

COUNTRY HILLS MOTORS

CAR SALES PRESENTATION

NOV 2025

OBJECTIVE

TO PROVIDE ACTIONABLE INSIGHTS TO GROW REVENUE AND
IMPROVE PRODUCT PERFORMANCE

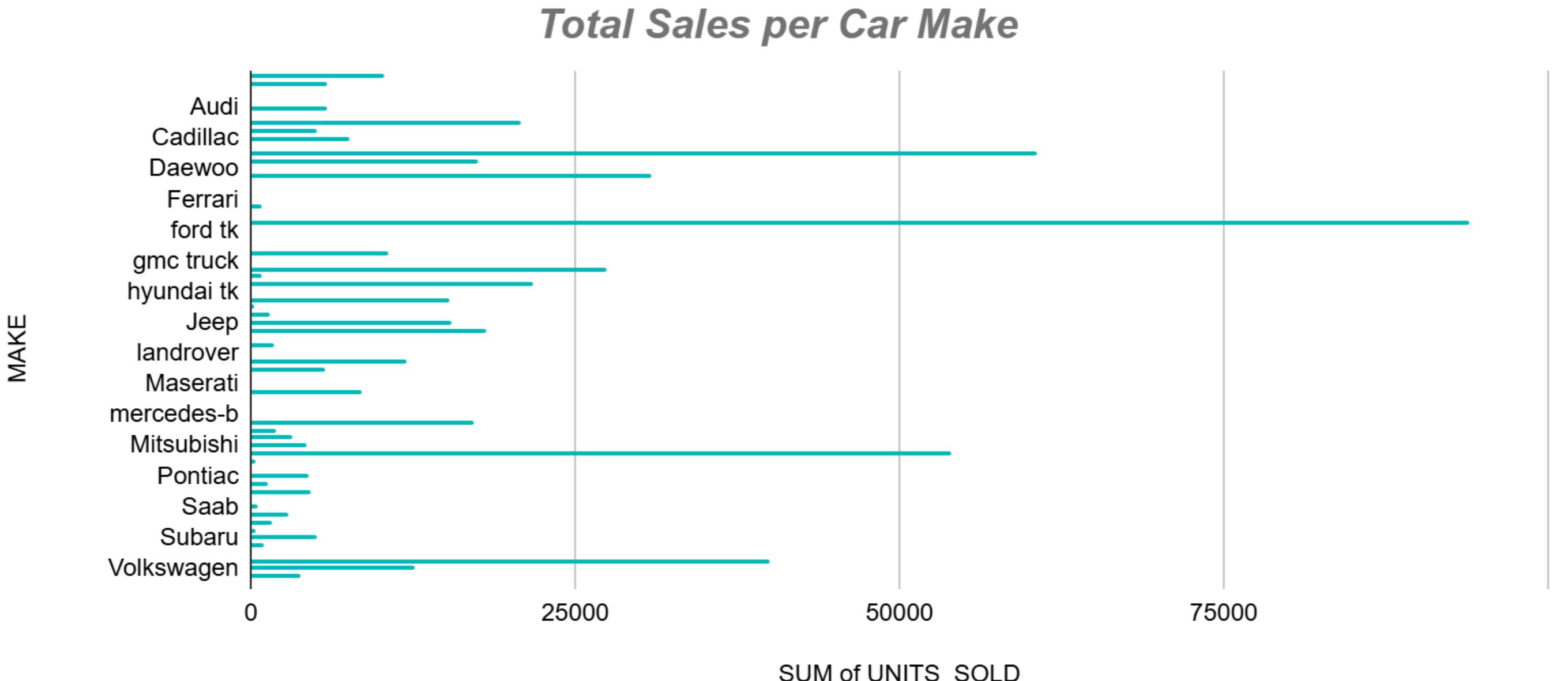
METHODOLOGY

- . DATA SOURCED FROM EXCEL
- . PROCESSED AND CLEANED IN SNOWFLAKE
- . ANALYTICAL VIEWS CREATED FOR REVENUE ,SALES DISTRIBUTION,REGIONAL PERFORMANCE AND AVERAGE SELLING PRICE OVER TIME.
- . VISUALIZED IN GOOGLE SHEETS AND POWER BI.
- . INSIGHTS AND RECOMMENDATIONS FOR DECISION MAKING.

