

Amazon Sales Report — Year 2019

Overview:

In 2019, Amazon recorded a **total revenue of \$34.4 million** and **208.8K total sales** from **178,437 orders**. On average, the company achieved **572.1 sales per day**, generating an **average daily revenue of \$94,426**.

Key Insights

1. Top Product by Sales

- **AAA Batteries** had the highest number of sales, making it the most popular product of the year.

2. Top Product by Revenue

- The **MacBook Pro** generated the highest total revenue, bringing in approximately **\$8 million**.

3. Quarterly & Monthly Trends

- **Quarter 4 (Q4)** was the strongest performing quarter, contributing the highest sales and revenue.
- **December** alone saw remarkable performance, with **4.6 million dollars in revenue** and **28,074 sales** — the highest for any month.

4. Top Location by Revenue

- The **Seattle House 391 branch** stood out as the location with the most purchases by revenue.
 - It's recommended that a **thank-you card or appreciation message** be sent to their team to recognize their contribution.

Conclusion

The 2019 sales performance was outstanding, especially in Q4.

Focusing on **MacBook Pro** marketing, maintaining **AAA Batteries'** sales momentum, and rewarding high-performing locations like **Seattle House 391** can help sustain growth in the coming year.