

Average Selling Price Formula

$$\text{Average Selling Price} = \frac{\text{Revenue}}{\text{Units sold}}$$

Example

Total sneaker revenue

$$\begin{aligned} & (150 \times \$80) + (250 \times \$120) \\ &= \$12,000 + \$30,000 \\ &= \$42,000 \end{aligned}$$

Number of units sold

$$150 + 250 = 400$$

$$\text{\$105} = \frac{\text{\$42,000}}{400}$$

Average selling price

Total Selling

Michael Seilmaier



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