

Insights:

1. The highest sales was observed in the month of **November 2017**, and approximated to be around **\$118K**.
2. Among the three category of products, the **Technology product** was observed to be sold the highest, and approximated to be around **\$836K**.
3. In the span of 4 years, the **West region** had the highest sales, which was approximated to be around **\$725K**.
4. We listed the **Top 5 products** sold among the three given categories throughout the 4 regions, the observation is as follows:
 - In the **Central region**, Chairs were the most sold product estimated to be around **\$85K** in the span of 4 years.
 - In the **Eastern region**, Phones were the most sold product estimated to be around **\$101K** in the span of 4 years.
 - In the **Southern region**, Phones were the most sold product estimated to be around **\$58K** in the span of 4 years.
 - In the **Western region**, Chairs were the most sold product estimated to be around **\$102K** in the span of 4 years.