

Regional Retail Sales Forecasting Template

Forecast Overview

Region	Q1 Forecast	Q2 Forecast	Q3 Forecast	Q4 Forecast	Total Annual Forecast
North	1,200,000	1,350,000	1,400,000	1,500,000	5,450,000
South	900,000	1,100,000	1,250,000	1,300,000	4,550,000
East	1,000,000	1,150,000	1,250,000	1,400,000	4,800,000
West	800,000	950,000	1,100,000	1,250,000	4,100,000
Total	3,900,000	4,550,000	5,000,000	5,450,000	18,900,000

Key Metrics

Region	YoY Growth %	Last Year Sales	Avg. Monthly Sales
North	8.5%	5,026,000	454,167
South	6.2%	4,287,000	379,167
East	7.1%	4,483,000	400,000
West	5.8%	3,876,000	341,667

Assumptions & Methodology

- Forecasts are based on previous year sales and projected market trends.
- External factors such as economic outlook, promotional campaigns, and seasonality have been considered.
- Assumes minimal disruptions and business-as-usual environment for the forecast period.
- Data compiled from regional retail outlets and sales channels.

Important Notes

- Sales forecasting is inherently uncertain; actual sales may vary from projections.
- Regular updates and adjustments are recommended as new data becomes available.
- This template should be tailored to your organization's product lines and regional segmentation.
- Include additional qualitative information when major deviations from trends are anticipated.