

STORE SALES FORECASTIING

Having sale analysis of store

STORE SALE DASHBOARD

Category, Sub-Category

▼

▼ ☐ Furniture

03-01-2014

11-12-2017

Profit Margin

3.09%

sales

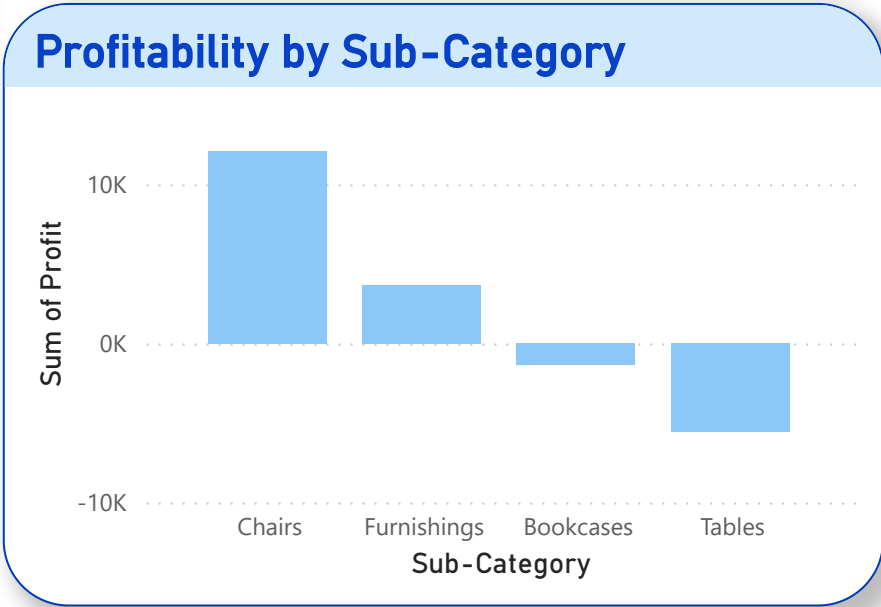
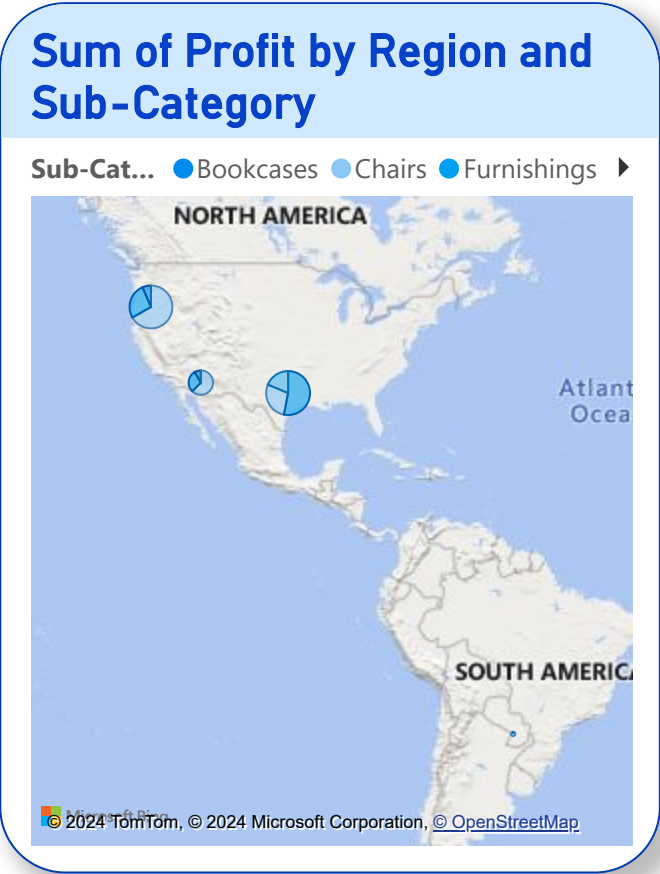
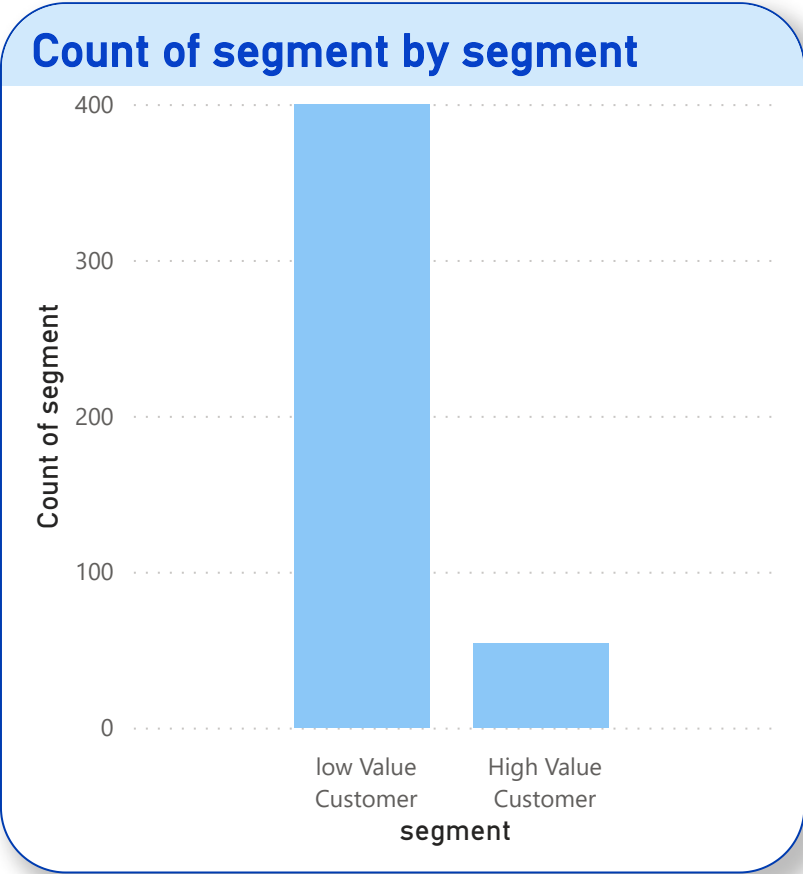
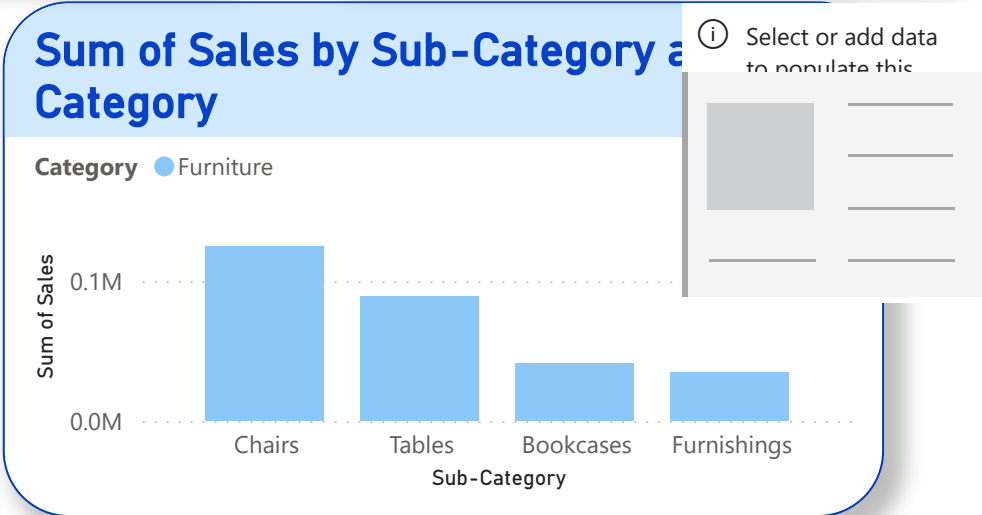
290K

