

Total Sales

2.30M

Total Profit

286.40K

Sales and Profit Overview

At 1,18,447.83, November 2017 had the highest Sum of Sales and was 44.84% higher than September 2014, which had the lowest Sum of Sales at 81,777.35.

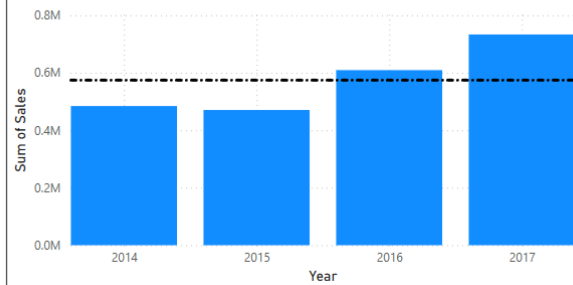
November 2017 accounted for 25.26% of Sum of Sales.

Sum of Sales and Sum of Profit diverged the most when the MonthYear was November 2017, when Sum of Sales were 1,08,757.72 higher than Sum of Profit.

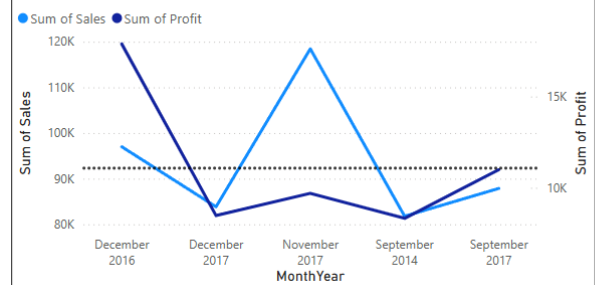
2017 had the highest Sum of Sales at 7,33,215.26, followed by 2016, 2014, and 2015.

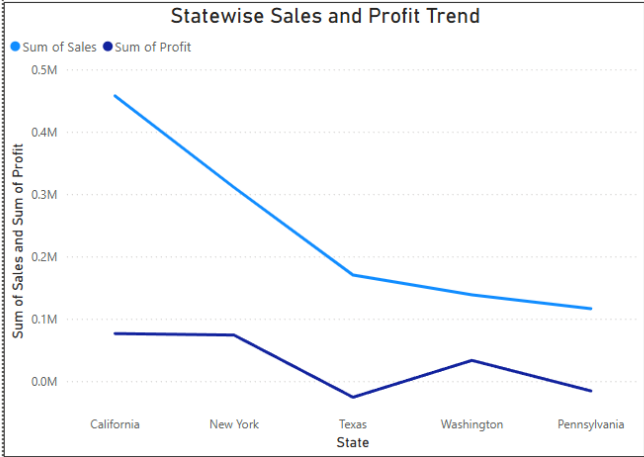
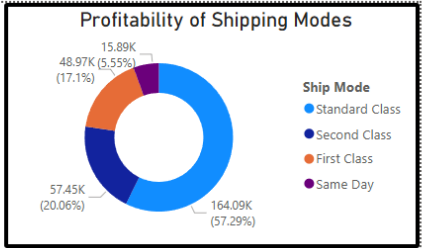
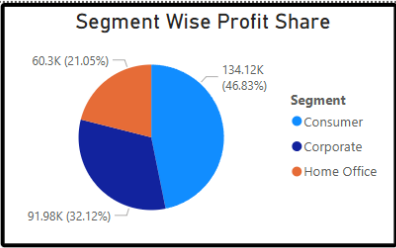
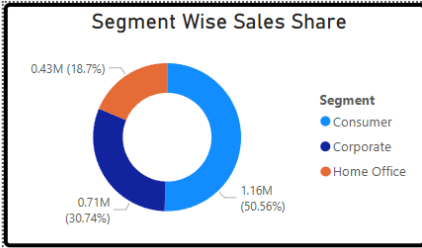
Across all 4 Year, Sum of Sales ranged from 4,70,532.51 to 7,33,215.26.

Sales Trend Over Years



Sales and Profit Trend over Month & Year





Insights

At 4,57,687.63, California had the highest Sum of Sales and was 292.82% higher than Pennsylvania, which had the lowest Sum of Sales at 1,16,511.91.

Sum of Sales and total Sum of Profit are positively correlated with each other.

California accounted for 38.34% of Sum of Sales.

Sum of Sales and Sum of Profit diverged the most when the State was California, when Sum of Sales were 3,81,306.24 higher than Sum of Profit.

Consumer had the highest Sum of Sales at 11,61,401.35, followed by Corporate at 7,06,146.37 and Home Office at 4,29,653.15.

Sub-Categorical Analysis

At 3,30,007.05, Phones had the highest Sum of Sales and was 62.24% higher than Binders, which had the lowest Sum of Sales at 2,03,412.73.

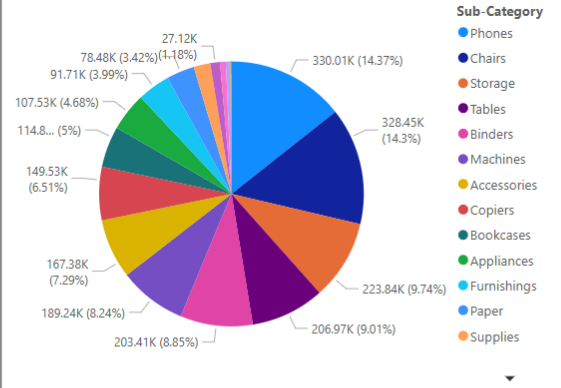
Sum of Sales and total Sum of Profit are positively correlated with each other.

Phones accounted for 25.53% of Sum of Sales.

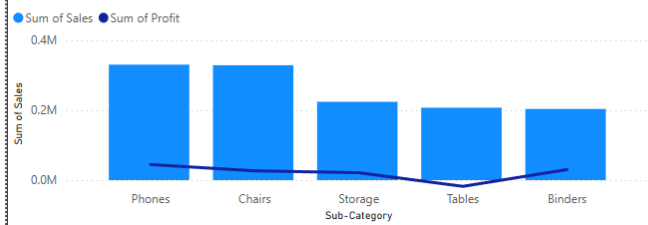
Sum of Sales and Sum of Profit diverged the most when the Sub-Category was Chairs, when Sum of Sales were 3,01,858.94 higher than Sum of Profit.

Across all 5 Sub-Category, Sum of Discount ranged from 11 to 567 and Sum of Profit ranged from 30,221.76 to 55,617.82.

Sales Trend by Sub-Category



Top 5 Sales Category



Effect of Discount on Profits

