

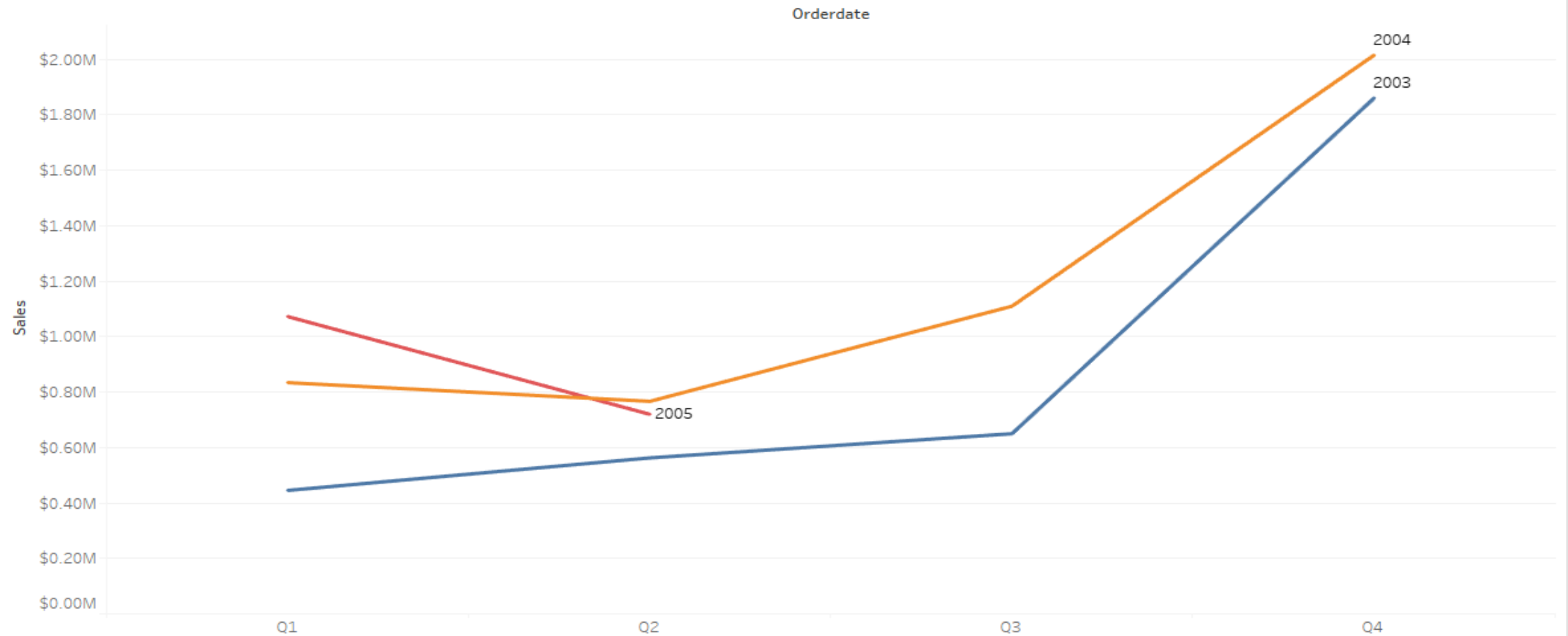
# Automobile Sales Trends Analysis

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By

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### Trend in Total sales amooount



Trend in Sales: Sales generally increase over the quarters, with noticeable peaks in specific years. and the sales performance was very poor in 2005

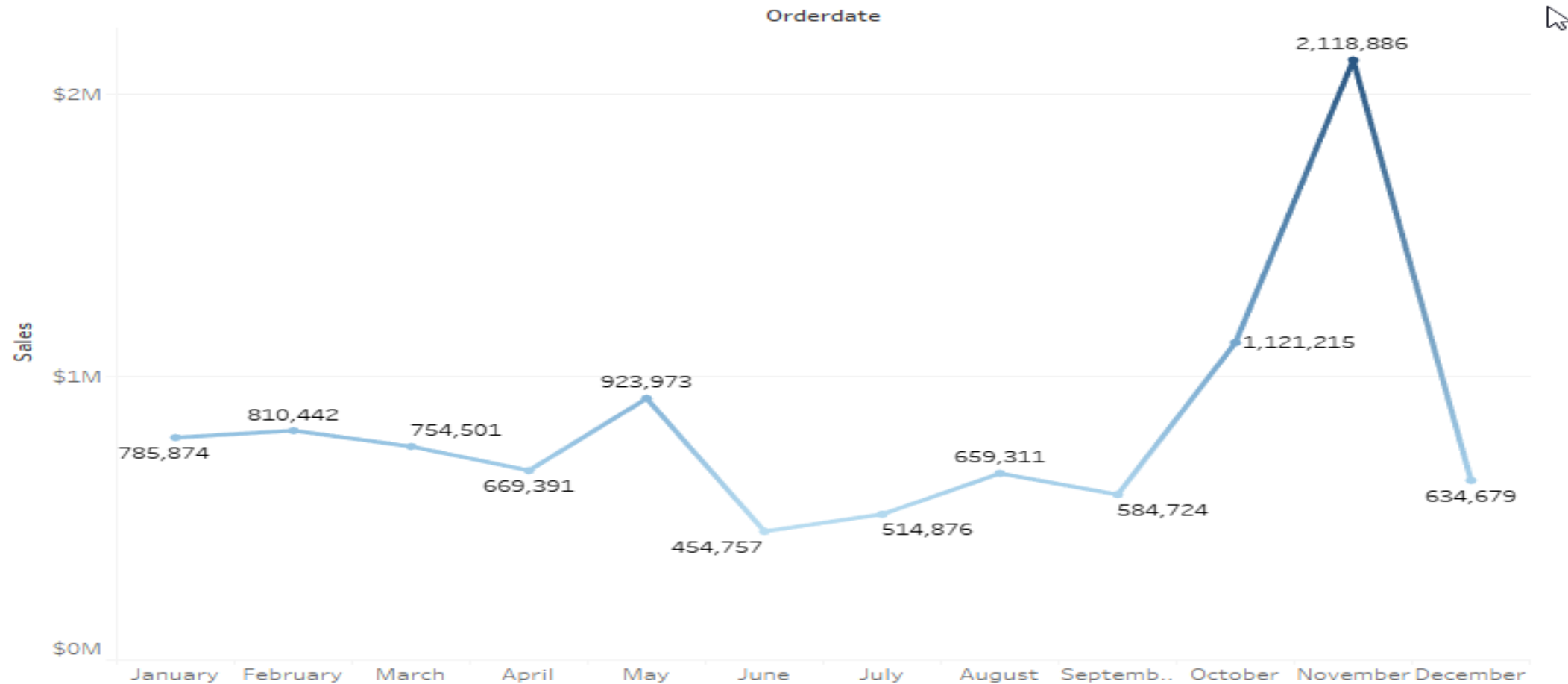
Contribution of different product line to sales



