

# Comparative Monthly Sales Forecast Report

Reporting Period: January - March 2024

Prepared by: Sales Planning Team

Product	January Forecast	January Actual	February Forecast	February Actual	March Forecast	March Actual	Variance (% YTD)
Product A	1,200	1,150	1,300	1,220	1,350	1,310	-3.1%
Product B	950	980	1,020	1,000	1,080	1,070	+1.2%
Product C	650	610	700	680	750	730	-3.8%
Total	2,800	2,740	3,020	2,900	3,180	3,110	-1.9%

## Important Notes:

- This document is intended for management review and decision-making.
- Forecast figures are based on sales trend analysis and market projections.
- Actual sales figures are recorded from the ERP system; discrepancies should be investigated.
- Regular comparison helps detect deviations early and optimize planning.
- All figures are presented in units sold. For revenue-based reports, adjust as necessary.