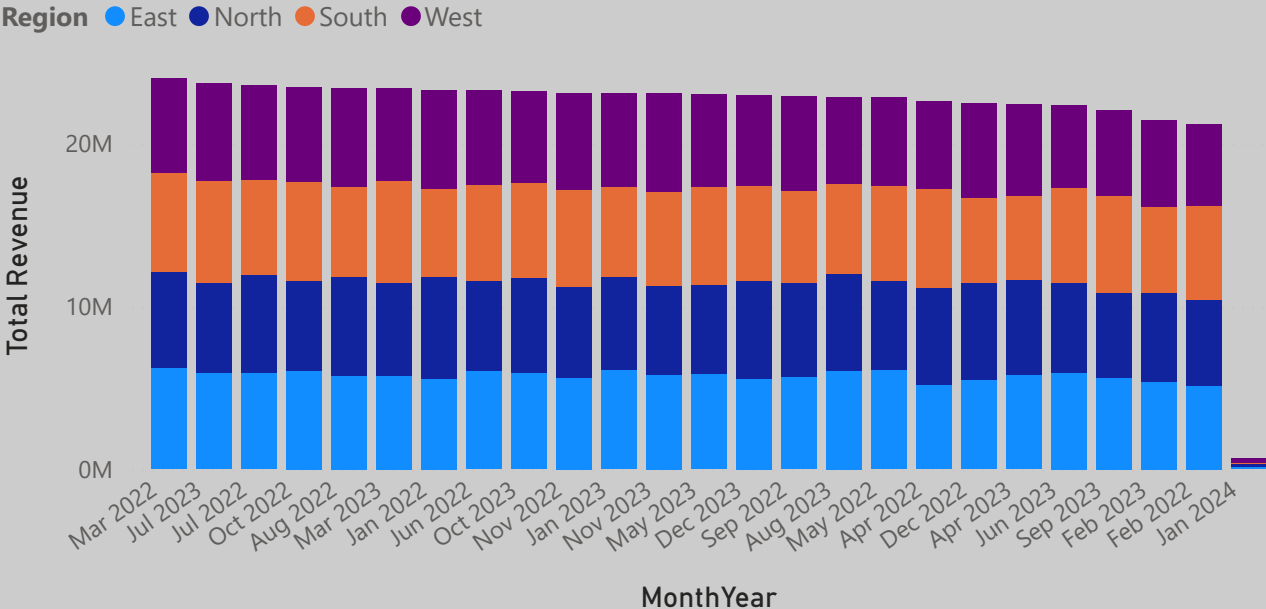
Total Revenue by Store ID



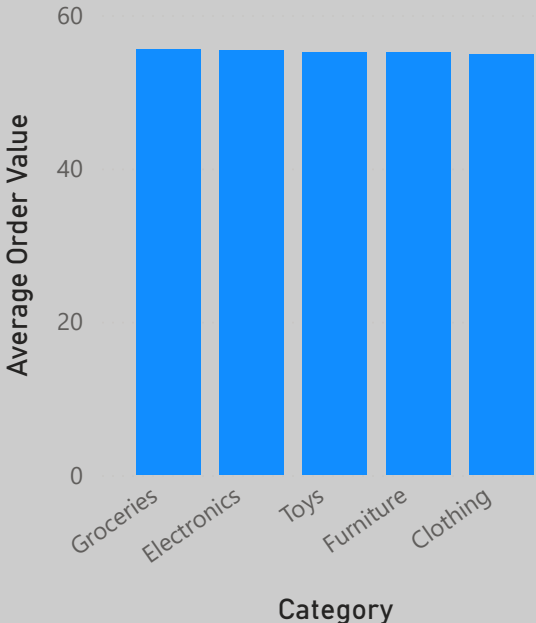
Total Revenue by Category



Total Revenue by Month and Region



Average Order Value by Category



Store ID	Region	Total Revenue	Total Units Sold
S001	East	26,901,439.52	495172
S001	North	27,069,781.20	492620
S001	South	26,885,497.33	495131
S001	West	27,330,025.32	492827
S002	East	28,592,756.53	514361
S002	North	27,523,007.52	491405
S002	South	27,331,542.90	496582
S002	West	26,615,180.64	485367
S003	East	27,502,017.17	496485
S003	North	27,507,852.15	504873
S003	South	28,902,368.64	519457
S003	West	27,406,176.08	501881
S004	East	27,073,456.56	491957
S004	North	27,498,407.07	494827
S004	South	26,784,189.12	488373
S004	West	27,591,360.84	504088
S005	East	28,642,384.55	513290
S005	North	27,656,219.41	501241
S005	South	28,579,968.85	508256
S005	West	26,835,253.51	487389
Total		550,228,884.91	9975582