Total Sales | per car make

INSIGHTS

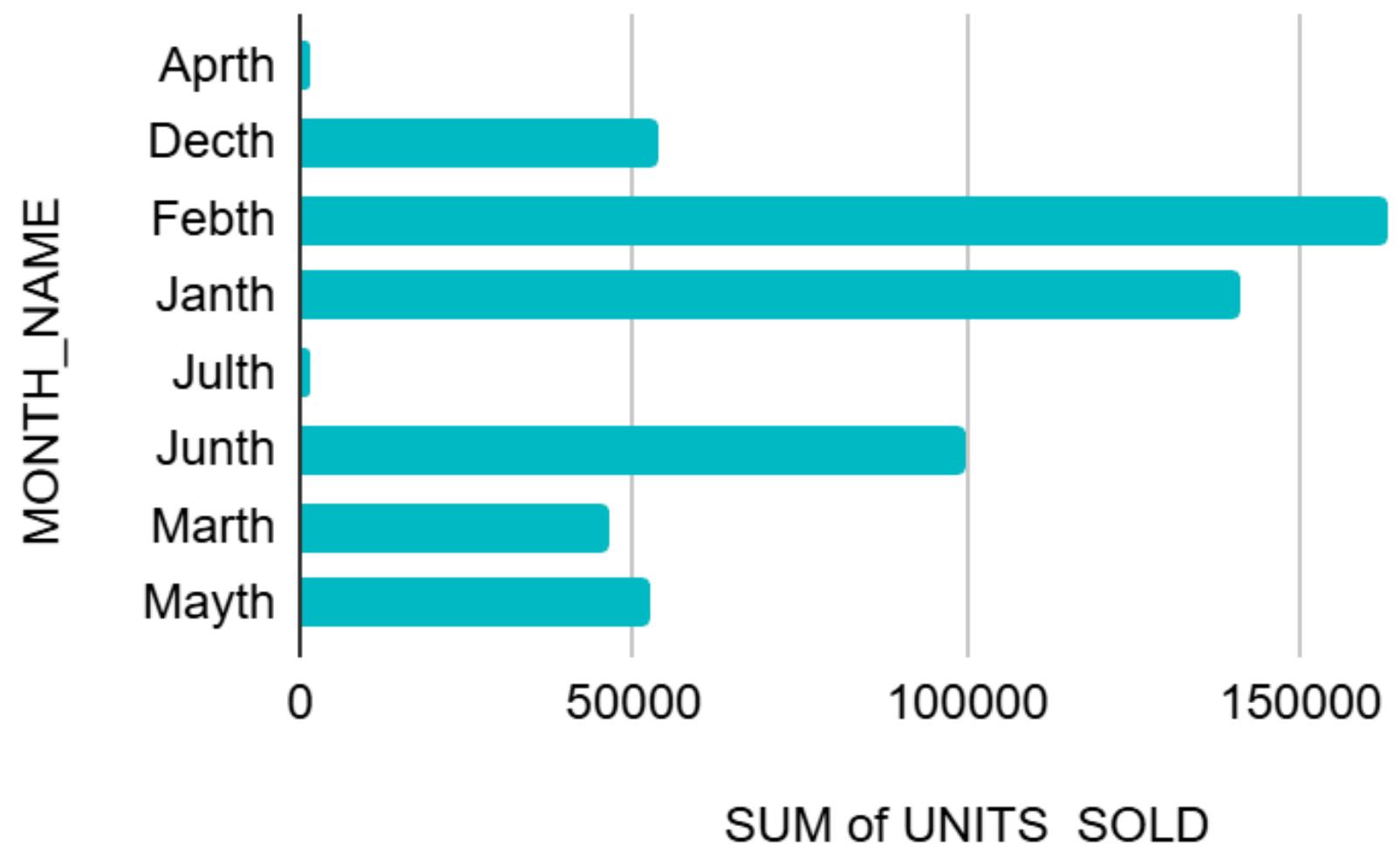
Ford is the top selling car make by a significant margin, with 93,996 units sold. Followed by Chevrolet with 60,587 sold. The majority of other car makes listed have substantially lower sales figures ,selling less than 10,000.



