

SALES REPORT



TOTAL PENJUALAN

21

Unit

TOTAL REVENUE

Rp 360.779.000.000

RATA-RATA HARGA

Rp

17.179.952.381

TOP SALES STAFF

Yoppi Arie W

RUMUSAN PERHITUNGAN

METRIK	RUMUSAN	PER HITUNG
Total Penjualan	COUNT(vehicle) WHERE status IN ('AVAILABLE', 'SOLD')	= 21 Unit
Total Revenue	SUM(price) FROM vehicle	= Rp 360.779.000.000
Rata-rata Harga	Total Revenue / Total Penjualan	= Rp 17.179.952.381
Insight Utama	Total Inventory: 21 Unit Tersedia: 1 Terjual: 0	21 = Rp 17.179.952.381
DISTRIBUSI BRAND (REAL DATABASE)	PERHITUNGAN DATABASE	
Honda	<div style="width: 33.33%;">33.3%</div>	Rumus: $(7 / 21) \times 100 = 33.3\%$
Toyota	<div style="width: 61.9%;">61.9%</div>	Rumus: $(13 / 21) \times 100 = 61.9\%$
Daihatsu	<div style="width: 4.8%;">4.8%</div>	Rumus: $(1 / 21) \times 100 = 4.8\%$

Analisa Showroom

- KINERJA RENDAH: Hanya 0.0% terjual dari 21 unit. Segera evaluasi harga & strategi marketing.
- DISTRIBUSI SEIMBANG: Top brand (Honda) 33.3%. Portfolio brand sudah baik.
- STOK RENDAH: Hanya 1 unit available. Segera tambah stok untuk kehilangan opportunity.