

# Sales Analysis

Year

All

Department

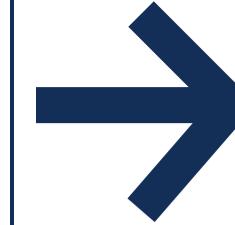
Clothing

Electronics

Garage

Kitchen

Other

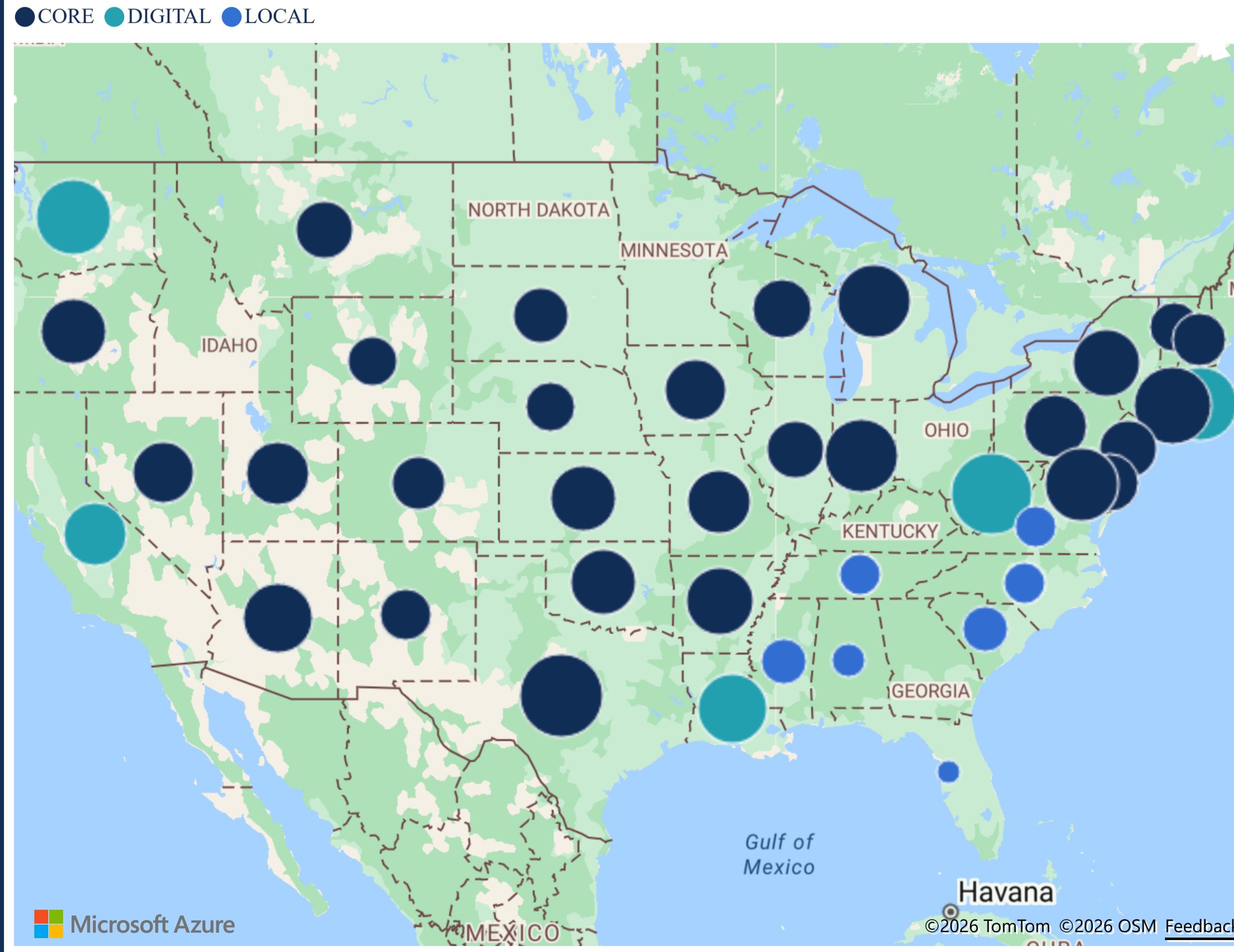


**\$4.05bn**  
Sales

**\$1.39bn**  
Sales YTD

