

## SALES DATA SAMPLE ANALYSIS

~ Monday Ochedi

## TOTAL SALES

10.03M

AVERAGE ORDER  
QUANTITY PER ORDER

35

AVERAGE PRICE PER  
PRODUCT SOLD

1.43M

ORDERDATE

1/6/2003



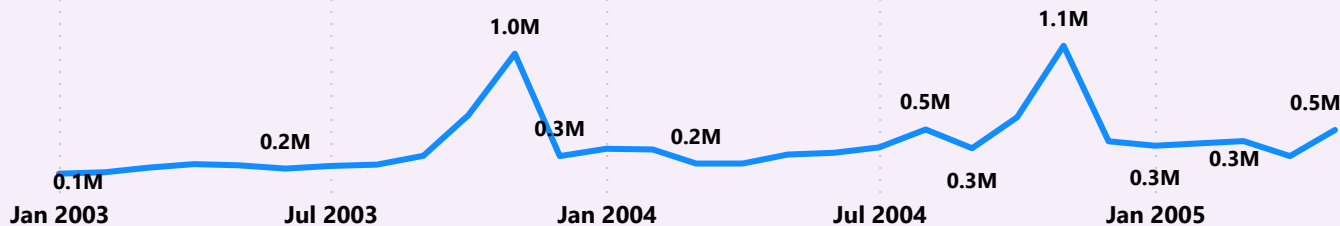
5/31/2005



PRODUCTLINE, PRODUCTCO...

- ☐ Classic Cars
- ☐ Motorcycles
- ☐ Planes

## Sales Trend by Year, Quarter and Month

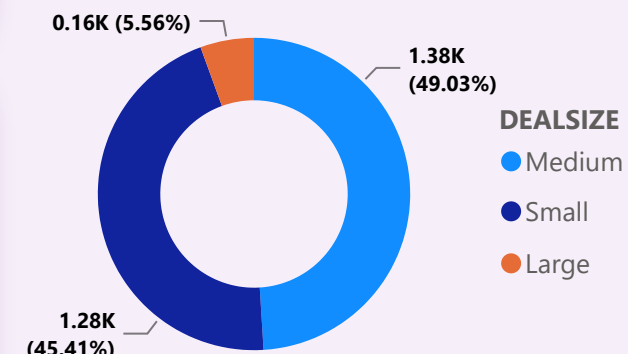


## Country With Most Revenue

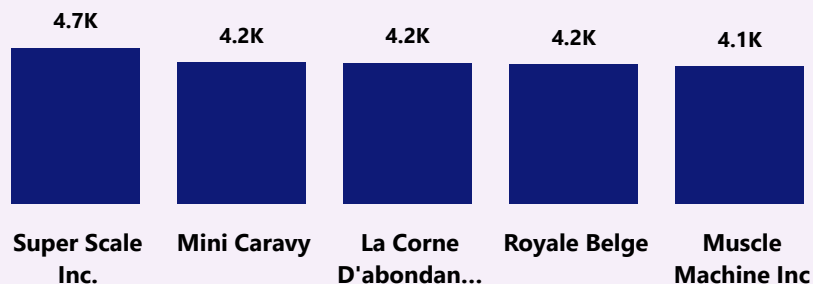
USA

3.63M

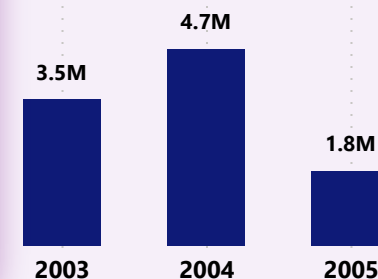
## Sales Across Dealsize



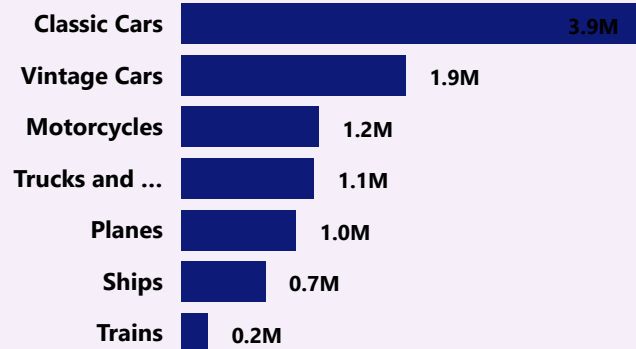
## Average Sales Per Order (Top 5 Customers)