55.16

Average Order Value

# INVENTORY HEALTH

20.06M

Total Inventory

2.01

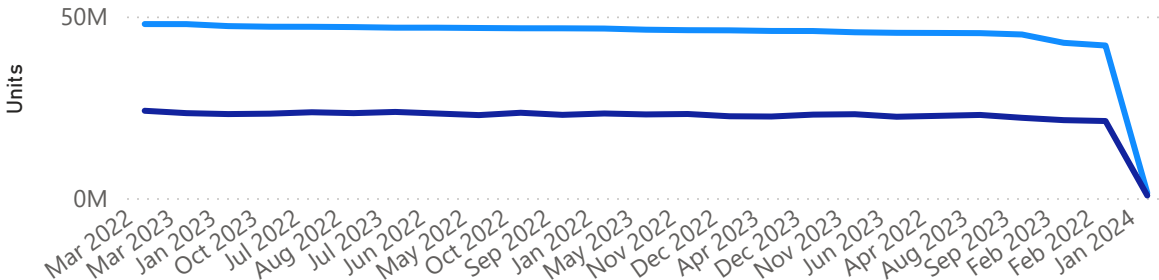
Stock-to-Sales Ratio

0.96

Forecast Accuracy (%)

Inventory Value and Total Revenue by MonthYear

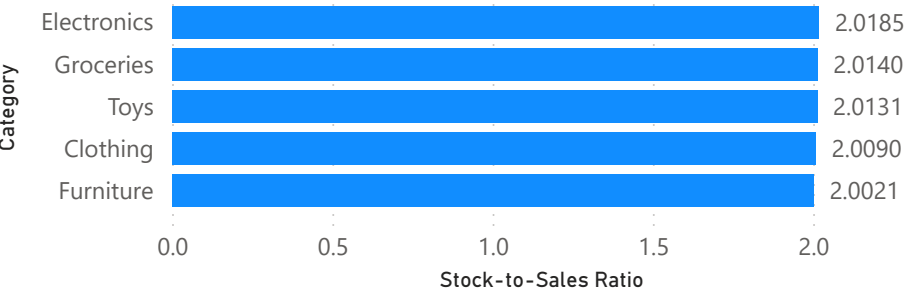
Inventory Value Total Revenue



Inventory Level by Region and Category

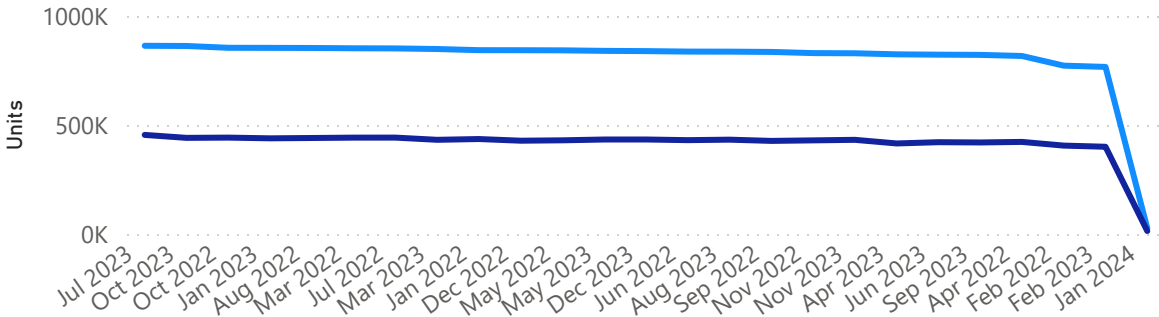
Region	Clothing	Electronics	Furniture	Groceries	Toys	Total
West	1012421	982780	1006593	964042	1000168	4966004
South	1016608	976701	1021521	1033925	988651	5037406
North	963984	985940	1030082	999814	1029173	5008993
East	1023254	1011761	996027	1031284	989019	5051345
Total	4016267	3957182	4054223	4029065	4007011	20063748

Stock-to-Sales Ratio by Category



Total Inventory and Forecast by Month

Total Inventory Total Forecast



Total Inventory and Total Units Sold by MonthYear

Total Inventory Total Units Sold