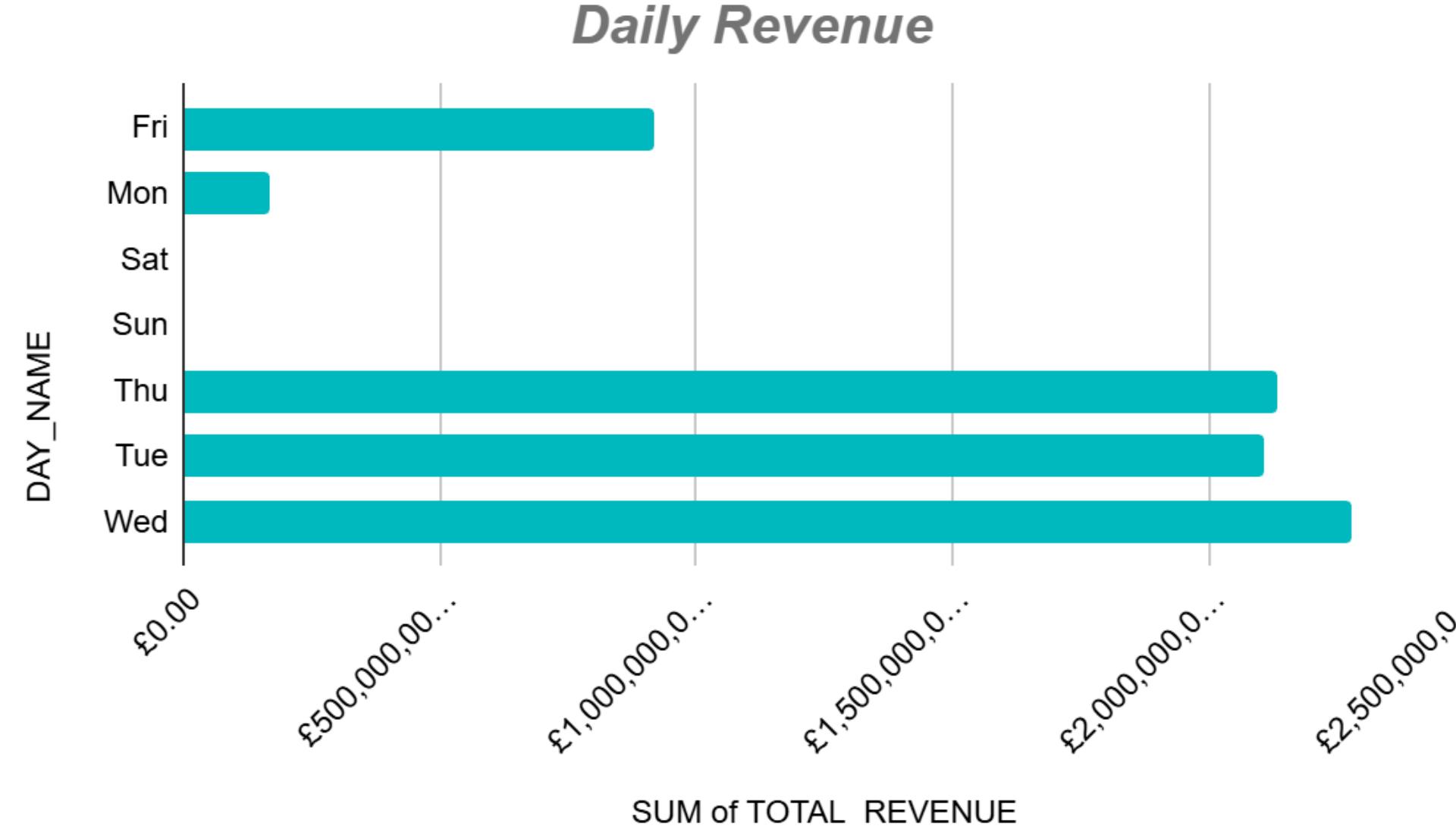
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Revenue | Monthly and Dayly

