

# RMWG 2022 Annual Sales Analysis

Category	<u>Inventory Received</u>			<u>Inventory Sold</u>				Unsold	
	#Items	Avg Price	Total Price	#Items	% Sold	Avg Price	Total Price		
<b>Category 1 Accessories</b>									
10	Bag	78	\$36.78	\$2,869.00	15	19%	\$37.13	\$557.00	\$2,312.00
12	Bracelet or Watchband	24	\$42.25	\$1,014.00	14	58%	\$31.57	\$442.00	\$572.00
14	Hat	109	\$26.03	\$2,837.00	41	38%	\$25.00	\$1,025.00	\$1,812.00
15	Earrings	12	\$15.00	\$180.00	7	58%	\$15.00	\$105.00	\$75.00
16	Necklage	79	\$40.08	\$3,166.00	17	22%	\$31.06	\$528.00	\$2,638.00
17	Pin (Jewelry), Lapel Ribb	7	\$13.86	\$97.00	7	100%	\$13.86	\$97.00	\$0.00
		<b>309</b>		<b>\$10,163.00</b>	<b>101</b>			<b>\$2,754.00</b>	
<b>Category 2 Baby &amp; Children's Items</b>									
20	Baby Blanket/Quilt	10	\$35.00	\$350.00	1	10%	\$35.00	\$35.00	\$315.00
21	Baby Clothing	107	\$22.65	\$2,424.00	35	33%	\$24.74	\$866.00	\$1,558.00
22	Children's Clothing	11	\$18.27	\$201.00	6	55%	\$20.67	\$124.00	\$77.00
25	Dolls	24	\$13.75	\$330.00	14	58%	\$16.21	\$227.00	\$103.00
27	Stuffed Animal	7	\$12.00	\$84.00	1	14%	\$12.00	\$12.00	\$72.00
28	Toy	17	\$12.00	\$204.00	5	29%	\$12.00	\$60.00	\$144.00
		<b>176</b>		<b>\$3,593.00</b>	<b>62</b>			<b>\$1,324.00</b>	
<b>Category 3 Clothing</b>									
30	Cape or Coat	1	\$95.00	\$95.00	0	0%			
31	Jacket	2	\$160.00	\$320.00	1	50%	\$250.00	\$250.00	\$70.00
34	Top, Shrug, Shirt	7	\$86.43	\$605.00	2	29%	\$100.00	\$200.00	\$405.00
35	Vest	10	\$133.50	\$1,335.00	0	0%			
36	Sweater	1	\$100.00	\$100.00	1	100%	\$100.00	\$100.00	\$0.00
40	Ruana, Poncho	1	\$70.00	\$70.00	0	0%			
42	Mittens, Gloves, Muffs	56	\$27.04	\$1,514.00	33	59%	\$30.58	\$1,009.00	\$505.00
43	Scarf or Muffler	293	\$49.33	\$14,454.00	99	34%	\$47.46	\$4,699.00	\$9,755.00
44	Scarf Sets	2	\$67.50	\$135.00	0	0%			
45	Shawl or Stole	70	\$80.26	\$5,618.00	21	30%	\$66.10	\$1,388.00	\$4,230.00
46	Socks	37	\$37.00	\$1,369.00	22	59%	\$37.00	\$814.00	\$555.00
47	Shoes or Clogs	4	\$78.75	\$315.00	1	25%	\$50.00	\$50.00	\$265.00

