How is Sellthrough % or % Sold calculated on the Merchandise Analysis Report

Summary:

How is Sellthrough% or % Sold calculated on the Merchandise Analysis Report

Cause:

Sellthrough % shows the percentage of quantity sold in the period compared to the quantity on hand.

e.g., the period begins with zero on-hand and a quantity of 100 was received, during the period a quantity of 25 was sold. The Sellthrough% is 25%, since 25% of the quantity on hand was sold.

Solution:

The formula for Sellthrough % is:

Sellthrough % = 100 * (Qty-sold) / (End-of-period-qty-on-hand + Qty-sold)

The **Qty sold** in the numerator and denominator is the net quantity sold in the reporting period, which includes sales and returns.