Total Sales per Month



Daily Revenue



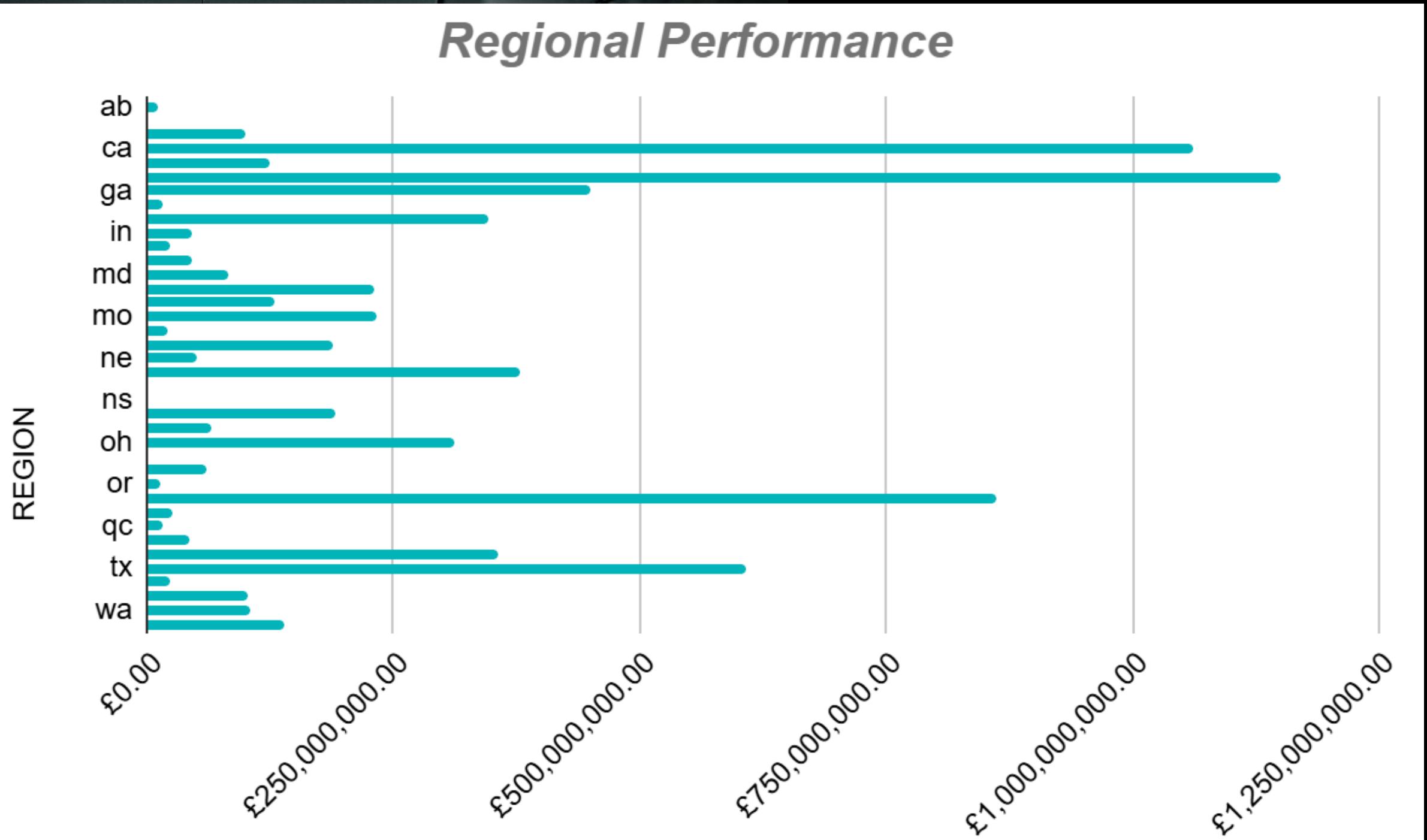
Insights

- MONTHLY SALES FLATUATION : SALES DISTRUBUTION OVER THE MONTHS SEEMS TO BE FLATUATING.
- . PEAK REVENUE MONTHS: FEBRUARY BRINGS IN THE MOST REVENUE,FOLLOWED BY JANUARY.
- . LOWEST REVENUE MONTHS: THE LEAST REVENUE IS GENERATED BETWEEN APRIL AND JULY.

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Regional Performance

Insights



- . Highest Performance region is California exceeding over a billion in sales.
- . Followed by Georgia showing an exceptionally strong performance .
- . AB,MD,NE and WI have the lowest performance ,appearing below 250m.

