

All Segment had average Sales of 79916.

At \$64,601, September had the highest Sales and was 440.41% higher than February, which had the lowest Sales at \$11,954.

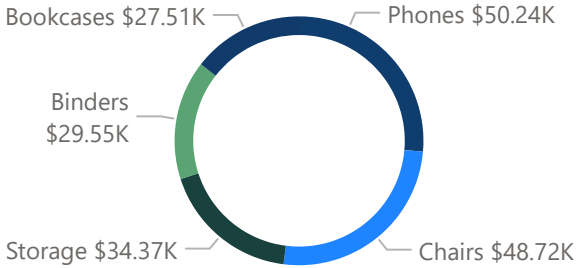
SPLY\_Sales and Sales diverged the most when the Ship Mode was Second Class, when SPLY\_Sales were \$22,237 higher than Sales.

Across all 4 Ship Mode, Sales ranged from \$17,293 to \$197,316 and SPLY\_Sales ranged from \$13,587 to \$211,463.

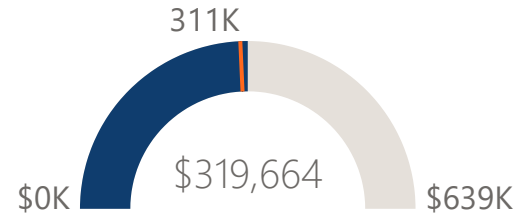
At \$319,664, Sales has exceeded the target goal of \$310,630.

Ship Mode	YTDSales	YTD_SPLYSales
Standard Class	\$197,316	\$211,463
First Class	\$52,959	\$36,693
Second Class	\$52,096	\$74,333
Same Day	\$17,293	\$13,587
Total	\$319,664	\$336,076

From top 5 subcategories Phones and Chairs contribute 30.96% of total sales



..how sales are chasing target



Category	Sales	Target	TargetAchived	GrowthFLY
Furniture	\$116,550	113,728	102.48%	11.02%
Office Supplies	\$99,827	97,313	102.58%	-6.63%
Technology	\$103,287	99,589	103.71%	-16.83%
Total	\$319,664	310,630	102.91%	-4.88%

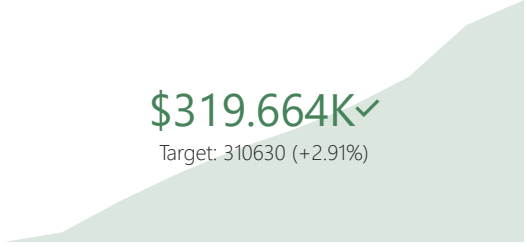
Top 10 Cities from all regions contribute 154,451 of total sales



YTD Profit Up 31.64% from Last Year



YTD Sales Exceed Target by 2.91%



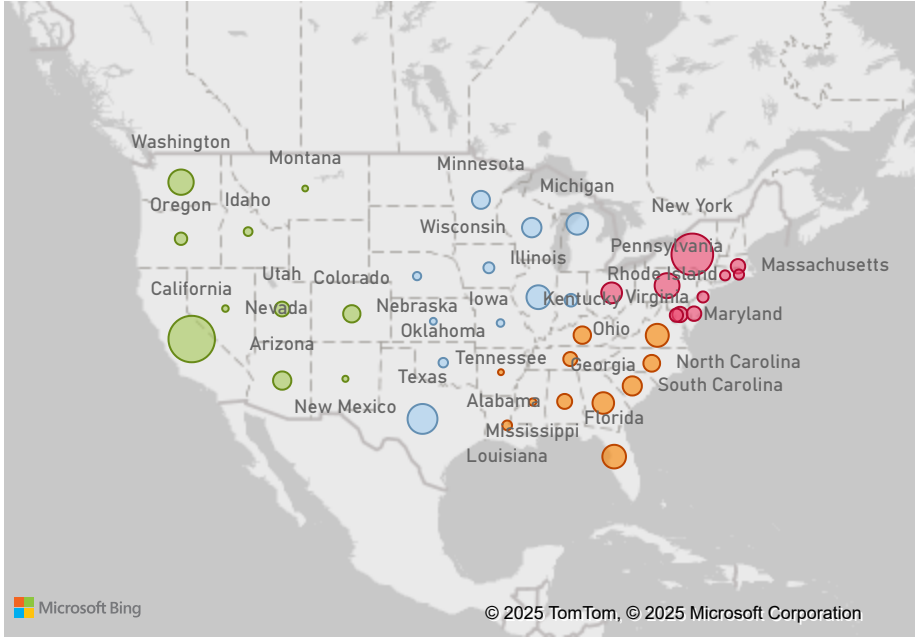
Date

1/1/2018

10/31/2018

Search

Top 3 States: California, New York and Texas contribute 51.07% of total sales



Sales Performance: Current vs. Previous Year

● Sales ● SPLY\_Sales