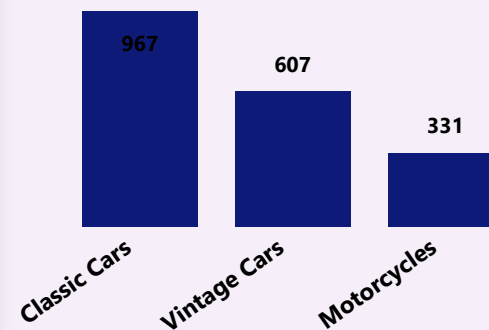
## Total Sales Revenue By Year



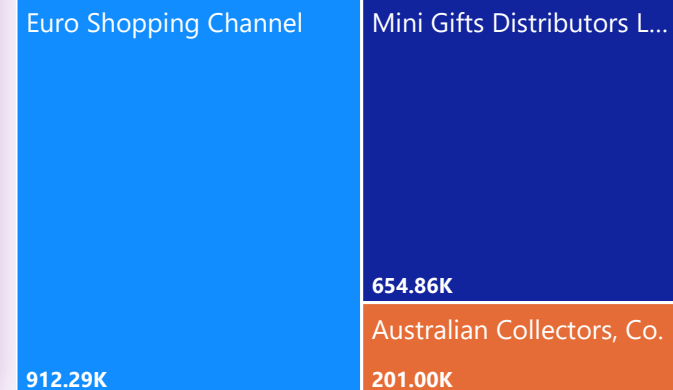
## Total Sales By Productline



## Products With Highest Sales



## Top 3 Customers With Highest-Value Orders



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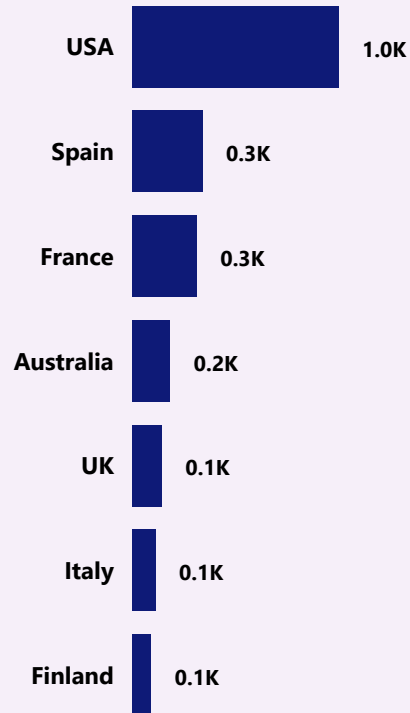


5/31/2005



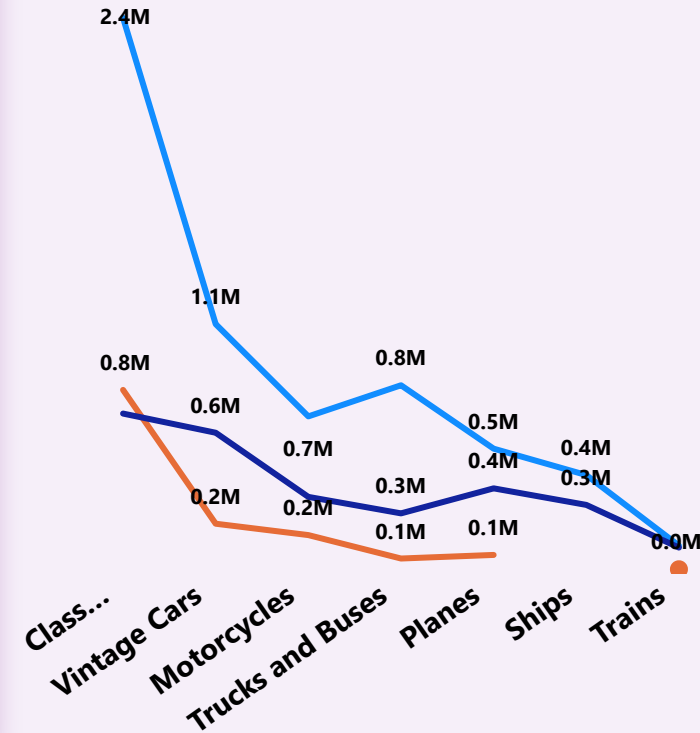
PRODUCTLINE, PRODUCTCO...