Observation

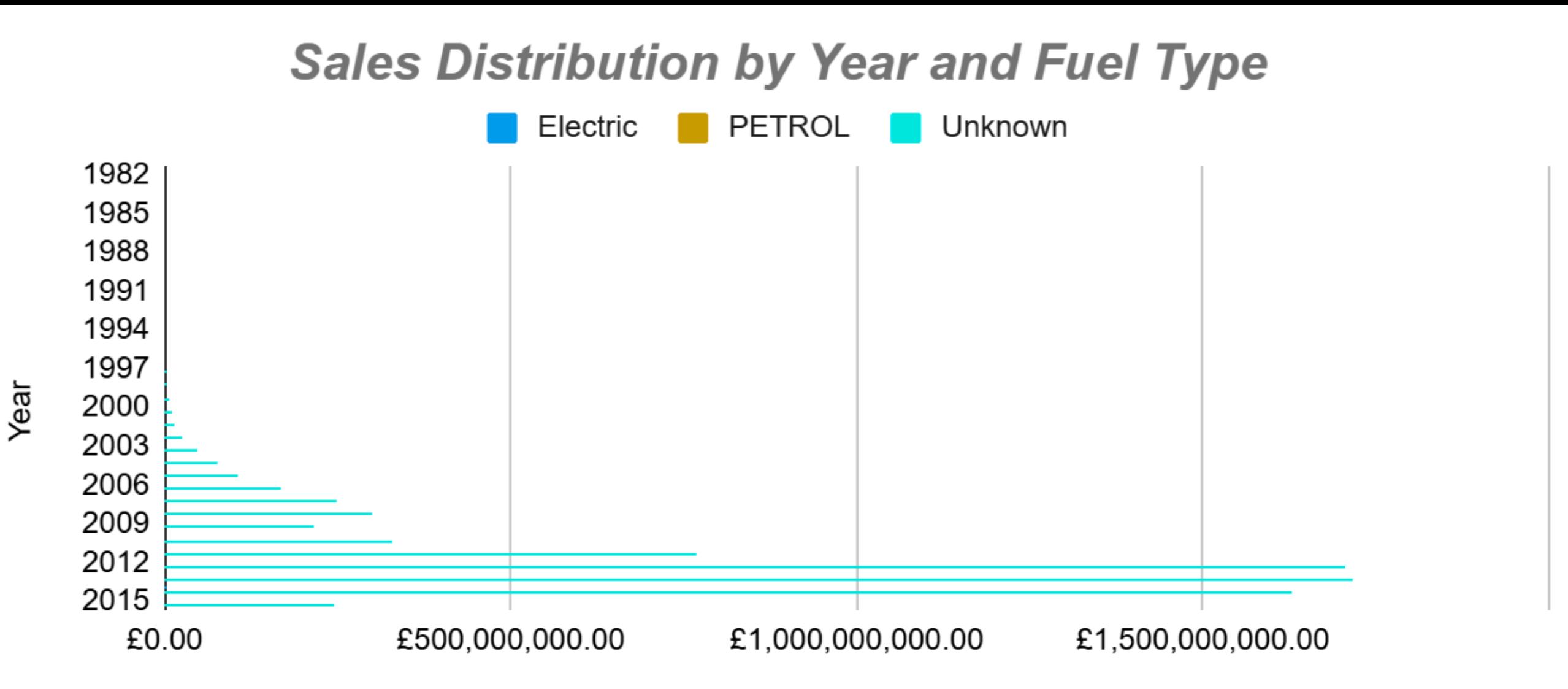
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There is a massive disparity in performance between the top regions (CA,GA) and the bottom regions , this suggest the business is heavily reliant on a few key markets

