**1. Total Sales Amount (All-Time)**

Total Sales = SUM(Fact\_Sales[SalesAmount])

**Explanation:** Sums up all sales across all available time.

**2. Total Sales – Current Year**

Total Sales CY =

CALCULATE(

[Total Sales],

DATESYTD(Dim\_Date[Date])

)

**Explanation:** Uses DATESYTD to get the sum of sales for the current year up to today.

**3. Total Sales – Last Year**

Total Sales LY =

CALCULATE(

[Total Sales],

SAMEPERIODLASTYEAR(Dim\_Date[Date])

)

**Explanation:** Shifts the entire time context by one year and sums sales.

**4. Total Sales – Current Month**

Total Sales Current Month =

CALCULATE(

[Total Sales],

DATESMTD(Dim\_Date[Date])

)

**Explanation:** Restricts calculation to dates in the current month-to-date.

**5. Total Sales – Current Quarter**

Total Sales Current Quarter =

CALCULATE(

[Total Sales],

DATESQTD(Dim\_Date[Date])

)

**Explanation:** Restricts calculation to the quarter-to-date period.

**✅ Intermediate Level (6–10)**

**6. Sales Growth % YoY**

Sales Growth % YoY =

DIVIDE([Total Sales CY] - [Total Sales LY], [Total Sales LY], 0)

**Explanation:** Calculates percentage change compared to last year.

**7. Total Sales – Last Month**

Total Sales Last Month =

CALCULATE(

[Total Sales],

PREVIOUSMONTH(Dim\_Date[Date])

)

**Explanation:** Retrieves sales strictly from the previous month.

**8. Running Total (Year-to-Date Accumulation)**

Running Total Sales =

CALCULATE(

[Total Sales],

FILTER(

ALL(Dim\_Date),

Dim\_Date[Date] <= MAX(Dim\_Date[Date])

)

)

**Explanation:** Cumulative sum of sales up to the current date.

**9. Total Sales – Last 3 Months**

Total Sales Last 3 Months =

CALCULATE(

[Total Sales],

DATESINPERIOD(

Dim\_Date[Date],

MAX(Dim\_Date[Date]),

-3,

MONTH

)

)

**Explanation:** Rolling sum over the last 3 months.

**10. Month with Highest Sales (Last 12 Months)**

Max Sales Month =

CALCULATE(

MAXX(

VALUES(Dim\_Date[MonthYear]),

[Total Sales]

),

DATESINPERIOD(

Dim\_Date[Date],

MAX(Dim\_Date[Date]),

-12,

MONTH

)

)

**Explanation:** Finds the month with the highest sales in the last 12 months (requires Dim\_Date[MonthYear] formatted as MMM YYYY).

**✅ Advanced Level (11–15)**

**11. Compare Q1 Sales Across Years**

Q1 Sales =

CALCULATE(

[Total Sales],

FILTER(

Dim\_Date,

Dim\_Date[MonthNumber] IN {1, 2, 3}

)

)

**Explanation:** Isolates Q1 (Jan–Mar) and calculates sales. You can then put this measure against Dim\_Date[Year] to compare across years.

**12. YoY Difference Only for December**

December YoY Difference =

CALCULATE(

[Total Sales CY] - [Total Sales LY],

MONTH(Dim\_Date[Date]) = 12

)

**Explanation:** Restricts YoY difference to December only.

**13. Last 12 Months Sales**

Sales Last 12 Months =

CALCULATE(

[Total Sales],

DATESINPERIOD(

Dim\_Date[Date],

MAX(Dim\_Date[Date]),

-12,

MONTH

)

)

**Explanation:** Rolling total over the last 12 months.

**14. Difference Between Current Quarter and Previous Quarter**

Quarter Difference =

[Total Sales Current Quarter] -

CALCULATE(

[Total Sales Current Quarter],

DATEADD(Dim\_Date[Date], -1, QUARTER)

)

**Explanation:** Subtracts previous quarter’s sales from the current quarter.

**15. Highlight Months Where Sales > 110% of Last Year**

Sales 10%+ Flag =

VAR CurrentSales = [Total Sales]

VAR LastYearSales =

CALCULATE(

[Total Sales],

SAMEPERIODLASTYEAR(Dim\_Date[Date])

)

RETURN

IF(CurrentSales > 1.1 \* LastYearSales, 1, 0)