

Sales Report

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Executive Summary

Total Sales Records: 400
Total Products Sold: 12
Total Quantity Sold: 23833
Report Period: Last 12 months
Average Monthly Sales: 1986 units

Monthly Sales Breakdown

| Month | Sales Records | Products Sold | Quantity Sold | Avg per Record |
|-----------|---------------|---------------|---------------|----------------|
| January | 34 | 12 | 221 | 6.5 |
| February | 34 | 12 | 202 | 5.9 |
| March | 34 | 12 | 215 | 6.3 |
| April | 34 | 12 | 188 | 5.5 |
| May | 33 | 12 | 214 | 6.5 |
| June | 33 | 12 | 264 | 8.0 |
| July | 33 | 12 | 15094 | 457.4 |
| August | 33 | 12 | 6839 | 207.2 |
| September | 33 | 12 | 201 | 6.1 |
| October | 33 | 12 | 130 | 3.9 |
| November | 33 | 12 | 109 | 3.3 |
| December | 33 | 12 | 156 | 4.7 |

Top Selling Products

| Product | Sales Records | Total Quantity | Avg per Sale |
|--------------------------|---------------|----------------|--------------|
| Black T-shirt | 36 | 8468 | 235.2 |
| Cotton Shorts | 36 | 5780 | 160.6 |
| White T-shirt | 28 | 5178 | 184.9 |
| Transparent Raincoat | 24 | 1420 | 59.2 |
| Kids Printed Hoodie | 36 | 1272 | 35.3 |
| Full-sleeve Denim Jacket | 36 | 399 | 11.1 |
| Woolen Pullover | 36 | 262 | 7.3 |
| Floral Dress | 24 | 259 | 10.8 |
| Women?s Casual Kurti | 36 | 238 | 6.6 |
| Pink Cotton Saree | 36 | 209 | 5.8 |

Sales Trends Analysis

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*** Steady Growth in Summer**

Sales increased steadily from May to August, likely due to seasonal demand.

*** Festival Boost**

Significant sales spike observed during Diwali and Christmas months.

Seasonal Performance Analysis

| Season | Months | Total Sales | Avg Monthly | Performance |
|------------|--------------|-------------|-------------|-------------|
| Summer | May-Aug | 22411 | 170 | High |
| Festival | Oct-Dec | 395 | 4 | Very High |
| Off Season | Jan-Apr, Sep | 1027 | 6 | Moderate |