

# Balance to Buy™ Pro Tip – Price Point for an Individual Category

Objective: I want to see sales and inventory by price points for a single category.

Solution: A Price Point report.

1. In the Summary Detail drop down box, select Price Points.

Summary-Detail Reports

- Styles
- Stores
- Categories
- Vendors
- Price Points**
- Consultant Group
- Levels
- Customer
- Customer Zip
- Sales Associate
- Customer Invoice
- Sub Categories
- Departments
- Company

2. In the filter boxes select the category that you want to analyze by price point.

Filter boxes for the report:

- Bulk Items:** No Bulk Items
- Vendor:** A. Jaffe
- Category:** Dia Pend
- Store #:** Addison
- Ownership:** Asset
- Sales Start Date:** 9/15/2016
- Sales End Date:** 9/14/2017
- Stock As Of:** September 14, 2017
- Price Pt:** \$0-\$100
- Detail Column:** Summary
- Detail 2 Column:** Summary
- By Period:** None

Buttons: Apply Filters, Clear

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3. Select the Apply Filters Box

Apply Filters | Clear

4. The report will look like this. If you click on the Price Point Box, the report will re-sort.

Price Point	SALES			COST OF GOODS		INVENTORY			TURN OVER	Shown	PROFIT			AGED		
	Sales	Units	Avg Ticket	Cost	Avg Cost	Cost Onhand	Units	Avg Cost OH			GP\$	GP%	GMROI	Cost	Units	%Aged
\$3000-\$4000	\$7,998	2	\$3,999	\$2,906	\$1,453	\$5,770	4	\$1,442	0.50		\$5,092	0.64	\$0.88	\$0	0	0%
\$2500-\$3000	\$5,228	2	\$2,614	\$2,460	\$1,230	\$2,559	2	\$1,280	0.96		\$2,768	0.53	\$1.08	\$0	0	0%
\$2000-\$2500	\$8,876	4	\$2,219	\$3,837	\$959	\$3,540	4	\$885	1.08		\$5,039	0.57	\$1.42	\$1,840	2	52%
\$1500-\$2000	\$11,696	6	\$1,949	\$4,610	\$768	\$13,770	20	\$688	0.33		\$7,086	0.61	\$0.51	\$1,528	2	11%
\$1000-\$1500	\$31,883	25	\$1,275	\$13,780	\$551	\$13,864	27	\$513	0.99		\$18,103	0.57	\$1.31	\$2,861	5	21%
\$800-\$1000	\$11,945	13	\$919	\$5,302	\$408	\$11,462	29	\$395	0.46		\$6,643	0.56	\$0.58	\$3,545	9	31%
\$600-\$800	\$16,200	23	\$704	\$6,817	\$296	\$12,681	45	\$282	0.54		\$9,382	0.58	\$0.74	\$2,972	9	23%
\$500-\$600	\$12,860	23	\$559	\$5,774	\$251	\$4,856	21	\$231	1.19		\$7,086	0.55	\$1.46	\$2,522	11	52%
\$400-\$500	\$7,952	17	\$468	\$3,860	\$227	\$5,569	27	\$206	0.69		\$4,092	0.51	\$0.73	\$1,867	9	34%
\$300-\$400	\$10,825	29	\$373	\$4,533	\$156	\$6,296	43	\$146	0.72		\$6,292	0.58	\$1.00	\$2,066	14	33%
\$200-\$300	\$7,866	31	\$254	\$3,379	\$109	\$5,247	49	\$107	0.64		\$4,487	0.57	\$0.86	\$1,074	10	20%
\$100-\$200	\$21,993	140	\$157	\$9,618	\$69	\$5,165	79	\$65	1.86		\$12,375	0.56	\$2.40	\$736	11	14%
\$0-\$100	\$7,557	87	\$87	\$3,459	\$40	\$1,357	34	\$40	2.55		\$4,098	0.54	\$3.02	\$230	5	17%
<b>Totals</b>	<b>\$162,879</b>	<b>402</b>	<b>\$405</b>	<b>\$70,337</b>	<b>\$175</b>	<b>\$92,134</b>	<b>384</b>	<b>\$240</b>	<b>0.76</b>		<b>\$92,542</b>	<b>0.57</b>	<b>\$1.00</b>	<b>\$21,242</b>	<b>87</b>	<b>23%</b>

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