

# Bike Store Analysis

## Sales Performance Overview

Year

2016

2017

2018

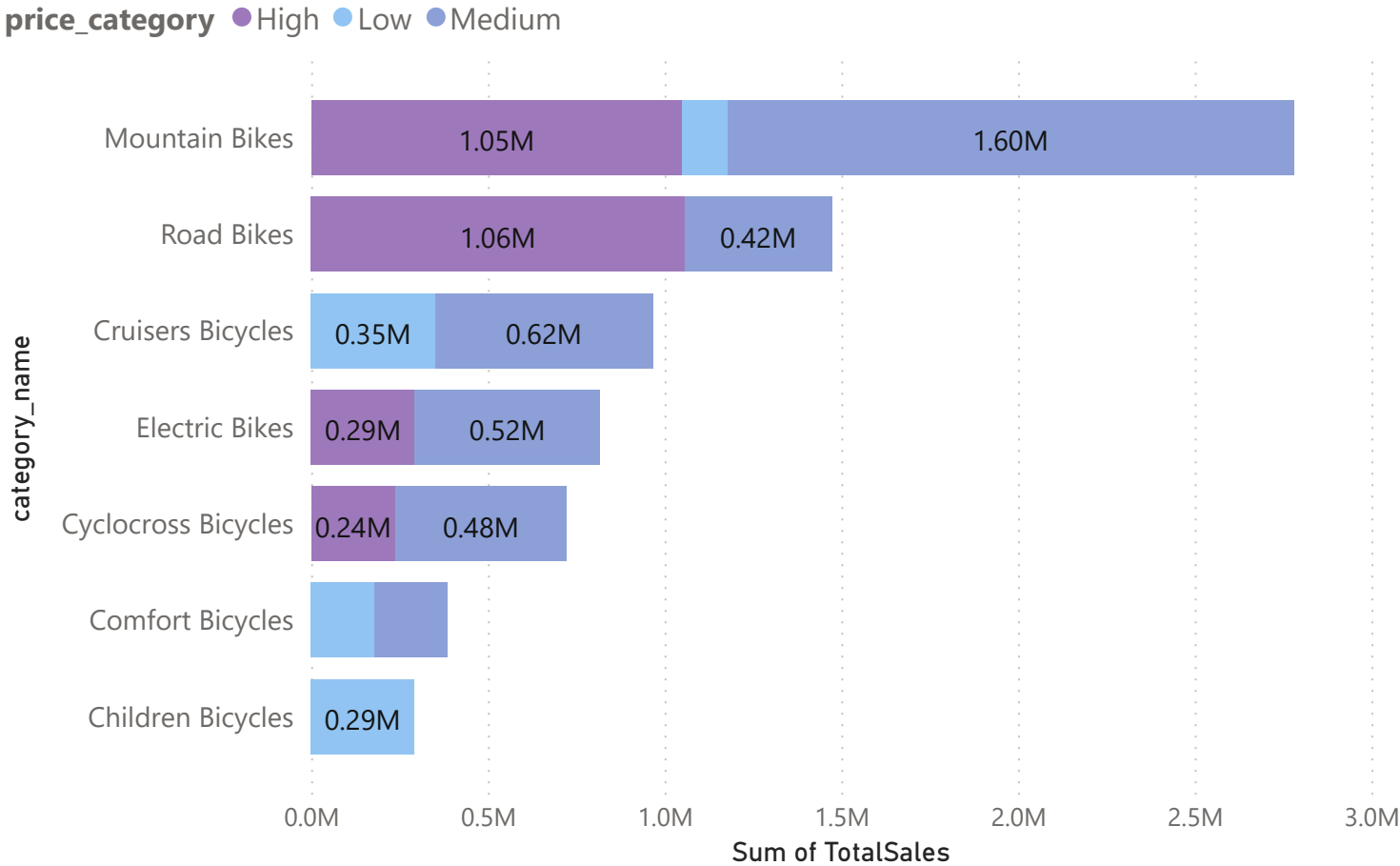
7.44M