Profit

9K

Average sale per order

0.35K



PROFIT ANALYSIS

Bar Viz

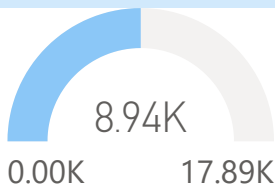
Matrix

Details

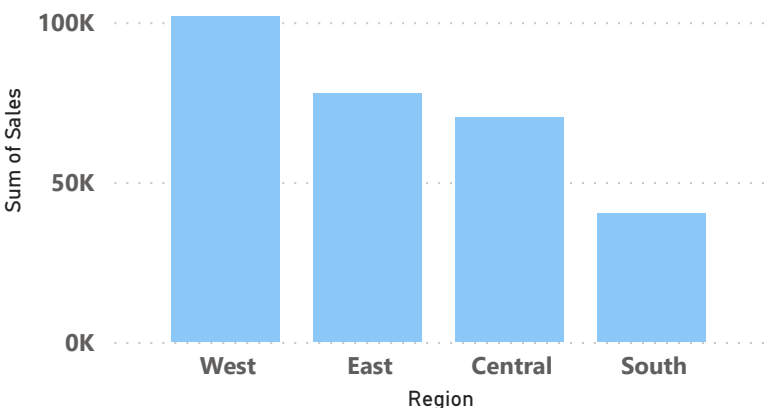
Total Quantity Sold

3186

Sum of Profit



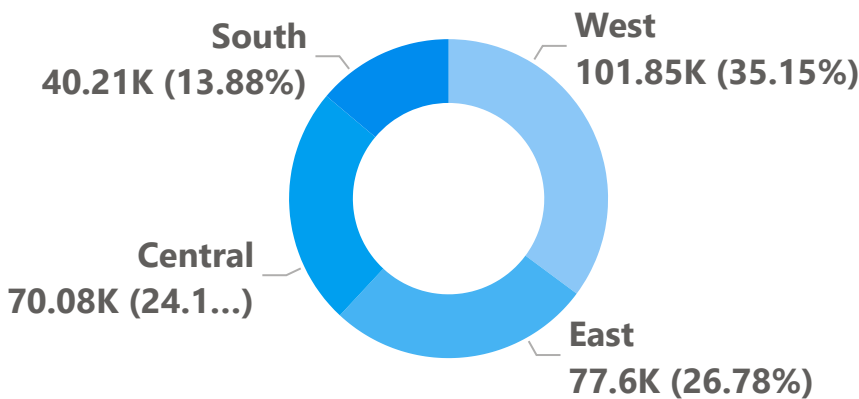
Sum of Sales by Region



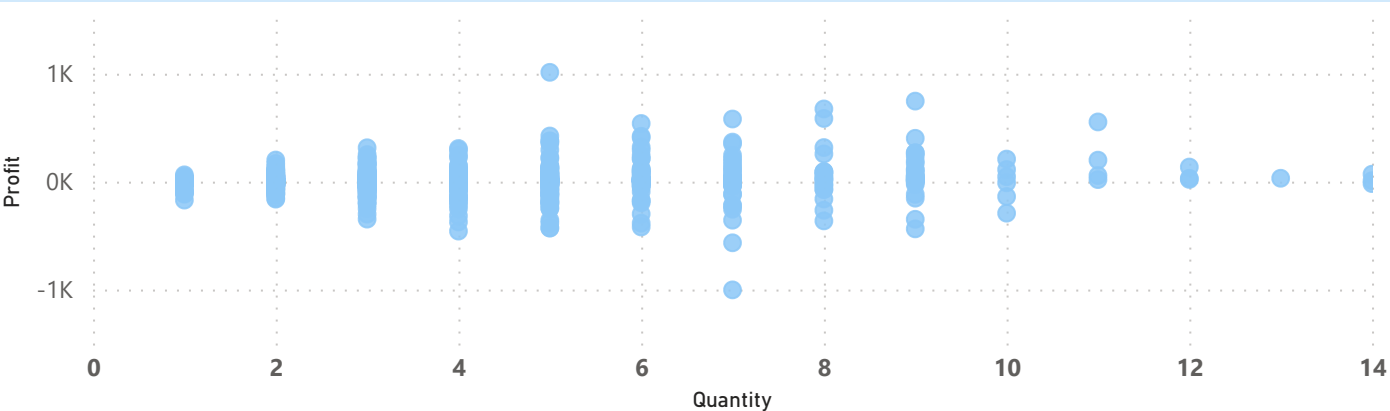
Matrix for sales and profit in ship mode