**Certain product lines dominate total sales, and classic cars are having the highest sales among this product line and Trains product line has low sales among this**

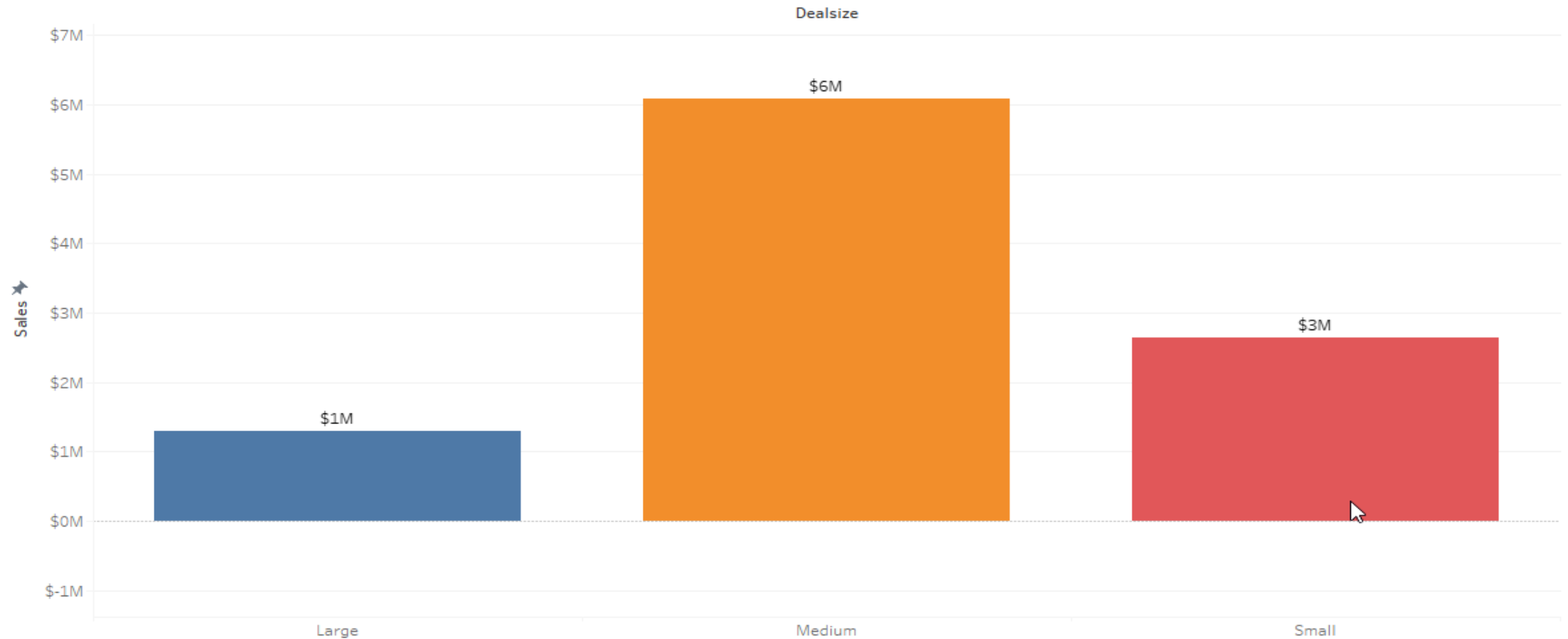


## Season pattern in Sales



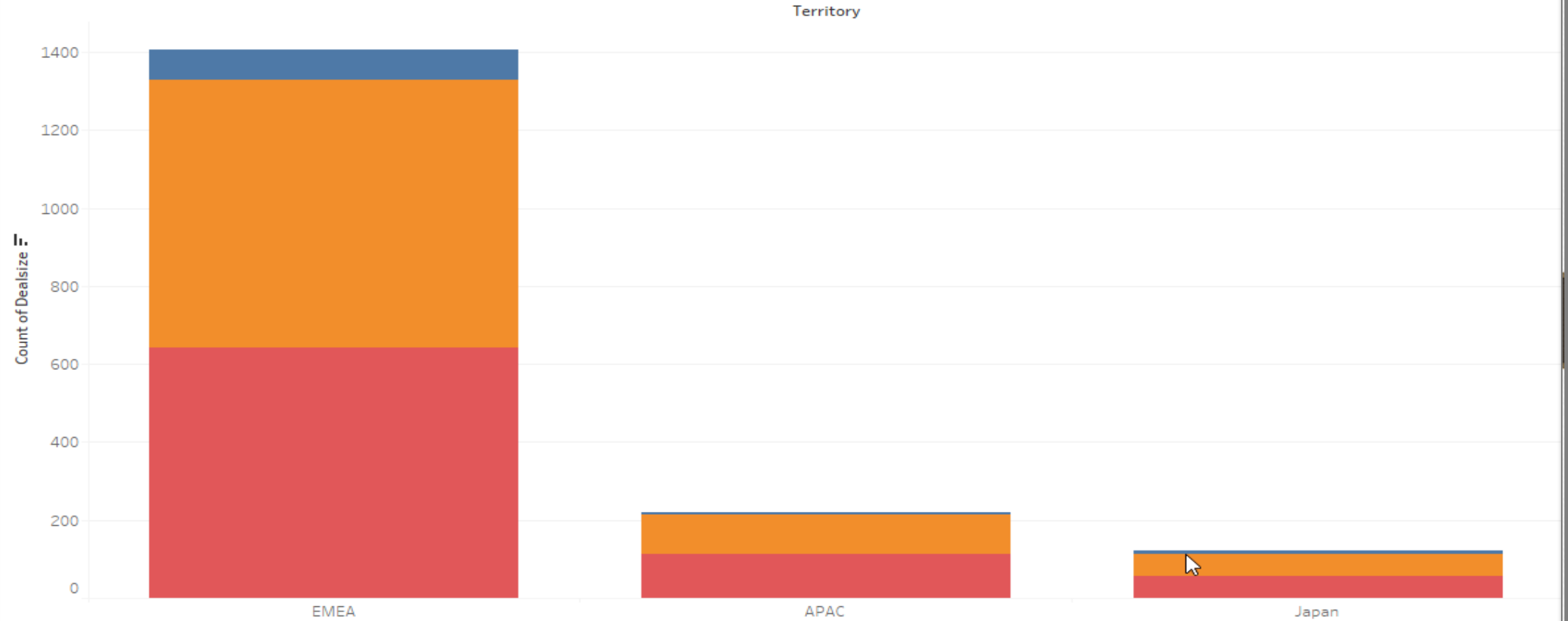