Total Sales

6318

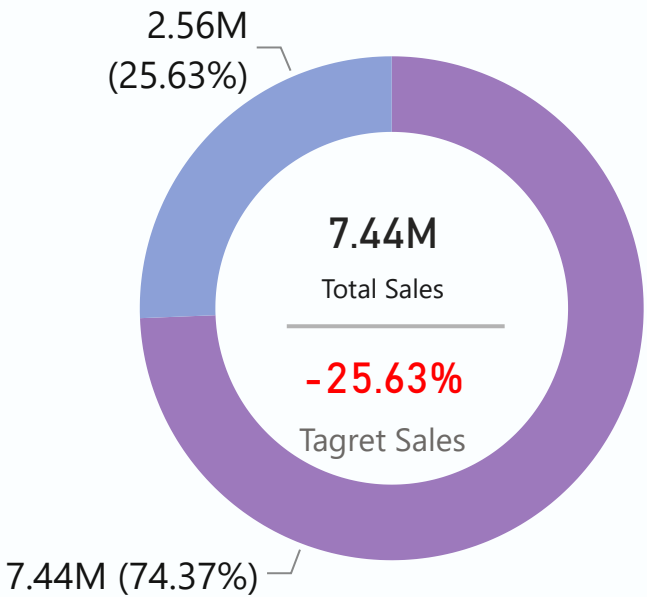
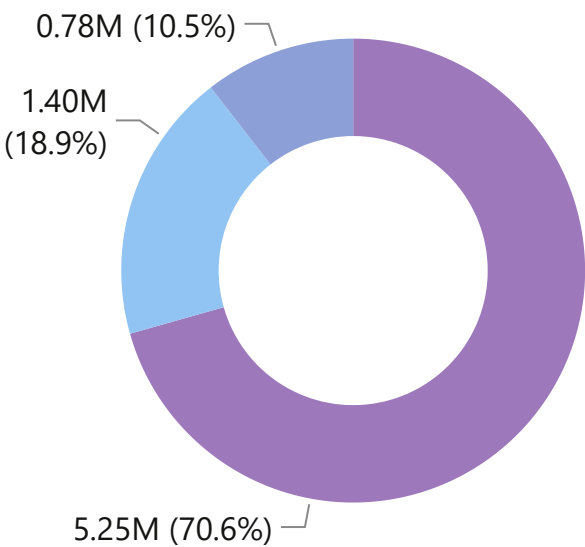
Total Quantity Sold