Ship Mode	Sum of Profit	Sum of Sales	Sum of Quantity
Standard Class	4,454.31	1,64,143.95	1862
Second Class	2,641.20	67,916.70	655
Same Day	1,247.00	13,289.92	147
First Class	602.42	44,385.71	522
Total	8,944.93	2,89,736.28	3186

Sum of Sales by Region

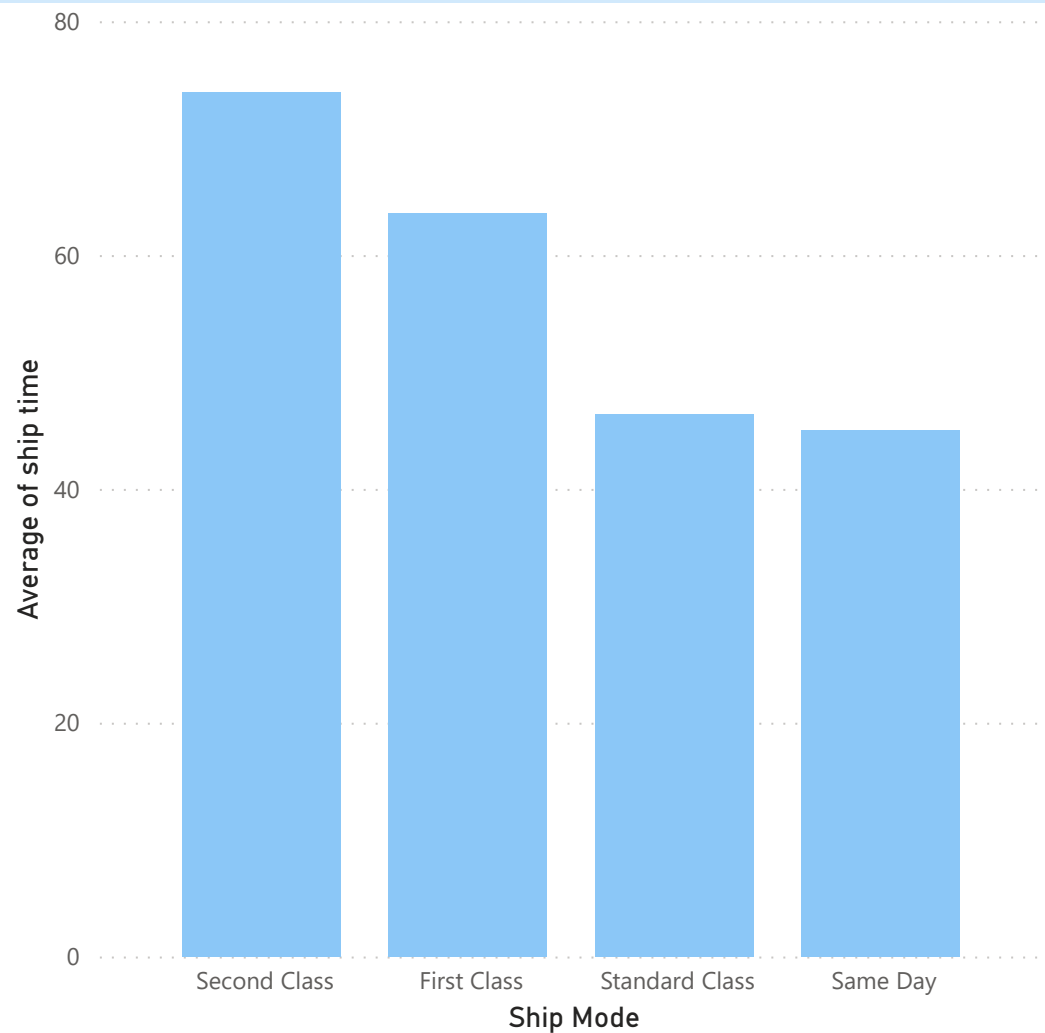


Quantity and Profit

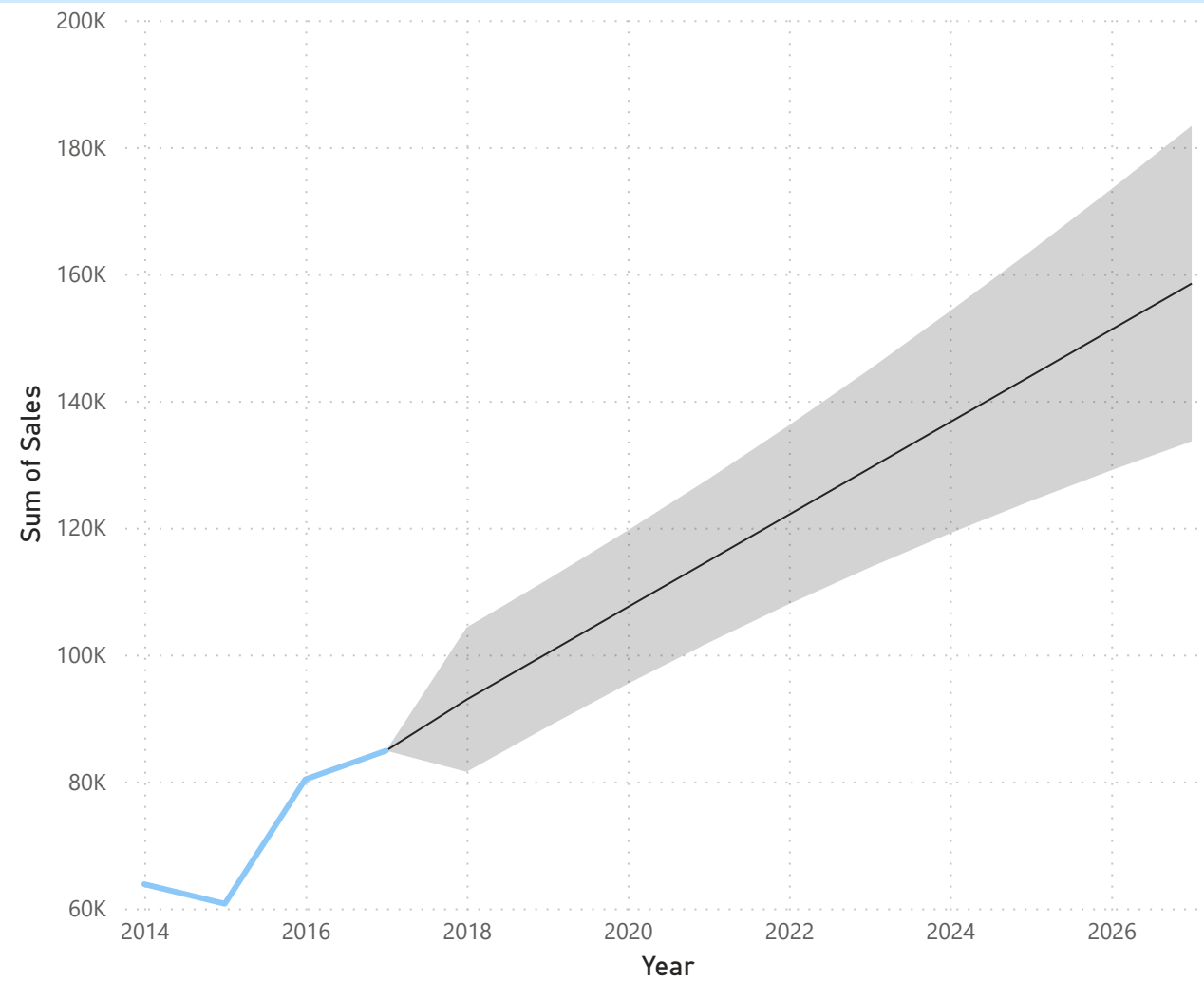