This chart clearly shows there is highest sales in the month of November and there is a lowest sales in the month of June

## Impact of Different Deal Sizes on Total Sales



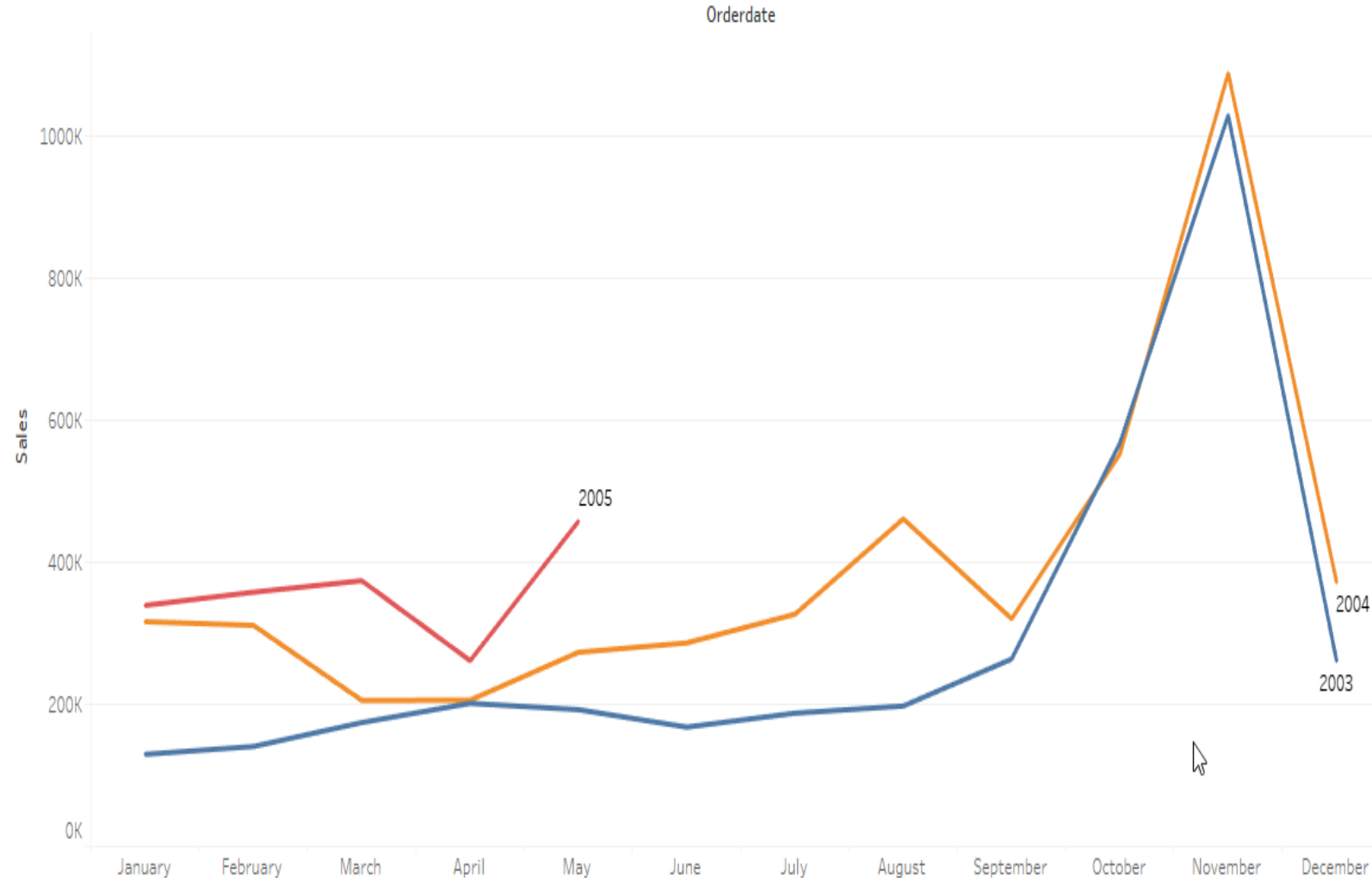
The bar chart shows how different deal sizes affect the total sales, highlighting which deal sizes contribute more significantly.