### Best Selling Category



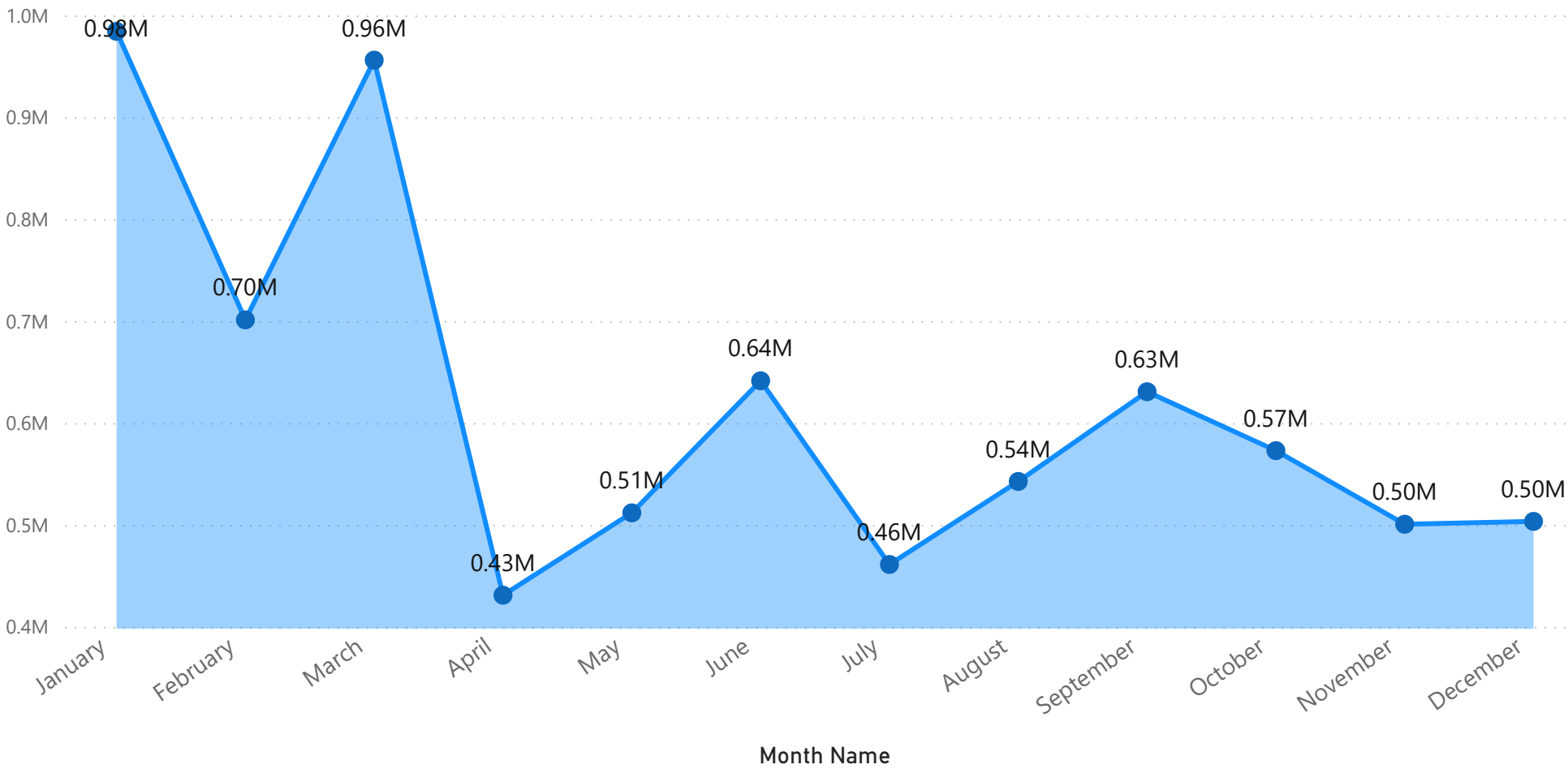
### Sales Distribution by State

state ● NY ● CA ● TX



Month Name	2016	2017	2018	Total
January	2,41,161.11	3,16,931.65	4,26,275.62	9,84,368.38
February	1,67,461.83	3,13,521.15	2,20,226.09	7,01,209.07
March	2,02,134.86	3,47,326.30	4,06,671.27	9,56,132.43
April	1,84,255.07	2,46,713.46		4,30,968.53
May	2,19,832.76	2,91,979.31		5,11,812.07
June	2,25,392.08	4,16,014.89		6,41,406.97
July	2,22,830.89	2,38,303.48		4,61,134.37
August	2,38,877.42	3,03,777.54		5,42,654.96
September	3,01,333.09	3,29,365.40		6,30,698.49
October	2,35,026.72	3,37,846.22		5,72,872.94
November	1,98,625.85	3,02,013.04		5,00,638.89
December	2,12,446.30	2,91,000.19		5,03,446.49
Total	26,49,377.98	37,34,792.63	10,53,172.98	74,37,343.59

