

Manor Sales Analysis 1998-2011

C. K. Grundke
949-683-6923

Source Data

- PCM generates a monthly report that is provided to the Mutual Finance Committees.
- The data in this PowerPoint presentation are a compilation of the individual monthly reports.
- The data in this report covers the period January 1998 through July 2011.

Number of Units Sold

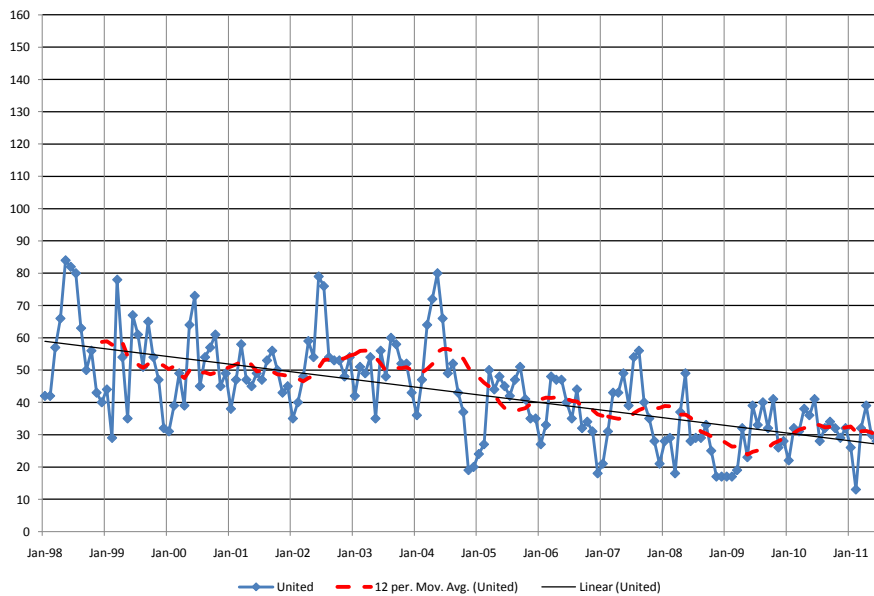
- The following three slides are generated by plotting the monthly number of units sold.
- A second line on each graph is generated by calculating a running 12 month average of these monthly values.
- A third line is plotted by calculating a linear trend line based on the monthly values.

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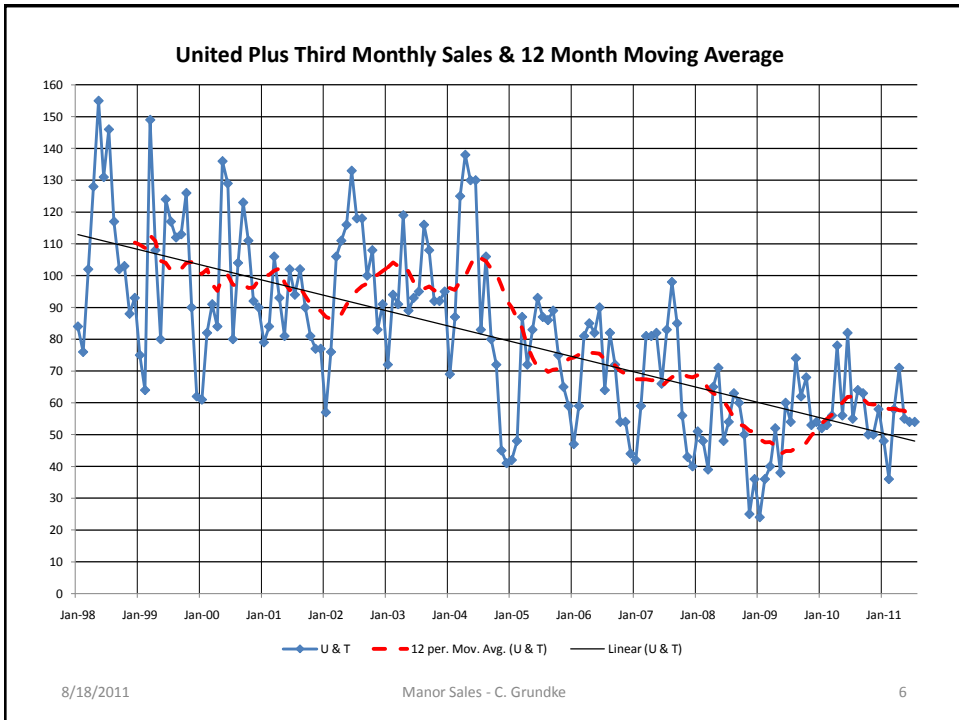
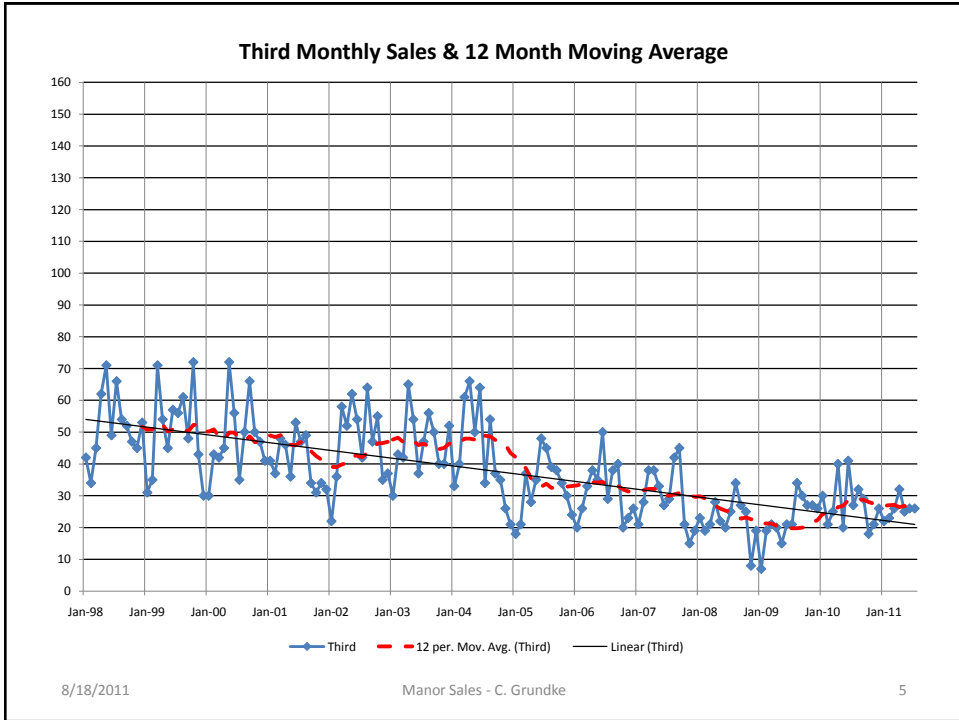
United Monthly Sales & 12 Month Moving Average



