

Sales Comparison Summary Report Guide

The Sales Comparison Summary report displays sales for each item type for the date range entered by the user. It then generates sales data for the same date range in the prior year and then two years before. Those sales and quantities are compared against the current sales and quantities to illustrate the growth of the location sales over the years.

When to create the report

We recommend reviewing this report for a monthly or yearly basis

How to create the report

1. From the SalonBiz/SpaBiz menu bar, click on the Report icon.
2. Double click on Sales Comparison Summary from the report side navigation. You will find it under the Management category
3. Enter the beginning date and ending date for the report.

What it tells you

The report is displayed into 3 separate areas:

- **For Current Date Range**
 - Sales Type- The type of item being sold
 - Sales Quantity- The number of items sold
 - Net Sales- The net dollar amount of items sold
 - Percent of Total- Each item types net sales as a percent of the total net sales for the period
- **For Last Year Date Range**
 - Sales Type- The type of item sold
 - Sales Quantity- The number of items sold
 - Quantity Variance- The quantity difference comparing this year's quantity to a prior year's quantity
 - Sales Quantity Percent Difference- The percent difference for the current year's quantity compared to a prior year's quantity
 - Net Sales- The net dollar amount of items sold
 - Net Sales Variance- The quantity difference comparing the year's net sales to a prior year's net sales
 - Net Sales Percent Difference- The percent difference for the current year's net sales compared to a prior year's net sales
 - Percent of Total- Each item types net sales as a percent of the total net sales for the period



- **For 2 Years Before Date Range**
 - Sales Type- The type of item sold
 - Sales Quantity- The number of items sold
 - Quantity Variance- The quantity difference comparing this year's quantity to a prior year's quantity
 - Sales Quantity Percent Difference- The percent difference for the current year's quantity compared to a prior year's quantity
 - Net Sales- The net dollar amount of items sold
 - Net Sales Variance- The quantity difference comparing the year's net sales to a prior year's net sales
 - Net Sales Percent Difference- The percent difference for the current year's net sales compared to a prior year's net sales
 - Percent of Total- Each item types net sales as a percent of the total net sales for the period

How it's used

This report is used as a way of comparing your quantity of sales and the net sales for the same date range for a year prior and also for two years prior. This report helps to show the growth of the location's sales over years.



Sales Comparison Summary from 12/1/2008 to 12/31/2008

For Current Date Range

Sales Type	Qty	Net Sales	% of Total
Product Totals	763	\$17,836.30	23.81%
Service Totals	1,175	\$50,749.50	67.74%
Gift Certificate Totals	112	\$6,331.00	8.45%
Sales Total	2,050	\$74,916.80	
Gift Redeemed Totals	54	(\$2,532.76)	
Net Sales Total		\$72,384.04	

For Last Year Date Range: 12/1/2007 to 12/31/2007

Sales Type	Qty	Qty Variance	% Diff	Net Sales	Sales Variance	% Diff	% of Total
Product Totals	576	187	24.51%	\$14,375.23	\$3,461.07	19.40%	19.65%
Service Totals	1,212	-37	-3.15%	\$51,302.75	(\$553.25)	-1.09%	70.12%
Gift Certificate Totals	129	-17	-15.18%	\$7,484.17	(\$1,153.17)	-18.21%	10.23%
Sales Total	1,917			\$73,162.15			
Gift Redeemed Totals	61			(\$3,058.47)			
Net Sales Total				\$70,103.68			

For 2 Years Before Date Range: 12/1/2006 to 12/31/2006

Sales Type	Qty	Qty Variance	% Diff	Net Sales	Sales Variance	% Diff	% of Total
Sales Total	0			\$0.00			0.00%
Gift Redeemed Totals	0			\$0.00			
Net Sales Total				\$0.00			