TASK 6- Sales Trend Analysis Using Aggregations

By- Vani Goel

Email ID -vanigoel.110@gmail.com

Sales Trend Summary Report

1. Monthly Breakdown (Year and Month)

This table extracts the year and month from each transaction's Date field and shows a time-based structure of your data.

Column **Description**

order year Year extracted from Date

order month Month extracted from Date



★ Usage Used for time-based grouping

2. Monthly Revenue Report

This shows the total revenue earned each month by summing up the Total Revenue column for all transactions in that month.

Column	Description
order_year	Year of transaction
order_month	Month of transaction
monthly_revenue Sum of all Total Revenue in that month	



Helps identify high vs. low earning months

3. Monthly Order Volume Report

This query counts the number of **unique transactions** per month using Transaction ID.

Column Description order year Year of transaction order month Month of transaction

order_volume Number of distinct orders in the month



📌 Insight

Tracks demand volume independent of revenue amount

4. Top Revenue Months (Sorted)

This query ranks each month by total revenue in descending order to show the most profitable periods.

Column	Description	
order_year	Year of transaction	
order_month	Month of transaction	
monthly_revenue Total revenue earned in the month		
★ Insight	Identifies months with the highest sales value	

5. Top 6 Highest Revenue Months

This is a narrowed-down version of Query 4, showing only the top 6 months with the highest revenue.

Column	Description
order_year	Year of transaction
order_month	Month of transaction
monthly_revenue Total revenue earned in the month	
★ Insight	Ideal for visualizing peak performance periods

* Key Observations Template (You can fill these post-query):

- Wighest revenue was generated in: [Year-Month]
- Lowest order volume was in: [Year-Month]
- Do high order volumes correlate with high revenues? [Yes/No]