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Average Unit Costs

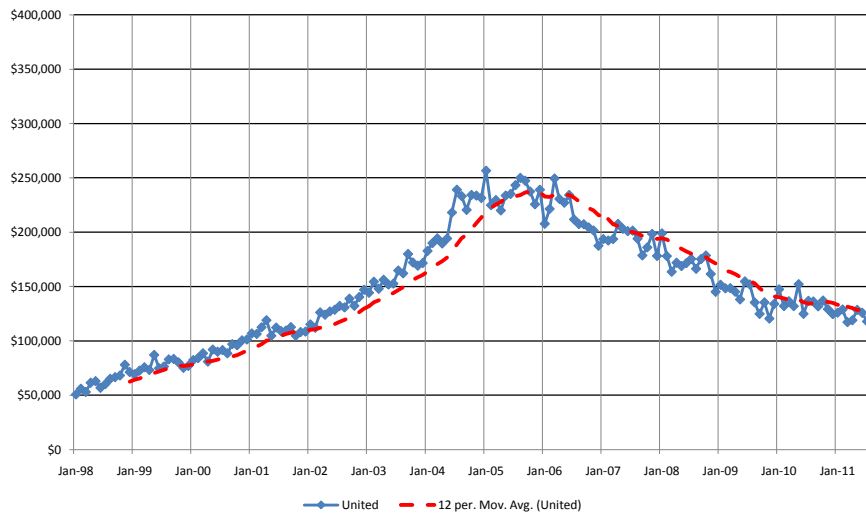
- The following two slides are derived by calculating the average Unit Sales cost per month and plotting the monthly value.
- An additional line is derived by calculating a 12 Month Moving Average of these monthly Unit costs.

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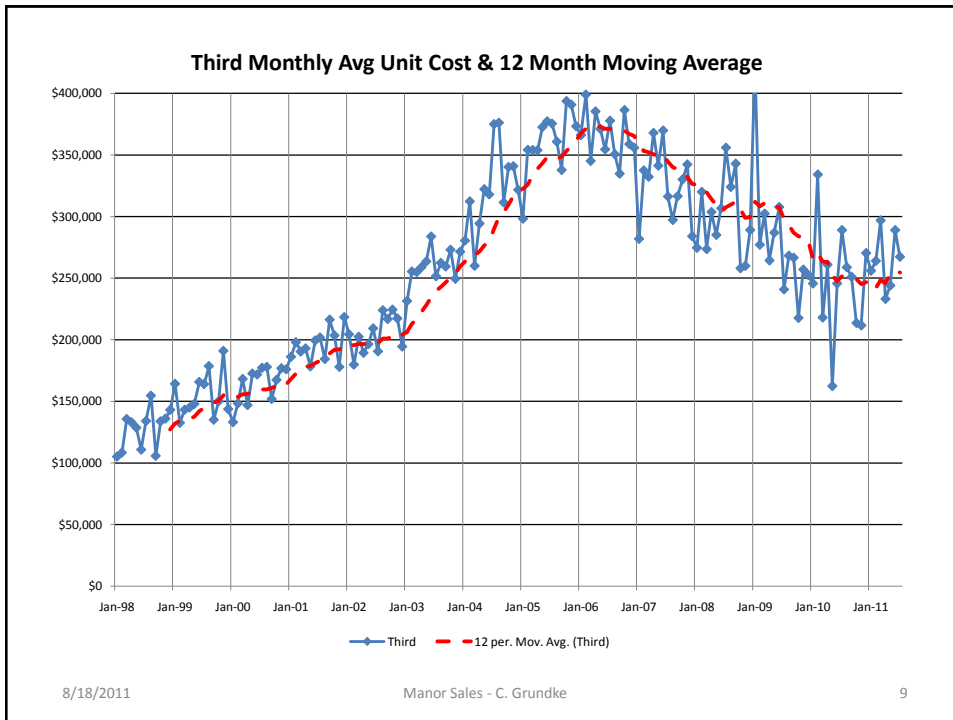
United Monthly Avg Unit Cost & 12 Month Moving Average



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Conclusion

- The trends for both the number of units sold monthly and the average unit cost for these sales does not show any relief in the United Mutual. Both parameters have a negative trend.
- The Third Mutual average unit sales cost has a very slight increase over the past year, but the number of sales does not show any relief.

The End