## Deal Size Variation Across Different Territories



A grouped bar chart showing how sales are distributed across different deal sizes in various territories, helping identify patterns in deal sizes.

Monthly Sales Evolution Over Different Years



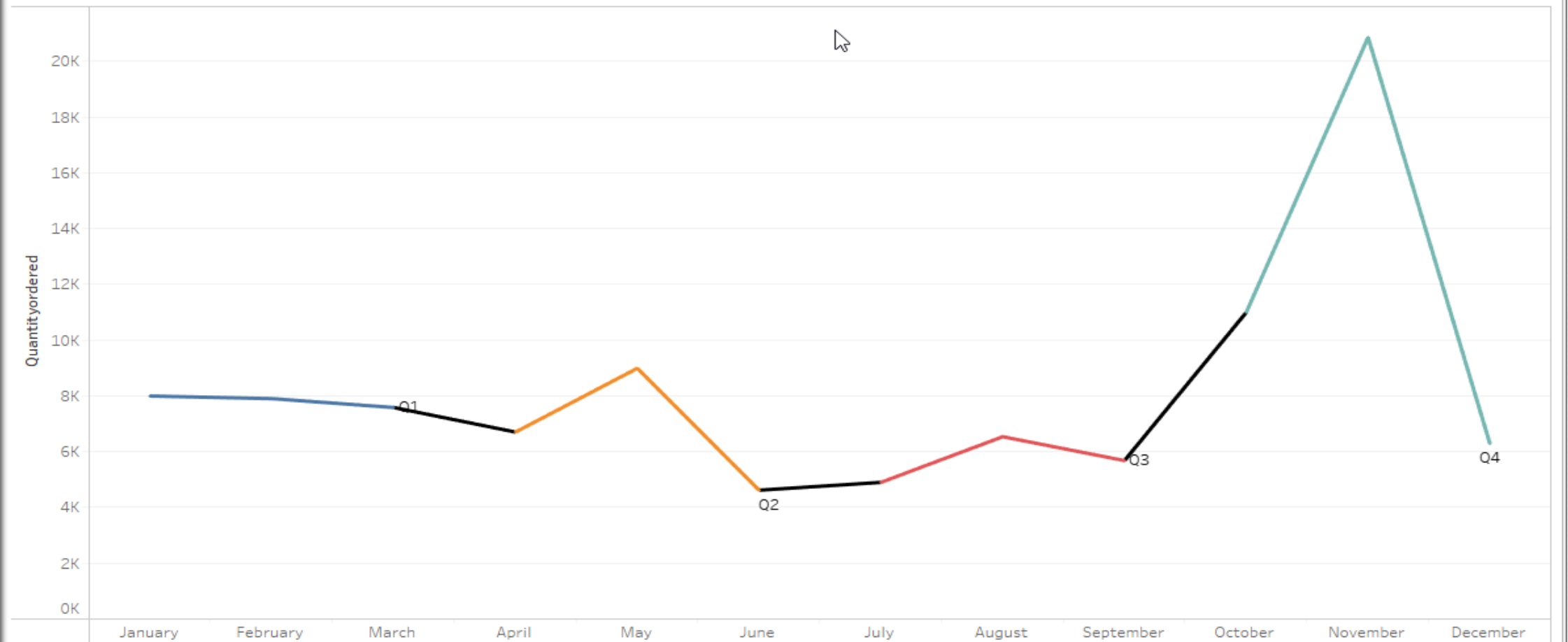
The trend of sum of Sales for Orderdate Month. Color shows details about Orderdate Year. The marks are labeled by Order date Year.

**seasonality in sales data:** sales have repeatedly perform the same way sales dropped in the month of December and it's peaked in the month of November

**historical data for predicting future sales:** This data follows certain patterns so, the next year sales will be the same as its



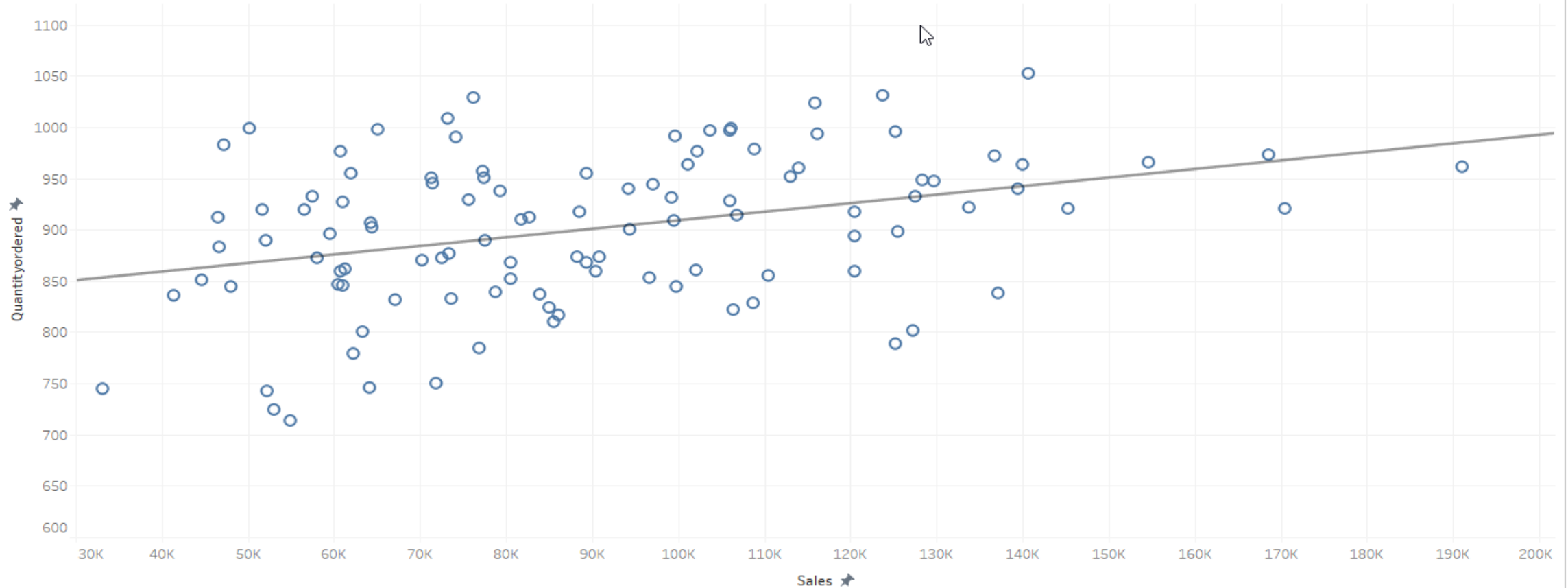
Monthly & Quarter Trend of Quantities Ordered