		<u>Inventory Received</u>			<u>Inventory Sold</u>				<u>Unsold</u>
		<u>#Items</u>	<u>Avg Price</u>	<u>Total Price</u>	<u>#Items</u>	<u>% Sold</u>	<u>Avg Price</u>	<u>Total Price</u>	
		<b>484</b>		<b>\$25,930.00</b>	<b>180</b>			<b>\$8,510.00</b>	
<b>Category</b>	<b>5 For the Home</b>								
50	<i>Afghan or Throw</i>	6	\$87.50	\$525.00	3	50%	\$83.33	\$250.00	\$275.00
51	<i>Blanket, Quilt</i>	1	\$50.00	\$50.00	0	0%			
52	<i>Pillow</i>	5	\$43.40	\$217.00	1	20%	\$40.00	\$40.00	\$177.00
54	<i>Mat: Bath or Table</i>	47	\$19.96	\$938.00	9	19%	\$22.22	\$200.00	\$738.00
56	<i>Placemats</i>	55	\$39.96	\$2,198.00	26	47%	\$39.65	\$1,031.00	\$1,167.00
57	<i>Runners</i>	48	\$40.13	\$1,926.00	12	25%	\$35.42	\$425.00	\$1,501.00
59	<i>Table Sets (ex. Placemats)</i>	2	\$40.00	\$80.00	2	100%	\$40.00	\$80.00	\$0.00
60	<i>Towel</i>	164	\$27.20	\$4,461.00	84	51%	\$26.52	\$2,228.00	\$2,233.00
61	<i>Coasters or Mug Rugs</i>	38	\$9.03	\$343.00	18	47%	\$8.22	\$148.00	\$195.00
62	<i>Sculpture</i>	12	\$34.83	\$418.00	9	75%	\$30.89	\$278.00	\$140.00
63	<i>Wall Hanging, Picture</i>	38	\$37.84	\$1,438.00	10	26%	\$30.50	\$305.00	\$1,133.00
65	<i>Ornament (not Christmas)</i>	9	\$8.44	\$76.00	8	89%	\$8.50	\$68.00	\$8.00
66	<i>Pin Cushion</i>	16	\$15.00	\$240.00	4	25%	\$15.00	\$60.00	\$180.00
68	<i>Misc. Bath Items</i>	25	\$10.20	\$255.00	17	68%	\$9.65	\$164.00	\$91.00
69	<i>Misc. Kitchen Items</i>	151	\$16.45	\$2,484.00	45	30%	\$16.91	\$761.00	\$1,723.00
70	<i>Basket</i>	6	\$16.67	\$100.00	4	67%	\$15.00	\$60.00	\$40.00
75	<i>Rug</i>	45	\$162.38	\$7,307.00	13	29%	\$161.38	\$2,098.00	\$5,209.00
		<b>668</b>		<b>\$23,056.00</b>	<b>265</b>			<b>\$8,196.00</b>	
<b>Category</b>	<b>8 Miscellaneous</b>								
80	<i>Bookmark</i>	62	\$4.24	\$263.00	38	61%	\$4.39	\$167.00	\$96.00
81	<i>Cards and Gift Tags</i>	53	\$14.45	\$766.00	42	79%	\$15.00	\$629.99	\$136.01
82	<i>Case: Needle, Eyeglass, et</i>	19	\$6.74	\$128.00	13	68%	\$6.00	\$78.00	\$50.00
83	<i>Christmas Decorations</i>	185	\$10.57	\$1,955.50	105	57%	\$11.76	\$1,234.50	\$721.00
86	<i>Pet Accessories</i>	58	\$12.74	\$739.00	19	33%	\$11.63	\$221.00	\$518.00
91	<i>Kits</i>	34	\$19.41	\$660.00	28	82%	\$20.00	\$560.00	\$100.00
92	<i>Handmade Books</i>	22	\$44.64	\$982.00	14	64%	\$36.21	\$507.00	\$475.00
95	<i>Yarn</i>	37	\$22.92	\$848.00	20	54%	\$24.35	\$487.00	\$361.00
99	<i>Other</i>	150	\$21.59	\$3,238.00	60	40%	\$19.28	\$1,157.00	\$2,081.00

	<u>Inventory Received</u>			<u>Inventory Sold</u>			<i>Unsold</i>
	<i>#Items</i>	<i>Avg Price</i>	<i>Total Price</i>	<i>#Items</i>	<i>% Sold</i>	<i>Avg Price</i>	
	620		\$9,579.50	339			\$5,041.49
<b>Grand Total</b>	2257		\$72,321.50	947			\$25,825.49