FORECASTING

Average of ship time by Ship Mode



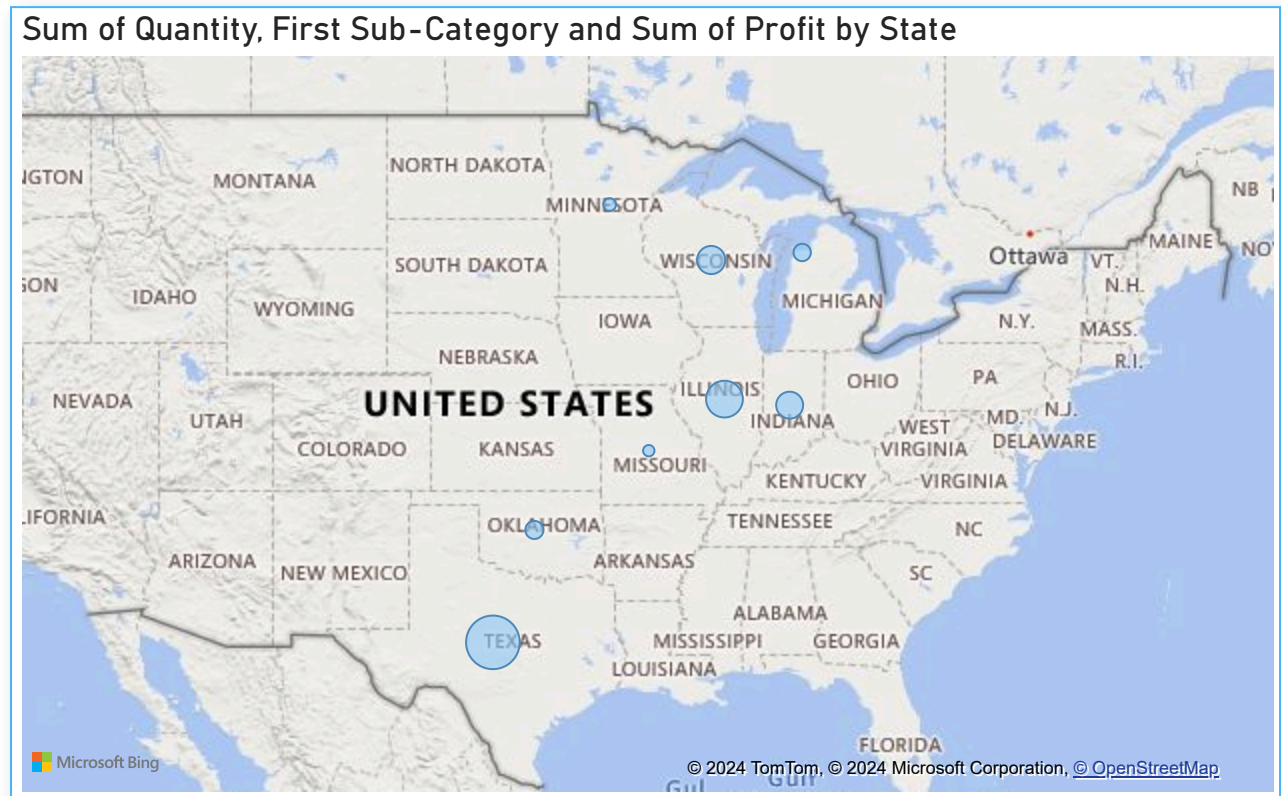
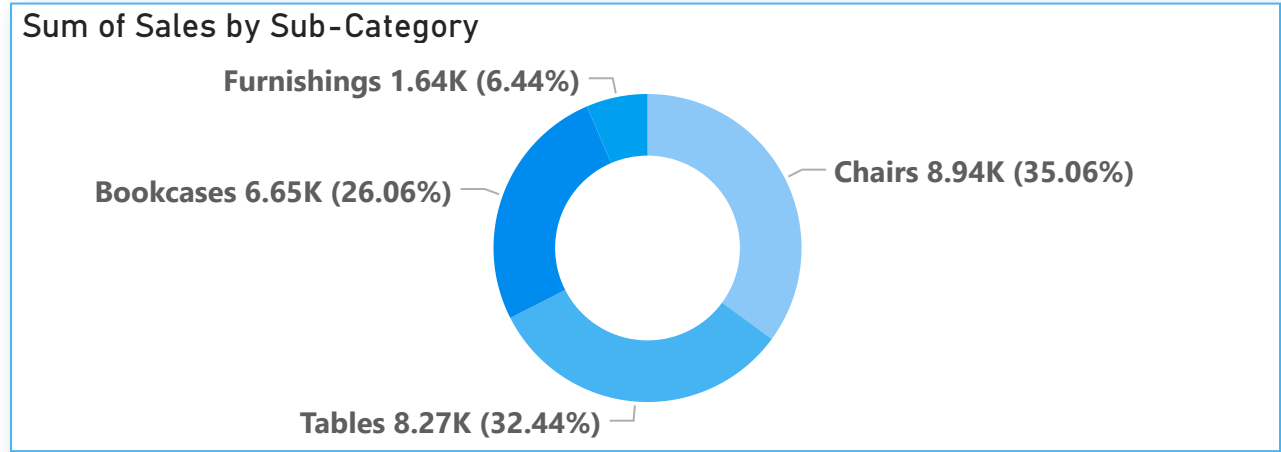
Sum of Sales by Year



