Sales Trend Analysis(2018) Using SQL

Query 1:

```sql
-- Monthly Revenue and Order Volume ---

SELECT
        EXTRACT(YEAR FROM STR_TO_DATE(o.`Order Date`, '%d-%m-%Y')) AS Year,
        EXTRACT(MONTH FROM STR_TO_DATE(o.`Order Date`, '%d-%m-%Y')) AS Month,
        SUM(d.Amount) AS Revenue,
        COUNT(DISTINCT o.`Order ID`) AS Order_Volume
FROM orders o
JOIN details d
ON o.`Order ID` = d.`Order ID`
GROUP BY
        EXTRACT(YEAR FROM STR_TO_DATE(o.`Order Date`, '%d-%m-%Y')),
        EXTRACT(MONTH FROM STR_TO_DATE(o.`Order Date`, '%d-%m-%Y'))
ORDER BY Year, Month;
```

Result Table:

Year	Month	Revenue	Order_Volume
2018	1	61632	61
2018	2	38962	54
2018	3	60694	58
2018	4	34330	44
2018	5	29093	31
2018	6	23658	30
2018	7	12966	31
2018	8	31492	31
2018	9	27283	30
2018	10	31613	43
2018	11	48469	46
2018	12	37579	41

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```
-- Top 5 months by revenue--

▶ SELECT
        EXTRACT(YEAR FROM STR_TO_DATE(o.`Order Date`, '%d-%m-%Y')) AS Year,
        DATE_FORMAT(STR_TO_DATE(o.`Order Date`, '%d-%m-%Y'), '%M') AS Month,
        SUM(d.Amount) AS Revenue,
        COUNT(DISTINCT o.`Order ID`) AS Order_Volume
    FROM orders o
    JOIN details d
    ON o.`Order ID` = d.`Order ID`
    GROUP BY
        EXTRACT(YEAR FROM STR_TO_DATE(o.`Order Date`, '%d-%m-%Y')),
        DATE_FORMAT(STR_TO_DATE(o.`Order Date`, '%d-%m-%Y'), '%M')
    ORDER BY Revenue DESC
    LIMIT 5;
```

Result Table:

Result Grid	Filter Rows:		
Year	Month	Revenue	Order_Volume
▶ 2018	January	61632	61
2018	March	60694	58
2018	November	48469	46
2018	February	38962	54
2018	December	37579	41

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Sales Trend Summary (2018)

The above results table presents the monthly sales trend for the year 2018. It includes total revenue (`Revenue`) and the number of unique orders (`Order_Volume`) for each month. The

data has been grouped by month and Year and sorted chronologically to help identify sales patterns and peak periods throughout the year.

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