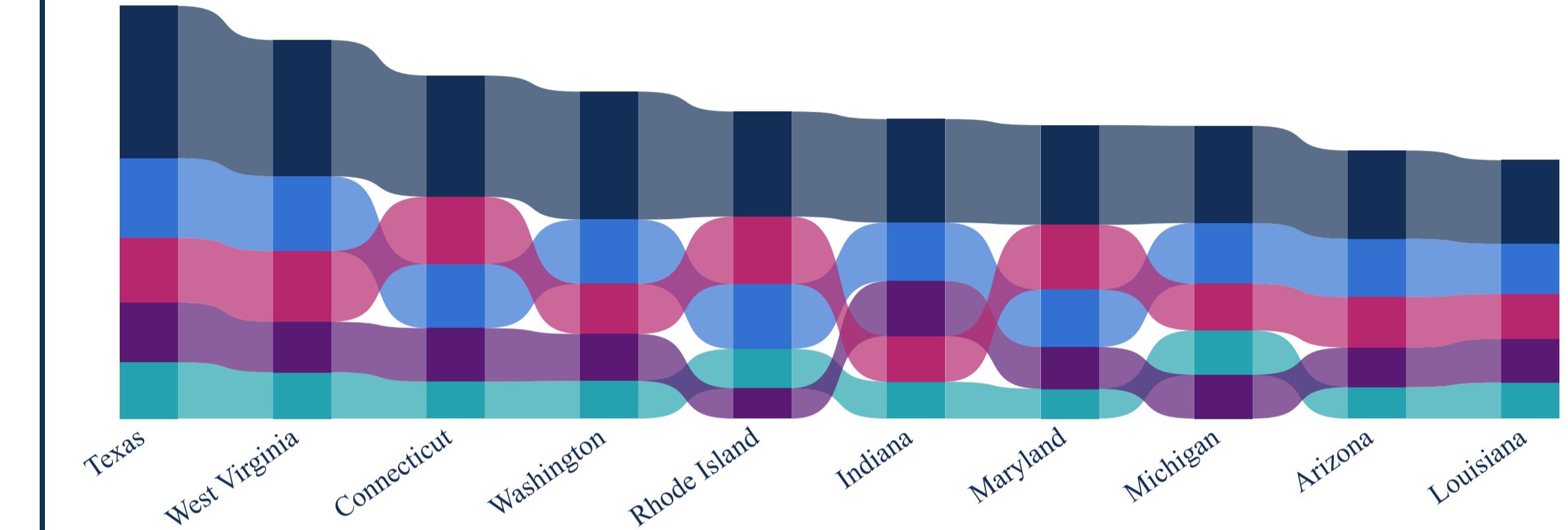
**\$2.22bn**  
Gross Margin

Total Sales by Store Location and Store Type



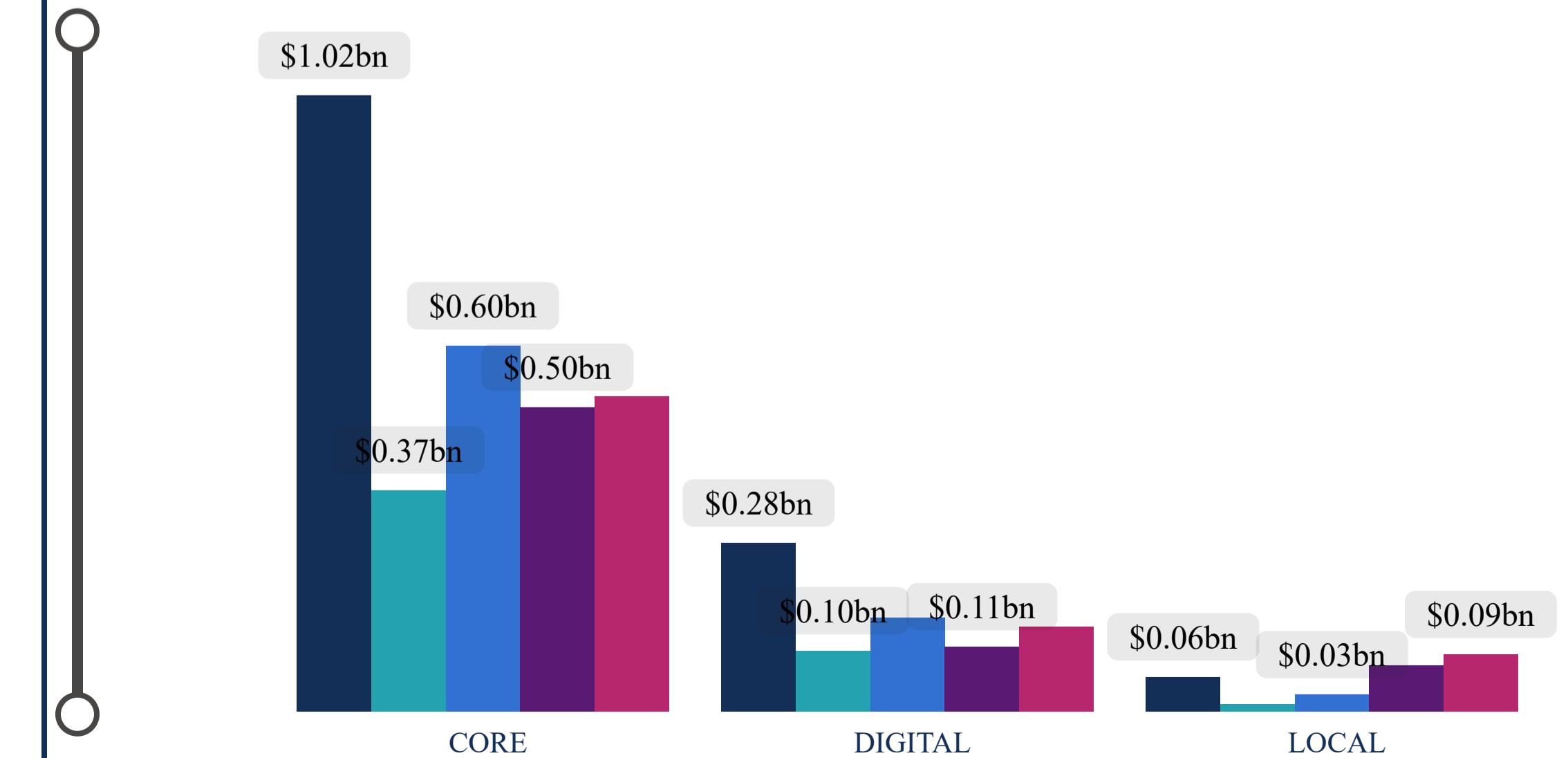
Total Sales by Store Location and Department

