

# Trend Analysis Report

## Overview - 2015

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### Monthly Sales Summary - 2015



### Monthly Performance Breakdown - 2015

Month	Visits	Orders	Order		2015 (CY)		2014 (PY)		Sales	
			Share	Conversion	Sales	AOV <sup>d</sup>	Sales	CY vs PY <sup>e</sup>		
January	3,264,146	229,397	8.9%	7.03%	\$ 7,030,970	\$30.65	\$ 8,089,692	-13.1%		
February	2,992,132	225,983	8.8%	7.55%	\$ 7,586,796	\$33.57	\$ 8,847,774	-9.3%		
March	3,294,875	229,419	8.9%	6.96%	\$ 7,698,457	\$33.56	\$ 10,609,500	-27.4%		
April	3,009,700	194,663	7.6%	6.69%	\$ 6,220,557	\$31.96	\$ 9,113,087	-31.7%		
May	3,184,186	234,421	9.1%	7.36%	\$ 7,119,798	\$30.37	\$ 8,478,082	-16.0%		
June	2,957,476	219,785	8.5%	7.43%	\$ 6,453,350	\$29.36	\$ 7,381,764	-12.6%		
July	3,029,323	206,692	8.0%	6.82%	\$ 6,355,589	\$30.75	\$ 7,214,820	-11.9%		
August	2,698,521	201,141	7.8%	7.45%	\$ 6,329,038	\$31.47	\$ 6,876,436	-6.0%		
September	2,367,025	200,115	7.8%	8.45%	\$ 6,407,143	\$32.02	\$ 7,120,556	-10.0%		
October	2,477,586	202,845	7.9%	8.19%	\$ 6,765,761	\$33.35	\$ 8,117,327	-16.7%		
November	3,129,428	237,061	9.2%	7.38%	\$ 8,360,113	\$35.27	\$ 9,166,183	-8.8%		
December	2,523,899	196,399	7.6%	7.78%	\$ 6,264,415	\$31.90	\$ 7,298,788	-14.2%		
<strong>TOTAL</strong>	<strong>34,828,299</strong>	<strong>2,577,921</strong>		<strong>7.40%</strong>	<strong>\$ 82,591,987</strong>	<strong>\$32.04</strong>	<strong>\$ 98,318,999</strong>	<strong>-16.0%</strong>		
<strong>Average</strong>	<strong>2,902,358</strong>	<strong>214,827</strong>			<strong>\$ 6,882,666</strong>	<strong>\$</strong>	<strong>\$ 8,192,833</strong>			

## Analyze Trend And Report

**Ahmed Khairy Noor,Harvey G. McComb**

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Community Analysis Report United States. War Relocation Authority, **FINPACK User's Manual** Center for Farm Financial Management University of Minnesota,2012-01-27 The FINPACK User's Manual is the definitive guide on how to use the financial analysis software FINPACK Created and developed by the Center for Farm Financial Management at the University of Minnesota More information at <http://www.FINPACK.com> *Crime Statistics Year Report* ,2006 **Trend Analysis of Weekly Acid Rain Data - 1978-83** Terry L. Schertz, Robert M. Hirsch, *How to Analyze Railroad Reports* John Moody,1912 **Trends in Computerized Structural Analysis and Synthesis** Ahmed Khairy Noor,Harvey G. McComb,1978 **Technical Report Series** ,1993 An Analysis of Baseline Data to Assess Structural Shifts, Trends and Linkages of Michigan's Production Agriculture Economy During the 1970's and 1980's John F. Whims,1995 *Proceedings of the Convention Association of School Business Officials of the United States and Canada*,1972 Issue for 1934 includes proceedings of the National Schoolmart *Power Plant Engineering* ,1984 Trends in Linguistics: State-of-the-art Reports ,1991 **Fairchild Textile-apparel Analysis** Borsodi Analytical Bureau, inc. Commodity Division,1929 **World Wheat Facts and Trends** ,1981 **New Century, New Trends** J. J. Persensky,Bruce Hallbert,Harold S. Blackman,2002 *PC Magazine* ,1986 **Annual Report** Florida. Division of Workers' Compensation,1991 **PC World** ,1992 **Government Reports Announcements & Index** ,1996 *Report of the Commission International Whaling Commission*,1983 *Government Reports Announcements* ,1974-04-05

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