

Lesson-13

Total Sales Amount (All-Time)

```
Total Sales = SUM('Chocolate Sales'[Amount])
```

Create a measure to calculate total sales for the current year.

Total Sales This Year =

```
CALCULATE(  
    [Total Sales],  
    YEAR('Chocolate Sales'[Date]) = YEAR(TODAY())  
)
```

Create a measure to calculate total sales for the last year.

Last Year Total Sales2 =

```
CALCULATE(  
    [Total Sales],  
    DATEADD('Calendar Table'[Date], -1, YEAR)  
)
```

Create a measure to calculate total sales for the current month.

Current Month TotalSales =

```
CALCULATE(  
    [Total Sales],  
    FILTER(ALL('Calendar Table'), MONTH([Date]) = MONTH(TODAY()) && YEAR([Date]) =  
YEAR(TODAY()))  
)
```

Create a measure to calculate total sales for the current quarter.

Current Quarter Total Sales =

```
CALCULATE(  
    [Total Sales],  
    FILTER(  
        ALL('Calendar Table'),  
        QUARTER('Calendar Table'[Date]) = QUARTER(TODAY()) &&  
        YEAR('Calendar Table'[Date]) = YEAR(TODAY())  
    )  
)
```

Sales Growth % Compared to Last Year (%YoY)

Sales Growth % YoY =

VAR Prev_ = CALCULATE([Total Sales], PREVIOUSYEAR('Calendar Table'[Date]))

VAR res = DIVIDE(
 [Total Sales] - Prev_,
 Prev_, 0
)

RETURN res

Create a measure to calculate to retrieve sales from the last month.

Last Month Sales =

```
CALCULATE(  
    [Total Sales],  
    PARALLELPERIOD('Calendar Table'[Date], -1, MONTH)  
)
```

Create a measure to calculate a running total of sales using

Running Total Sales =

CALCULATE(
 [Total Sales],
 FILTER(
 ALLSELECTED('Calendar Table'[Date]),
 'Calendar Table'[Date] <= MAX('Calendar Table'[Date])
)
)

)

Create a measure to compute sales for the last 3 months.

Last 3 Month Sales =

```
CALCULATE(  
    [Total Sales],  
    DATESINPERIOD(  
        'Chocolate Sales'[Date],      -- date column  
        MAX('Chocolate Sales'[Date]), -- latest date in context  
        -3, MONTH                     -- last 3 months  
    )  
)
```

Create a measure to identify the month with the highest sales in the previous 12 months

```
EVALUATE  
Var source = SUMMARIZE('Calendar Table', 'Calendar Table'[Month Name],  
    "Monthly Sales", CALCULATE(  
        [Total Sales],  
        DATESINPERIOD(  
            'Calendar Table'[Date],      -- date column  
            MAX('Calendar Table'[Date]), -- latest date in context  
            -12, MONTH                 -- last 3 months  
        )  
    ))  
VAR MaxSales = MAXX(source, [Monthly Sales])  
  
RETURN SELECTCOLUMNS(FILTER(source, [Monthly Sales] = MaxSales), [Month Name])
```

Create a measure to compare Q1 Sales of Each Year. Use time intelligence functions with filters to isolate and compare Q1 across years.

```
Q1 Sales YoY % =  
  
VAR CurrentQ1 = [Q_1 Sales]  
VAR LastQ1 =  
    CALCULATE(  
        [Total Sales],  
        FILTER(  
            PREVIOUSYEAR('Calendar Table'[Date]),  
            QUARTER('Calendar Table'[Date]) = 1  
        )  
    )
```

```

    )
RETURN
    DIVIDE(CurrentQ1 - LastQ1, LastQ1, 0)

```

Create a measure to Show YoY Difference Only for December.

January Sales YoY % =

```

VAR CurrentYear = YEAR(MAX('Calendar Table'[Date]))

VAR Current_January_Sales =
    CALCULATE(
        [Total Sales],
        FILTER(
            ALL('Calendar Table'),
            'Calendar Table'[Month Name] = "January"
            && YEAR('Calendar Table'[Date]) = CurrentYear
        )
    )

VAR Previous_January_Sales =
    CALCULATE(
        [Total Sales],
        FILTER(
            ALL('Calendar Table'),
            'Calendar Table'[Month Name] = "January"
            && YEAR('Calendar Table'[Date]) = CurrentYear - 1
        )
    )

RETURN
    DIVIDE(Current_January_Sales - Previous_January_Sales, Previous_January_Sales, 0)

```

Create a measure that sums the last 12 months using.

Last 12 Months Sales =

```

CALCULATE(
    [Total Sales],
    DATESINPERIOD(
        'Calendar Table'[Date],
        MAX('Calendar Table'[Date]),
        -12,
        MONTH
    )
)

```

Create a measure to identify sales Difference Between Current Quarter and Previous Quarter
Sales Difference QvsPrevQ =

VAR CurrentQuarterSales =

```
CALCULATE(  
    [Total Sales],  
    DATESINPERIOD('Calendar Table'[Date], MAX('Calendar Table'[Date]), -1, QUARTER)  
)
```

VAR PreviousQuarterSales =

```
CALCULATE(  
    [Total Sales],  
    DATESINPERIOD('Calendar Table'[Date],  
        EDATE(MAX('Calendar Table'[Date]), -3),  
        -1,  
        QUARTER  
    )  
)
```

RETURN

CurrentQuarterSales - PreviousQuarterSales

Create a measure to highlight Months Where Sales Exceeded Previous Year by 10%+

→ Compare monthly totals and return a flag when current > 110% of last year.

Sales > 110% of Last Year =

VAR CurrentMonthSales = [Total Sales]

VAR PreviousYearMonthSales =

```
CALCULATE(  
    [Total Sales],  
    SAMEPERIODLASTYEAR('Calendar Table'[Date])  
)
```

RETURN

```
IF(  
    NOT ISBLANK(PreviousYearMonthSales) &&  
    CurrentMonthSales > 1.1 * PreviousYearMonthSales,  
    "↑ >110%",  
    BLANK()  
)
```