● Clothing ● Electronics ● Garage ● Kitchen ● Other



Total Sales by Store Type and Department

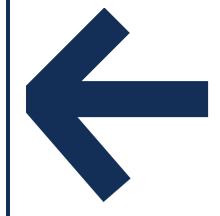
● Clothing ● Electronics ● Garage ● Kitchen ● Other



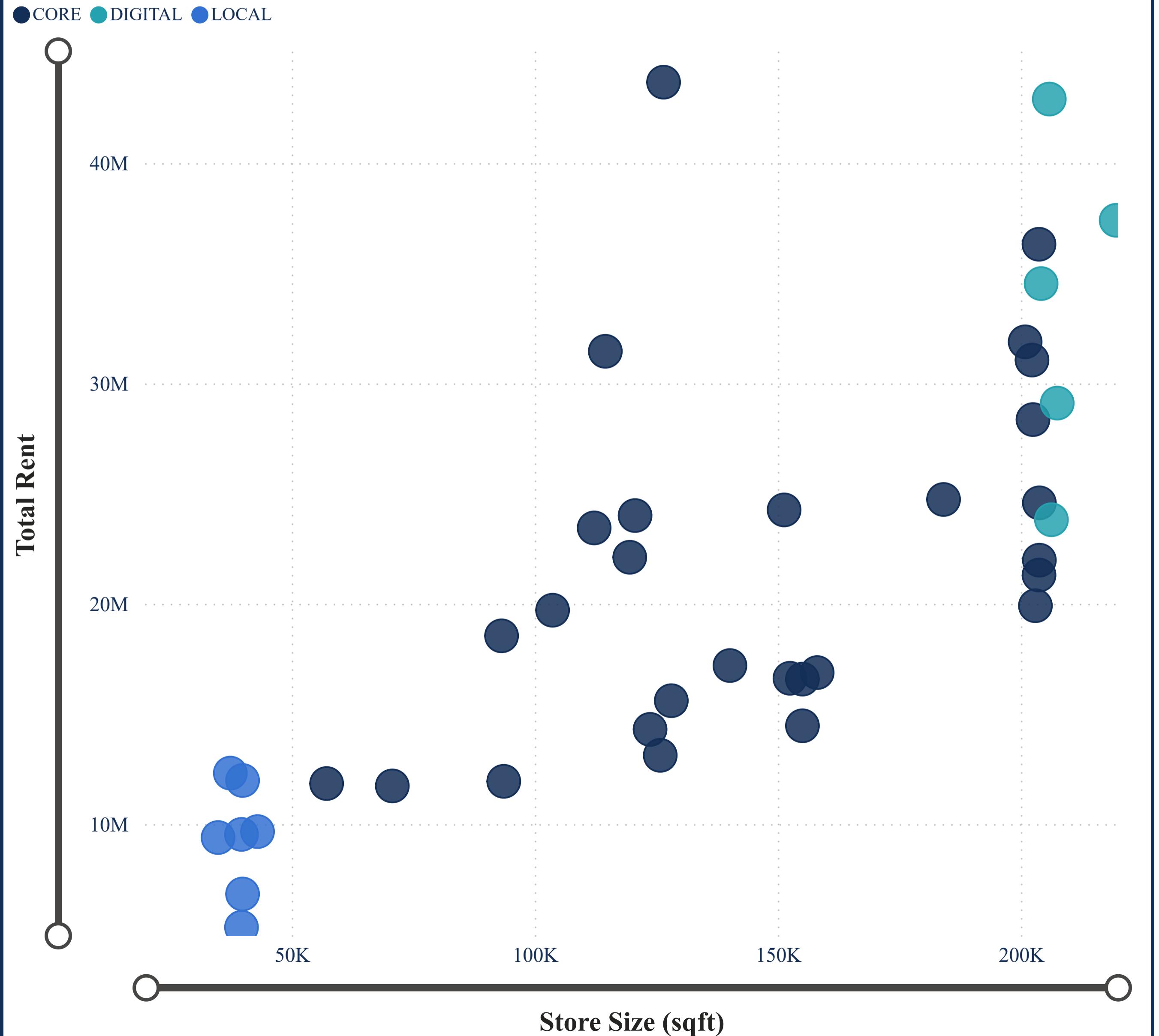
# Cost & Target

Year

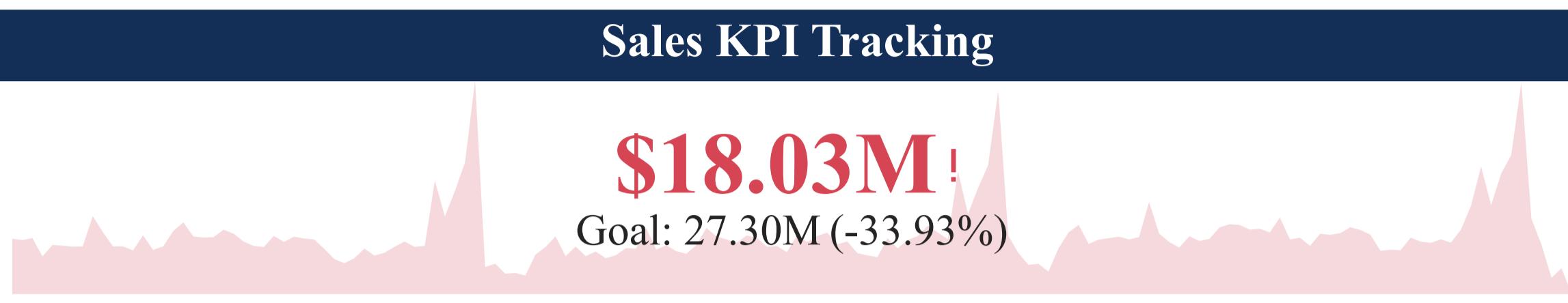
All



## Total Rent & Store Size by Store



## Sales KPI Tracking



### Store Location

### Total Wages

### Total Sales

### Difference From Target

Store Location	Total Wages	Total Sales	Difference From Target
Texas	\$36,750,119.25	\$216,481,070.68	\$8,852,644.60
West Virginia	\$33,587,616.86	\$198,538,739.16	(\$13,375,225.53)
Connecticut	\$30,387,937.46	\$179,945,136.87	\$36,028,934.25
Washington	\$28,999,247.58	\$171,520,761.79	\$11,265,199.47
Rhode Island	\$27,243,355.04	\$161,061,381.58	\$8,011,131.51
Indiana	\$26,763,924.94	\$157,118,699.23	\$21,657,083.73
