

The Society of American Archivists
Publications Sales -- Summary of Key Data
For The Period Covering July 1, 2018 Thru January 31, 2019

	<u>Jul-18</u>	<u>Aug-18</u>	<u>Sep-18</u>	<u>Oct-18</u>	<u>Nov-18</u>	<u>Dec-18</u>	<u>Jan-19</u>	<u>Feb-19</u>	<u>Mar-19</u>	<u>Apr-19</u>	<u>May-19</u>	<u>Jun-19</u>	<u>Cumulative</u>
# of items sold	37	62	43	36	34	30	38	-	-	-	-	-	280
Average cost per item sold	\$ 8.62	\$ 8.58	\$ 8.54	\$ 9.09	\$ 7.23	\$ 7.87	\$ 6.40						\$ 8.05
Average revenue per item sold	\$ 43.59	\$ 21.42	\$ 27.73	\$ 34.60	\$ 31.92	\$ 40.19	\$ 39.74						\$ 34.17
COGS ratio to revenue	21.79%	40.07%	30.79%	26.26%	22.66%	19.58%	16.12%						27.90%
# of units sold	191	1,789	369	183	173	298	619						3,622
COGS	\$ 1,645.92	\$ 15,357.29	\$ 3,150.51	\$ 1,662.90	\$ 1,251.39	\$ 2,344.76	\$ 3,964.32	-	-	-	-	-	\$ 29,377.09
Sales	\$ 8,325.27	\$ 38,322.43	\$ 10,233.74	\$ 6,331.76	\$ 5,521.52	\$ 11,976.59	\$ 24,598.67	-	-	-	-	-	\$ 105,309.98
% COGS of Total	5.60%	52.28%	10.72%	5.66%	4.26%	7.98%	13.49%						100.00%
% Sales of Total	7.91%	36.39%	9.72%	6.01%	5.24%	11.37%	23.36%						100.00%