

Cumulative Sales Trends Forecast Template

Overview

This document presents projected cumulative sales over a set timeframe. Use this template to compare actual sales against forecasts, identify trends, and inform decision-making.

Forecast Table

Month	Actual Sales (USD)	Forecasted Sales (USD)	Cumulative Actual (USD)	Cumulative Forecast (USD)	Variance (USD)
January	8,500	8,000	8,500	8,000	+500
February	12,000	11,500	20,500	19,500	+1,000
March	13,300	13,000	33,800	32,500	+1,300
April	14,500	14,800	48,300	47,300	+1,000
Total	48,300	47,300	48,300	47,300	+1,000

Key Trends & Observations

- Actual sales consistently exceeded forecast projections in the first quarter.
- Variance remains positive, indicating stronger performance than anticipated.
- Continued monitoring recommended to adjust future forecasts based on current trajectory.

Important Notes

- All figures are cumulative and should be reviewed in the context of historical data.
- Forecasts are based on current assumptions and market trends; changes may require template updates.
- Use this document to facilitate strategy meetings and performance reviews.
- Ensure data accuracy and update the table monthly for best results.