

Year-over-Year Sales Growth Report

Report Period

January 2023 – December 2023

Prepared For

ABC Corporation

Date

March 3, 2024

Year-over-Year Sales Comparison

Month	Sales (2022)	Sales (2023)	Growth (%)
January	\$102,000	\$110,500	+8.3%
February	\$98,500	\$101,700	+3.3%
March	\$115,000	\$120,900	+5.1%
April	\$108,000	\$114,600	+6.1%
May	\$120,000	\$121,300	+1.1%
June	\$106,800	\$113,200	+6.0%
July	\$100,200	\$105,400	+5.2%
August	\$113,400	\$116,800	+3.0%
September	\$104,000	\$107,900	+3.8%
October	\$119,900	\$123,700	+3.2%
November	\$121,200	\$128,400	+5.9%
December	\$130,500	\$135,800	+4.1%
Total	\$1,339,500	\$1,400,200	+4.5%

Key Highlights

- Highest monthly sales in December 2023 with \$135,800.
- Consistent positive growth each month compared to the previous year.
- Average monthly growth: +4.5% over 2022 figures.
- Strongest growth observed in January (+8.3%) and November (+5.9%).

Important Notes

- Year-over-year (YoY) sales growth compares performance across equivalent time periods in consecutive years.
- Positive growth indicates improvement; negative values may require further analysis.

- External factors (market conditions, seasonality) can impact YoY comparisons.
- Use this document for tracking sales trends and informing business strategy decisions.