### Monthly Sales Analysis

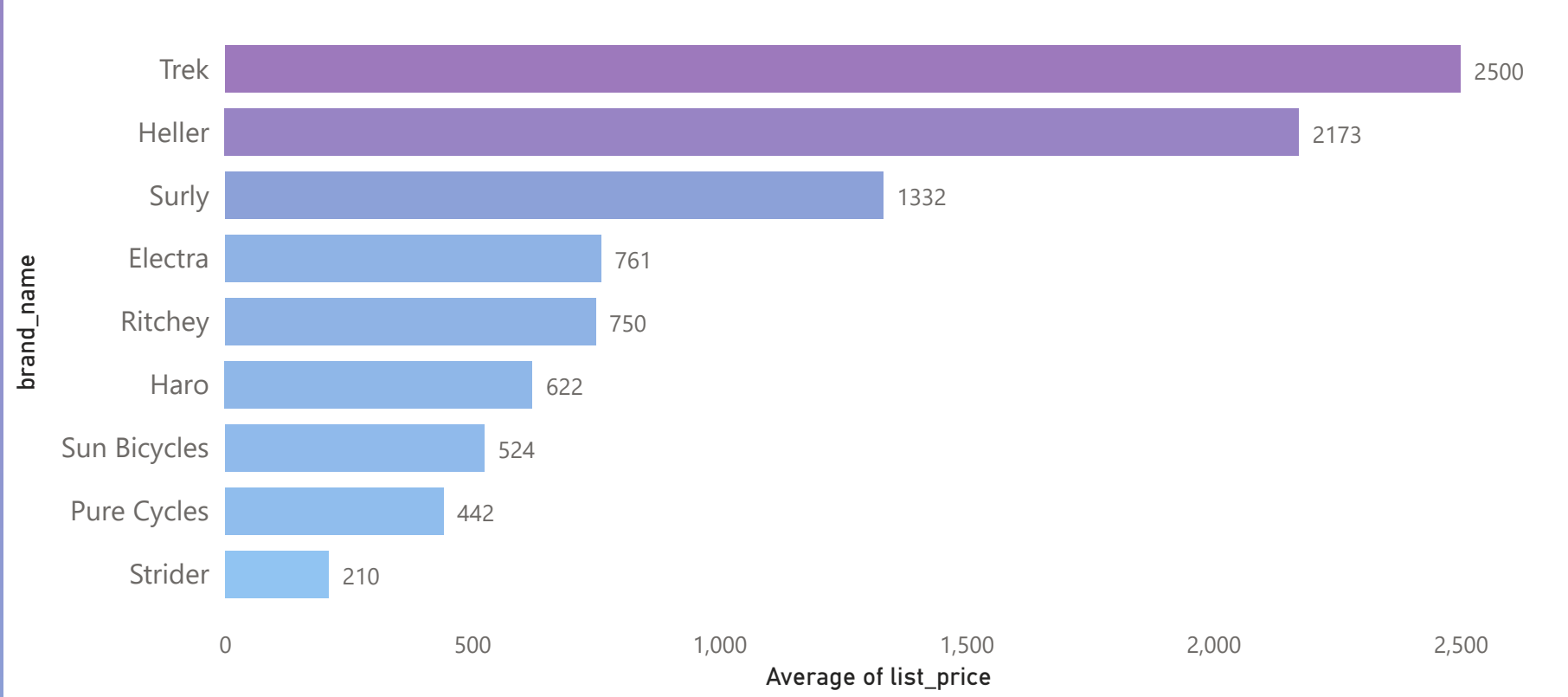


# Customer and Product Insights

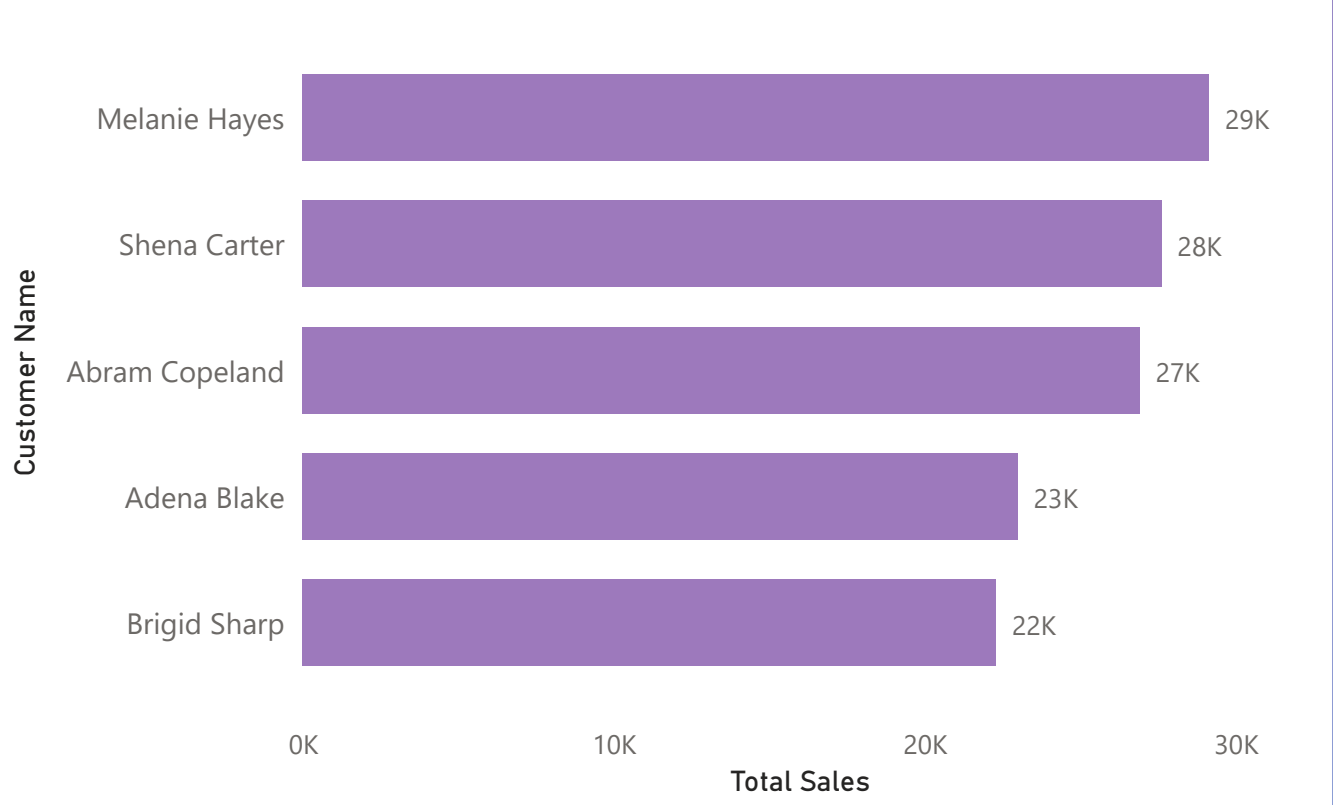
1445  
Total Customers