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- ☐ Motorcycles
- ☐ Planes

Ordered Quantity Variation By  
Region (Top 7 Countries)

## Relationship Between DealSize &amp; Productline

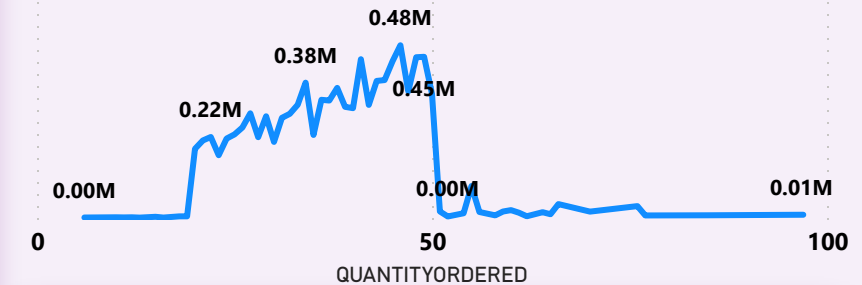
DEALSIZE Large Medium Small



## Shipping Statuses Effect on Sales

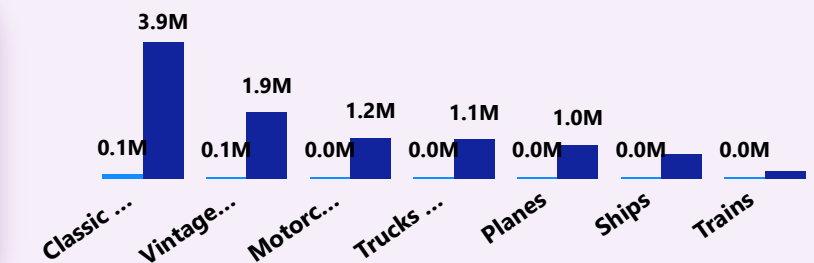


## Quantity Ordered Distribution



## Comparison Of MSRP &amp; SALES by Productline

Sum of MSRP Sum of SALES



## Most Popular Product Ordered (Quantity)

Classic Cars 967

## Most Delayed Orders by Territories (Country)

COUNTRY Sweden USA

On Hold 0.03M 0.15M

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## REPORT

Total Sales Amounted to 10.03M  
Average Order Quantity Per Order Amounted to 35  
Average Price Per Product Sold 1.43M

Country With The Most Revenue Was USA With 3.63M

CLASSIC CARS was the Most Popular Product whose Quantity was most Ordered at 967 orders

AVERAGE SALES PER ORDER ranged from 4,119.52 to 4,674.83.; Where Super Scale Inc. had the highest with 4,674.83 and was 13.48% higher than Muscle Machine Inc, which had the lowest (5th Ranking) at 4,119.52.

Sum of SALES trended down, resulting in a 49.06% decrease between 2003 and 2005, dropping from 3,516,979.54 to 1,791,486.71 during its steepest decline between 2 years

Classic Cars had the highest SALES with 967 sales accounting for 50.76% and was 192.15% higher than Motorcycles, which recorded as the 3rd highest SALES with 331 sales.

DEALSIZE Medium had the highest total SALES at 6,087,432.24, followed by DEALSIZE Small at 2,643,077.35 and DEALSIZE Large at 1,302,119.26. Classic Cars in DEALSIZE Medium made up 24.22% of the Total SALES.

USA had the most delayed orders making up 85.33% of SALES that were delayed, being 126,458.77 higher than Sweden

MSRP and SALES are positively correlated with each other.  
Classic Cars accounted for 40.77% of Manufacturer Suggested Retail Price (MSRP), when the SALES were 3,803,687 higher than MSRP.

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