Maryland	\$26,198,809.19	\$153,944,429.59	\$856,292.06
Michigan	\$26,334,606.75	\$153,552,184.29	\$16,447,753.42
Arizona	\$23,949,848.18	\$140,621,514.47	\$12,425,336.46
Louisiana	\$22,777,357.58	\$135,562,089.13	\$11,205,959.26
Arkansas	\$20,671,524.03	\$122,509,570.58	\$11,513,804.55
New York	\$20,757,984.27	\$121,865,538.20	\$15,153,158.48
Kansas	\$20,457,589.88	\$120,215,735.95	\$15,064,837.23
Oregon	\$20,244,499.50	\$119,001,032.24	\$14,292,627.77
Oklahoma	\$19,719,970.19	\$116,158,938.75	(\$5,455,320.49)
California	\$18,830,284.95	\$111,135,579.77	\$12,442,939.02
Pennsylvania	\$18,577,282.22	\$109,547,017.84	\$20,158,937.70
Utah	\$18,527,593.21	\$108,271,808.63	\$9,324,656.03
Missouri	\$17,998,205.35	\$105,578,714.87	\$12,284,092.51
Iowa	\$16,692,791.57	\$98,625,116.08	\$16,028,430.88
Nevada	\$16,730,565.81	\$97,730,914.24	(\$2,202,257.55)