This chart illustrates how ordered quantities fluctuate over time and in the forth quarter in the month of November the quantities of order are in the peak

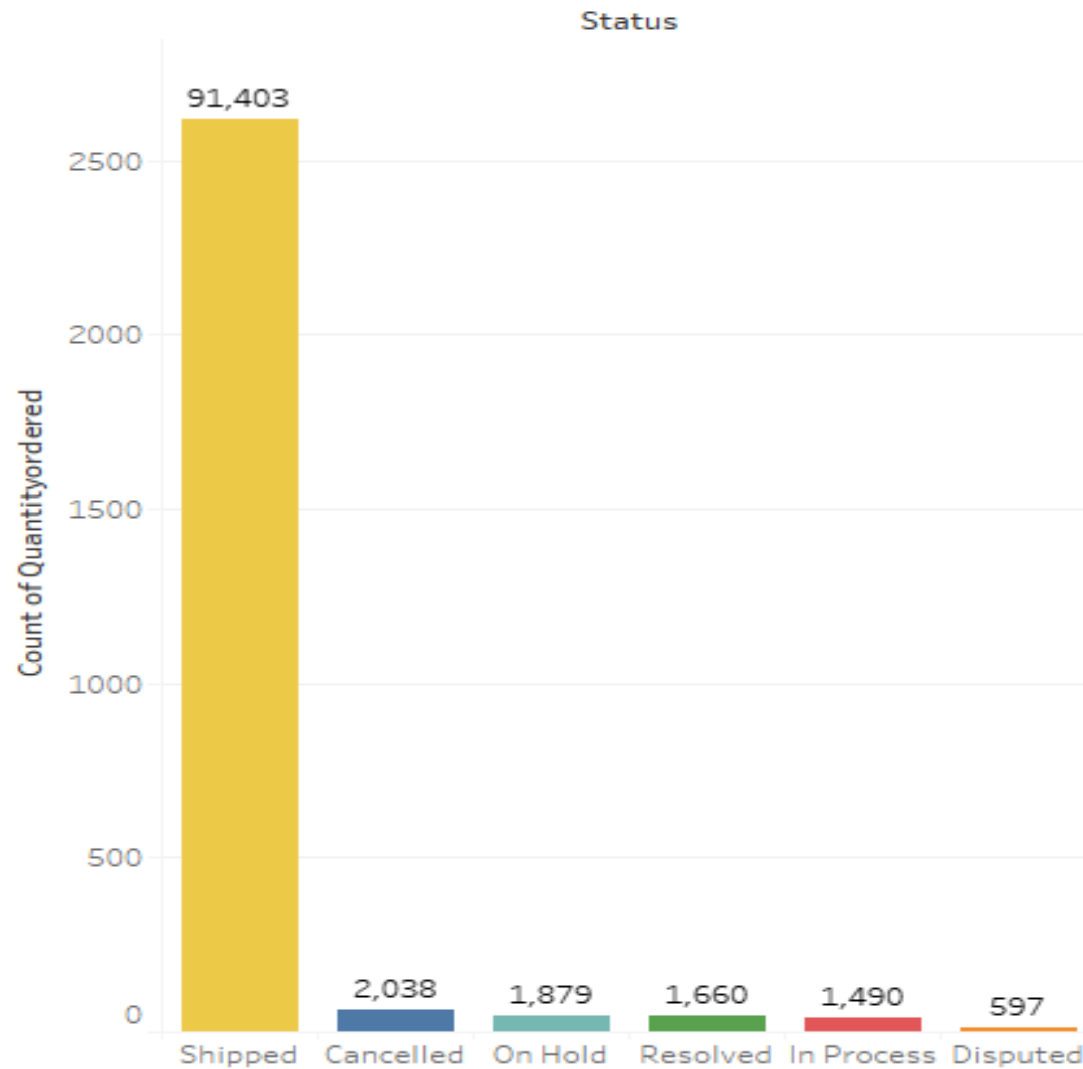


Relationship between Quantity Ordered and Sales

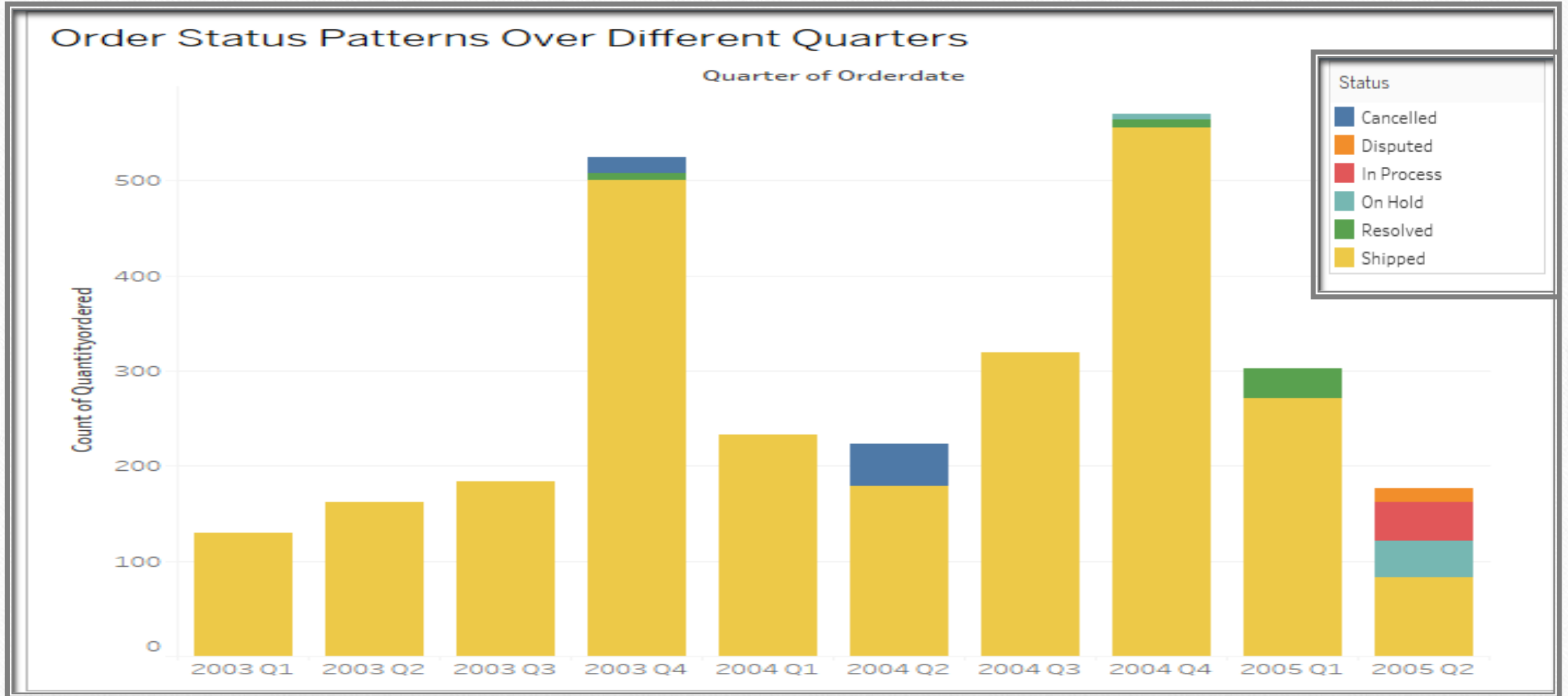


The scatter plot shows the correlation between quantities ordered and