

Comparative Quarterly Sales Forecast

Fiscal Year: 2024

Product/Region	Q1 Forecast	Q2 Forecast	Q3 Forecast	Q4 Forecast	2023 Actual Total
Product A	120,000	135,000	150,000	160,000	520,000
Product B	80,000	92,000	95,000	100,000	360,000
Region North	60,000	65,000	80,000	85,000	270,000
Region South	85,000	90,000	100,000	110,000	340,000
Total	345,000	382,000	425,000	455,000	1,490,000

Important Notes

- This forecast is based on historical data and projected market trends.
- Quarterly comparisons help detect seasonal patterns and sales growth opportunities.
- Regular updates are recommended as new data and market conditions arise.
- Differences between forecast and actual results should be analyzed and documented.