Year		
2016	2017	2018

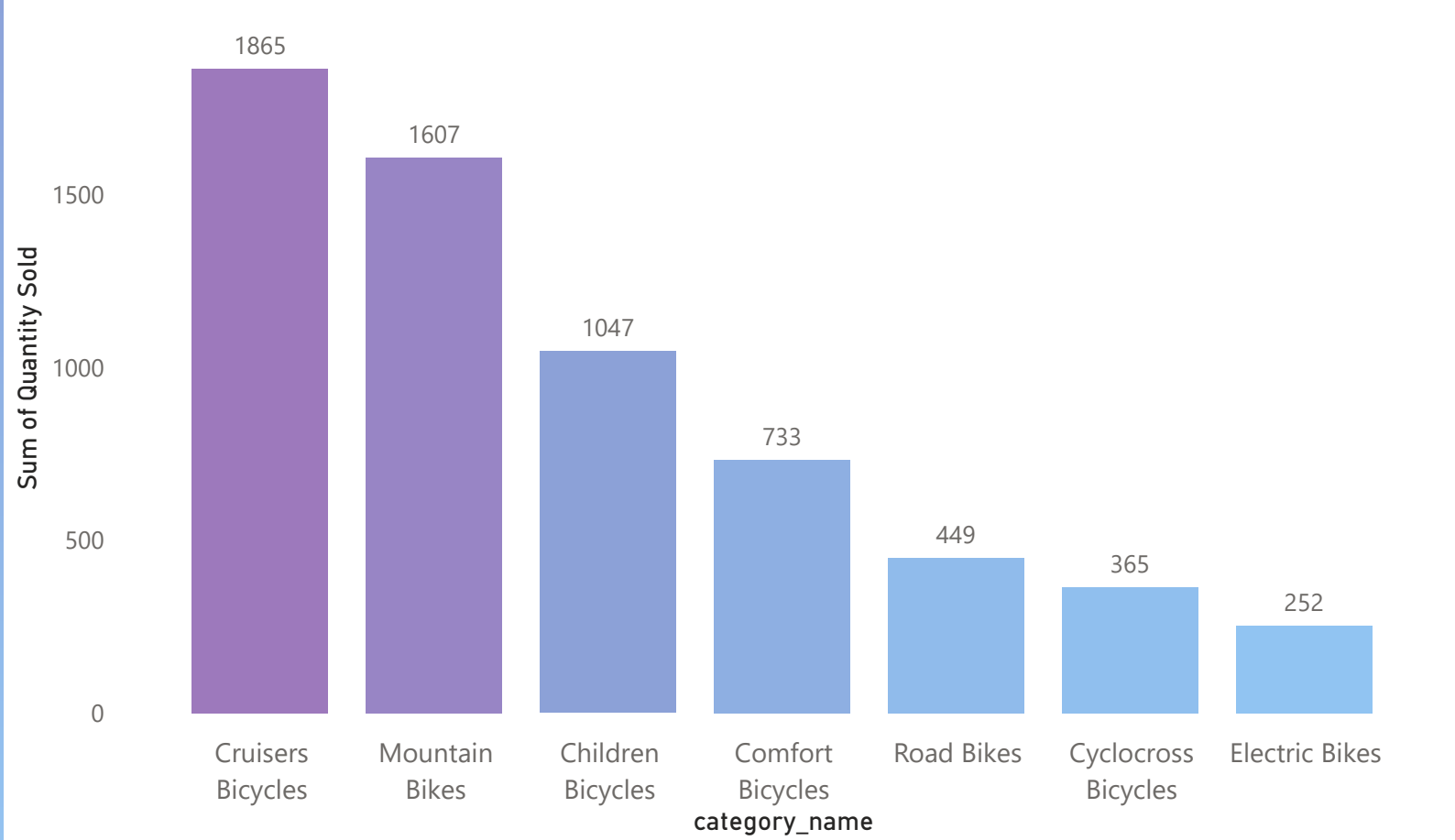
Average List Price by Brand



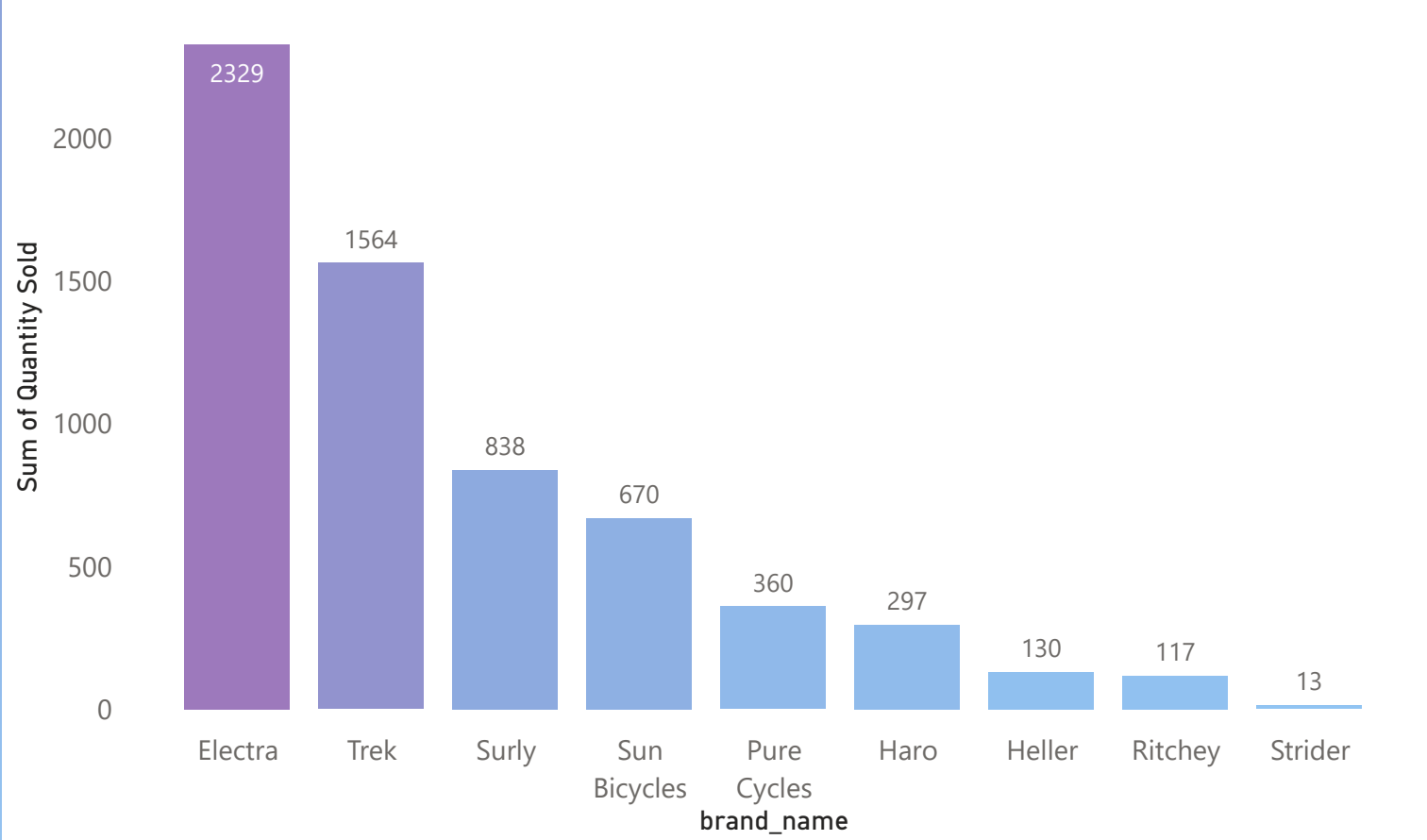
Top 5 Customers by Total Sales



Total Quantity Sold by Category



Total Quantity Sold by Brand



# Operational and Inventory Analysis

14K  
Total stock

19.82M  
Total Stock Value

2016

2017

2018