Sales Distribution|

Year and Fuel Type

Insights



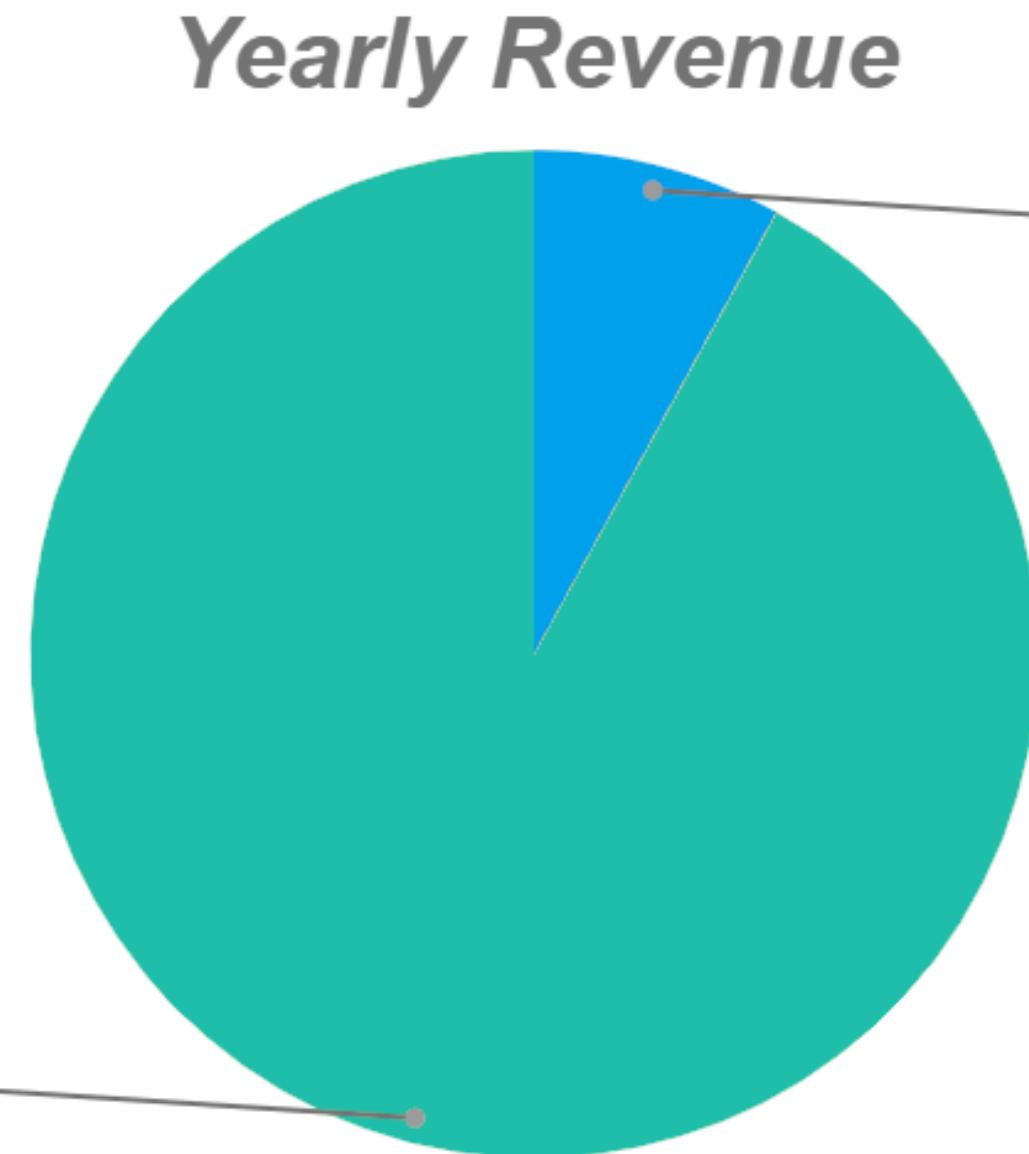
Observation

- . The company's sales are heavily dependent on Unknown Fuel types.
- . Total sales have experienced strong growth from approximately 2006 to 2015
- . Electric fuel type have not yet captured a noticeable share of the sales distribution .

- .Unknown fuel type in the years became measurable (2006/2009, and constitute nearly 100% of total sales .
- . Electric and Petrol are virtually invisible compared to Unknown ,indicating a negligible amount to the total sales



Yearly Revenue



Insights

- .Dominance of 2015 Revenue , it generated 92% of the total revenue between 2014 and 2015.
- . Explosive Growth the 8% to 92% split indicates an extreme high rate of revenue growth from 2014 to 2015
- . 2015 represents an approximate 1000% increase in yearly revenue

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THANK YOU

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