

HouSalvage Greene City  
First Quarter Sales Report

HouSalvage Recycling Centers operate as a fundraising enterprise for Building with Heart. Each HouSalvage location serves as a salvage facility and storefront. Volunteers clean up, sort, and price construction materials left over from Building with Heart construction projects and donated by companies and individuals. This operation not only helps to raise funds for Building with Heart projects, but it also helps to keep home improvement waste out of landfills.

# Introduction

The volume of sales at HouSalvage Greene City is dependent on the quantity and types of items we have in stock. Because we depend on the items donated by companies and citizens of Greene City as well as the items left over from current construction projects, our sales are typically lower during the first quarter of the year as this is traditionally a slow time for the construction industry.

# First Quarter Sales

# Analysis of Sales

Our overall sales for the first quarter were $59,424.09. Our top sellers were flooring, at 21 percent of total sales, and lumber, at 20 percent of total sales. We were fortunate in receiving a large donation of carpeting and laminate flooring from a local home renovation store, and this donation led to our increased sales of flooring as compared to this same period last year. Lumber is consistently one of our top sellers.

We would like to point out the increases in the sales of lighting and fans. HouSalvage added a professional electrician to its volunteer staff on the weekends. We feel that the availability of this electrician is what led to the increasing sales of lighting and fans across this quarter.

Finally, you might note that our sales at HouSalvage were higher in February than in March. This is not the typical trend for our sales. (We typically see sales higher in March than in January and February.) We attribute this anomaly to the increase in inventory as a result of the donation from the local home renovation store.