Details

Year	Quarter	Month	Day	Sum of Sales
2016	Qtr 1	January	10	41.85
2016	Qtr 1	January	12	350.99
2016	Qtr 1	February	2	73.78
2016	Qtr 1	February	4	1,454.90
2016	Qtr 1	February	5	366.74
2016	Qtr 1	February	7	528.43
2016	Qtr 1	February	9	84.27
2016	Qtr 1	February	12	781.86
2016	Qtr 1	March	1	1,592.85
2016	Qtr 1	March	3	1,201.33
2016	Qtr 1	March	4	71.12
2016	Qtr 1	March	9	282.70
2016	Qtr 1	March	10	38.08
2016	Qtr 1	March	12	611.94
2016	Qtr 2	April	6	612.64
2016	Qtr 2	April	11	77.49
2016	Qtr 2	May	9	624.17
2016	Qtr 2	May	11	1,819.79
2016	Qtr 2	May	12	1,951.84
2016	Qtr 2	June	3	305.02
2016	Qtr 3	July	1	23.08
2016	Qtr 3	July	7	313.66
2016	Qtr 3	July	11	44.46
Total				25,505.82

Year	Sum of Sales
2016	25,505.82
Qtr 1	7,480.84
Qtr 2	5,390.94
Qtr 3	7,332.88
Qtr 4	5,301.15
Total	25,505.82



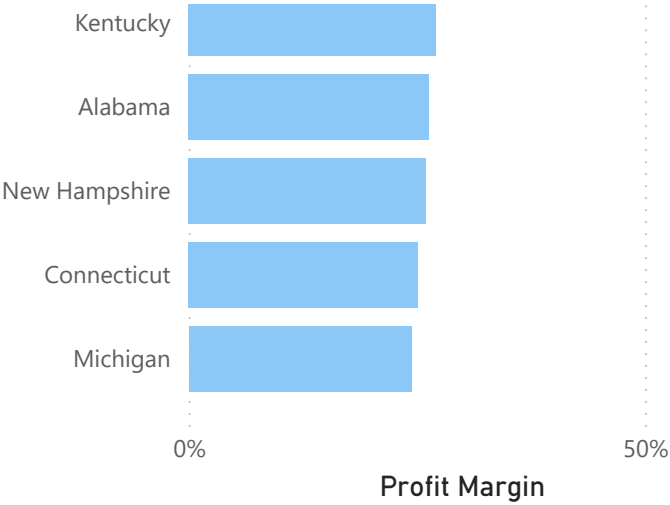
Q&N Summeries

Profit

At 42.00%, District of Columbia had the highest Profit Margin and was 72.06% higher than Michigan, which had the lowest Profit Margin at 24.41%.

Across all 10 State, Profit Margin ranged from 24.41% to 42.00%.

State



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SUMMERIES

At 42.00%, District of Columbia had the highest Profit Margin and was 72.06% higher than Michigan, which had the lowest Profit Margin at 24.41%.

Chairs in Category Furniture made up 43.11% of Sum of Sales.

Chairs had the highest Sum of Profit at 12,106.23, followed by Furnishings, Bookcases, and Tables.

West had the highest Sum of Sales at 1,01,846.91, followed by East, Central, and South.

DAx

638.19

sale per Customer

362.24

Moving Avg

Sum of Sales by Product Name