sales, indicating how increasing order quantities can impact sales performance. A positive trend supports the importance of optimizing stock to boost sales.

## Distribution of Order Statuses



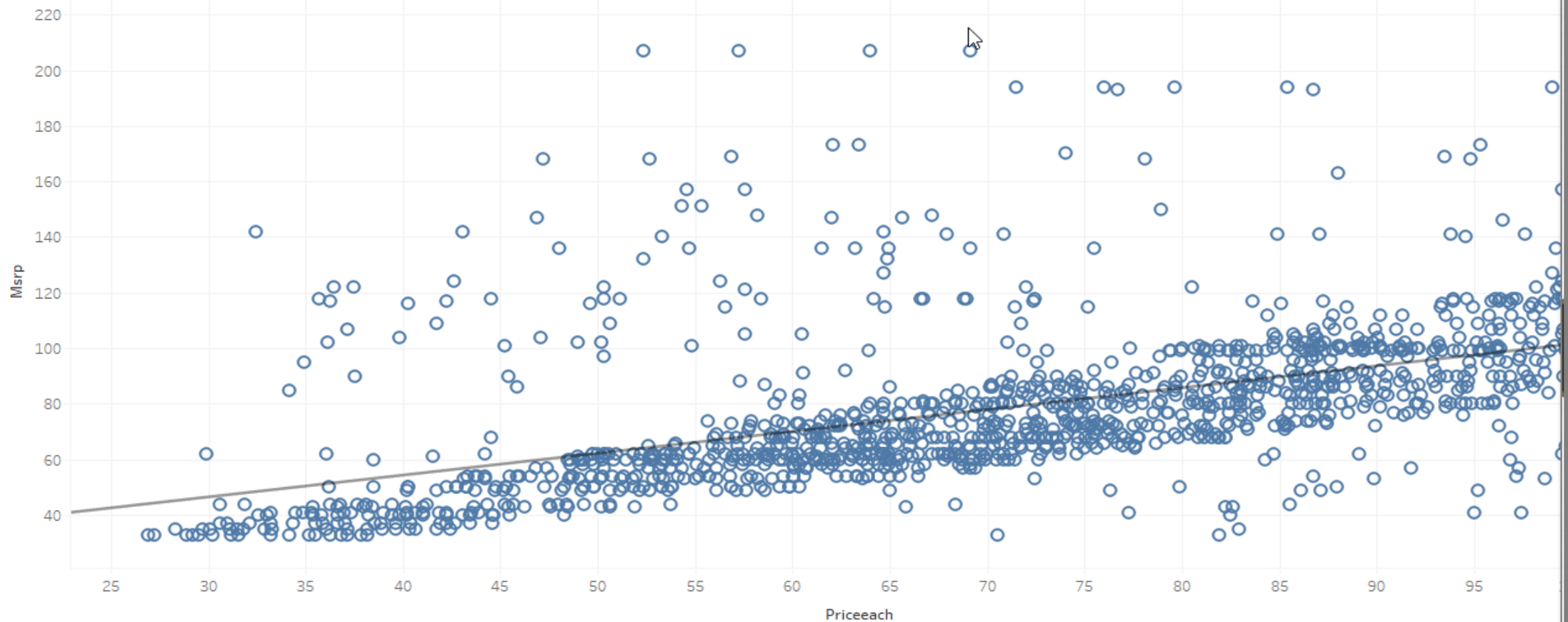
The bar chart displays the distribution of order statuses, A high count of "Shipped" orders suggests efficient fulfilment



The stacked bar chart will show trends in order statuses Patterns like a consistent increase in "Shipped" orders suggest improved fulfillment processes

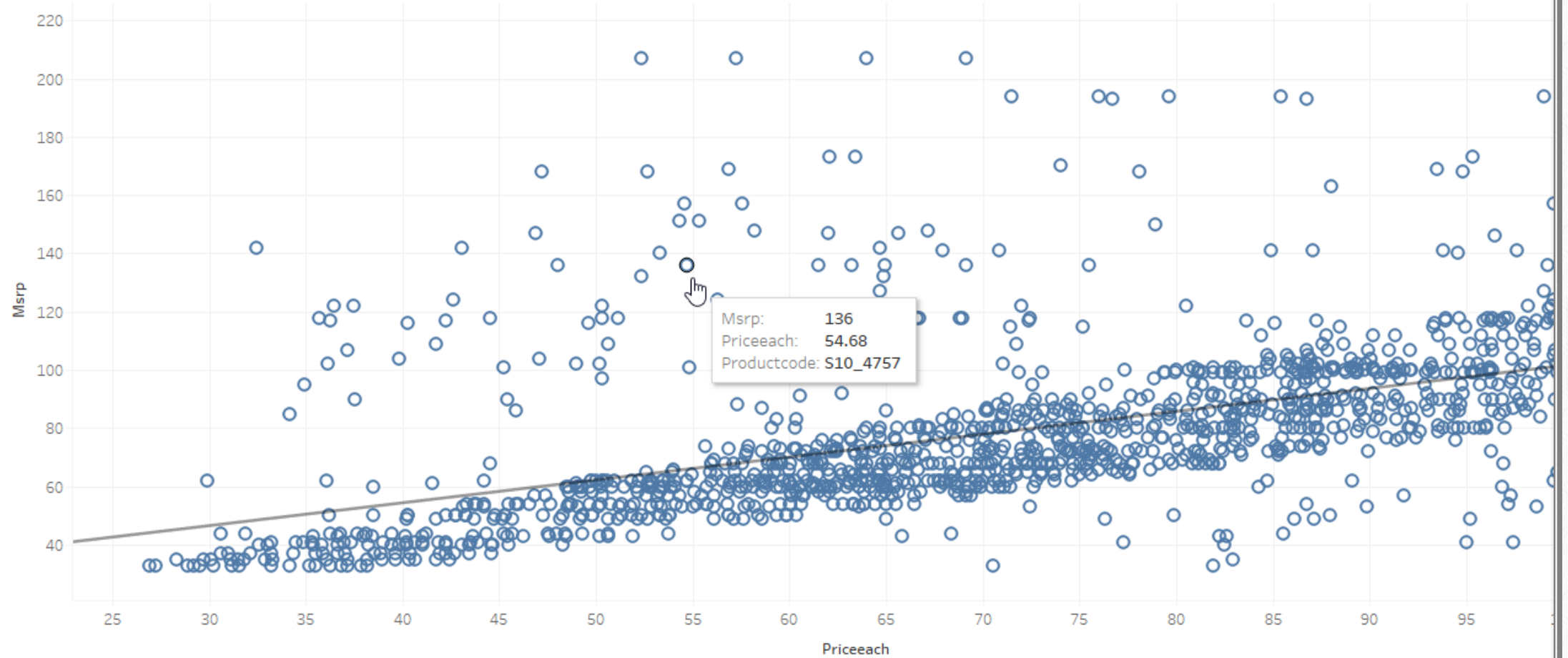


PRICEEACH vs MSRP across Product Lines



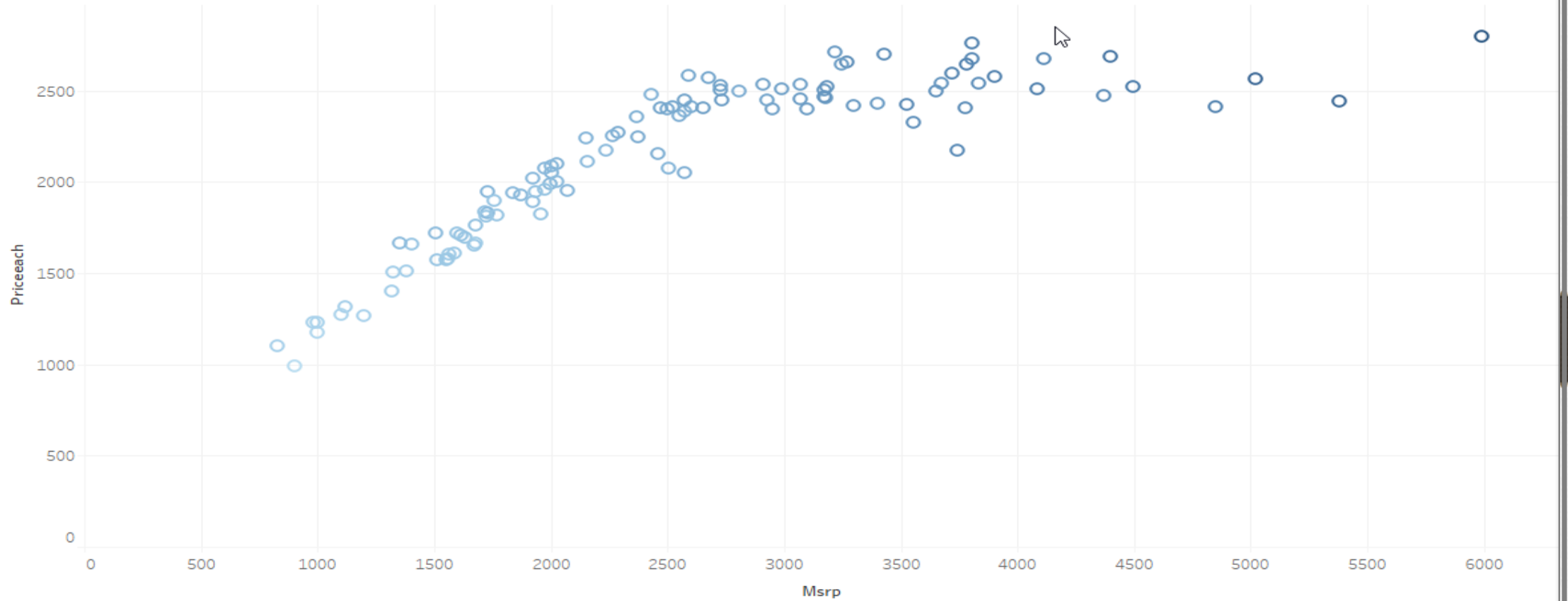
This chart shows that there is strong relationship between Priceeach and Msrp

PRICEEACH vs MSRP across Product code



This chart shows that there is strong relationship between Priceeach and Msrp

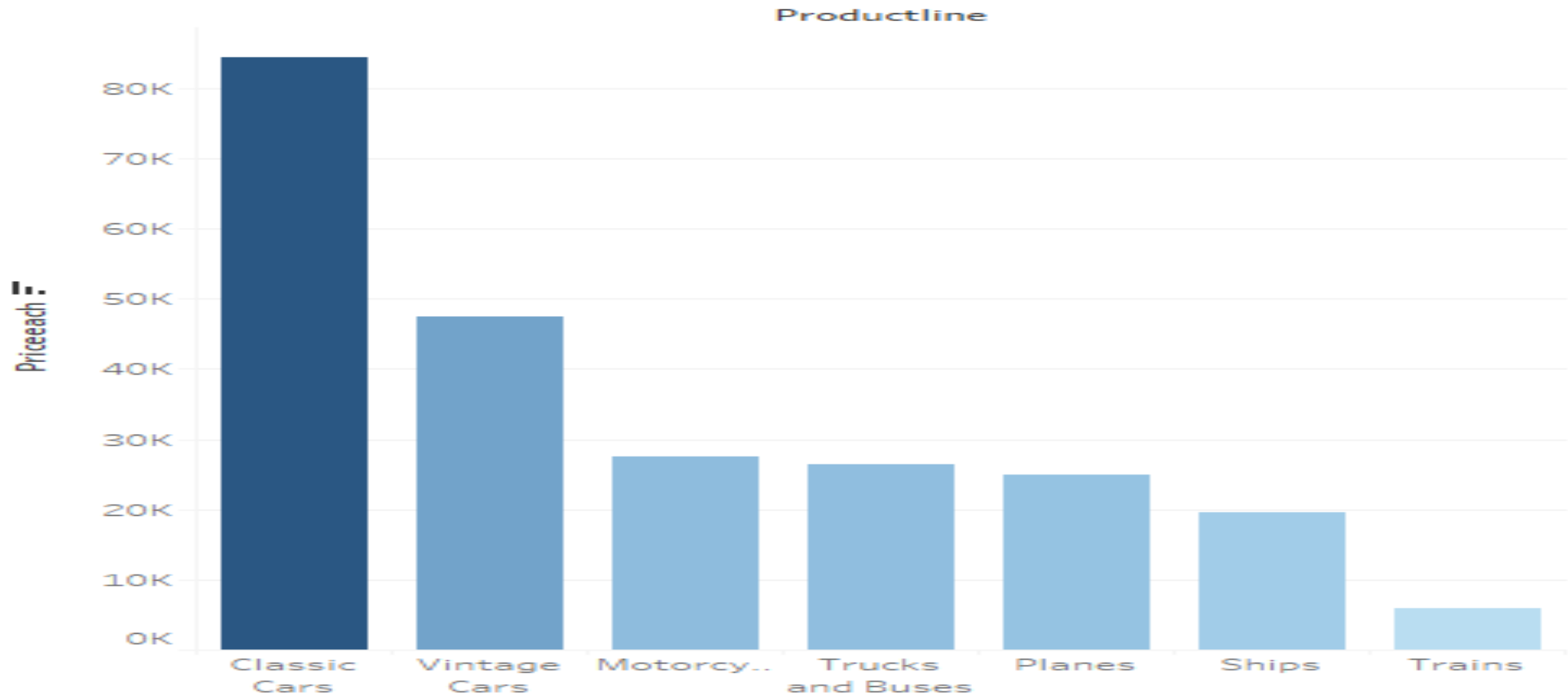
Relationship between Pricing Strategy and Sales



Sum of Msrp vs. sum of Priceeach. Color shows sum of Sales. Details are shown for Productcode.



## Pricing Strategy across Product Lines



This Bar Chart shows that classic cars have the higher price across product lines