

# Google Analytics 4 E-Commerce Report

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## Acorn Hills

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Apr 01 2024 - May 01 2024



# 02 Quick Healthcheck

Let's see your vitals before we get started

## Somewhat Effective

### Acorn Hills | GA4

Quick Healthcheck	
↑	Users Increasing
▬	Sessions remains the same
▬	Engagement Rate remains the same
▬	Page/Screen remains the same
↑	Conversions Increasing
↓	Revenue Decreasing
▬	Sales Conversion Rate remains the same

Increasing: +5%  
Decreasing: -5%  
Remains the same: -5% - +5%

**Overall Performance:**  
Exceptional: 80-100 points  
Highly Effective: 60 – 79 points  
Somewhat Effective: 40 – 59 points  
Not Effective: 20 – 39 points  
Negatively Affected: 0-19 points



Overview

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# Acorn Hills

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Apr 01 2024 - May 01 2024



# 04 Key Indicators

How you performed on your key indicators



USERS

66K

-32%

SESSIONS

113K

-23%

ENGAGEMENT RATE (%)

90

N/A

ENGAGED SESSIONS

102K

-24%

VIEWS

824K

-12%

WIEWS PER SESSION

7

+17%

AVERAGE SESSION  
DURATION (SEC)

331

+25%

CONVERSIONS

41K

-8%

TOTAL REVENUE

10K ₺

-5%

AD COST

61K ₺

-82%



E-Commerce

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# Acorn Hills

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Apr 01 2024 - May 01 2024



# 06 Ecommerce Overview

How your e-commerce business performed this period

TRANSACTIONS

245

+4%

TOTAL REVENUE

945K ₺

-11%

PURCHASE REVENUE

945K ₺

-11%

TOTAL PURCHASERS

223

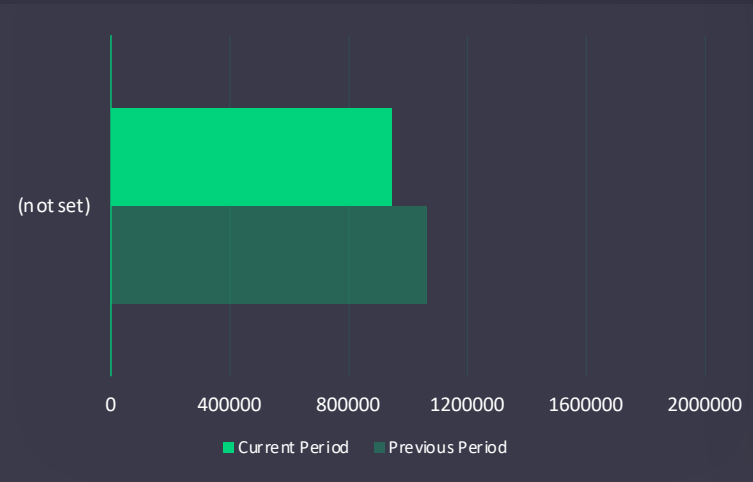
+15%

AVG. PURCHASE REVENUE PER USER

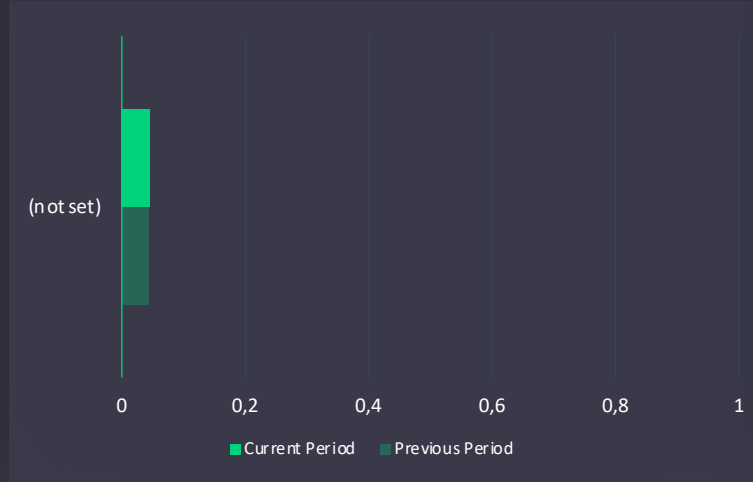
3 ₺

0%

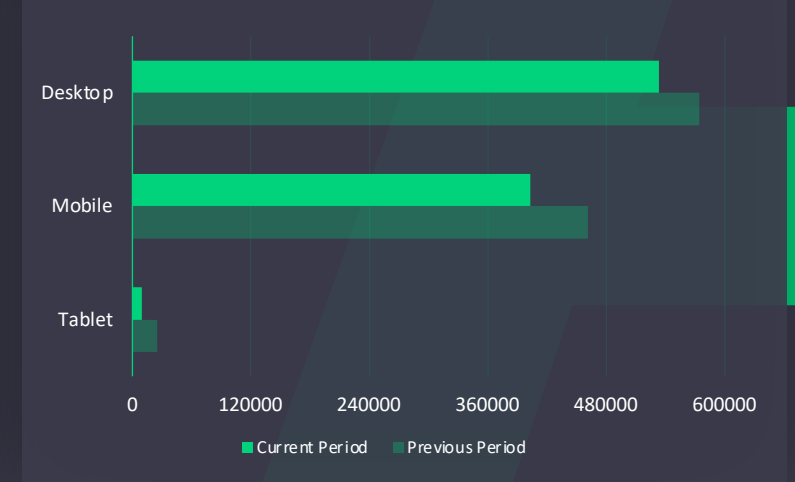
TOP TRAFFIC CHANNELS BY REVENUE



TOP TRAFFIC CHANNELS BY CONVERSION RATE



TOP DEVICES BY REVENUE



# 07 Transactions & Revenue

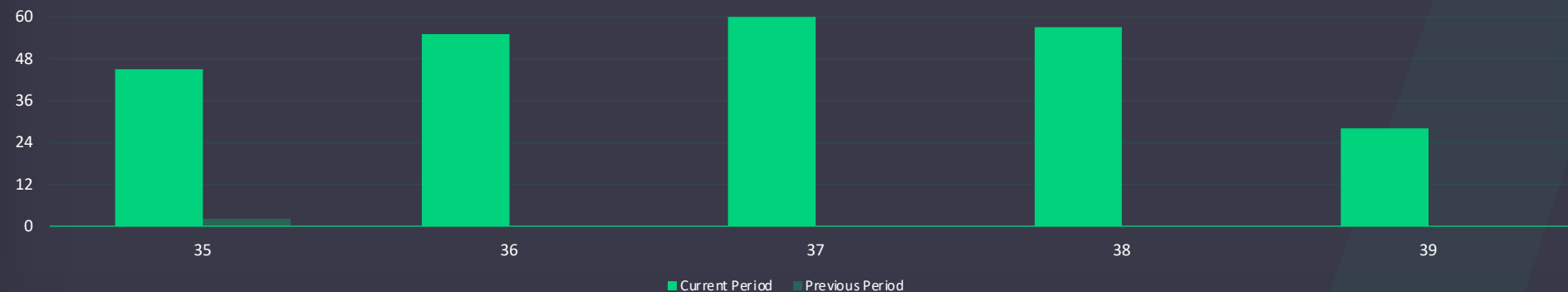
Weekly performance of your transactions and revenue

## TRANSACTIONS

245

+4%

## TRANSACTIONS WEEKLY CHART

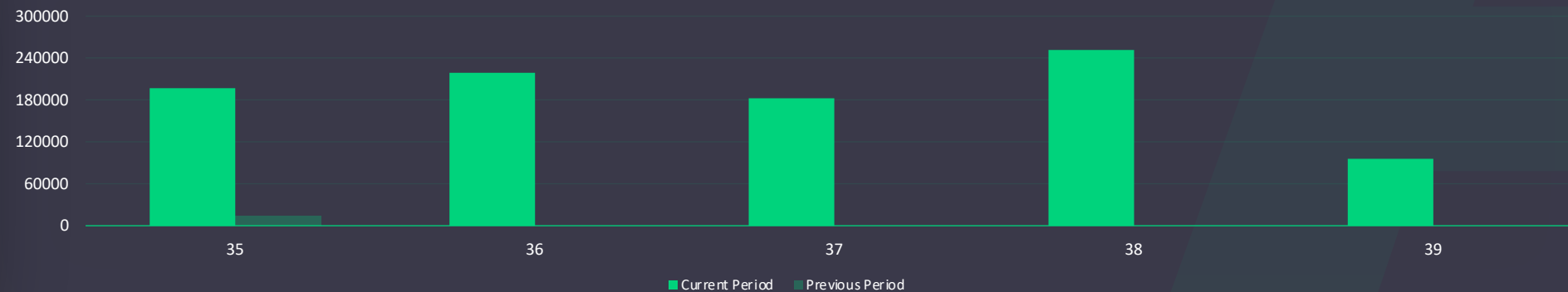


## TOTAL REVENUE

945K ₺

-11%

## TOTAL REVENUE WEEKLY CHART



# 08 Purchasers

Weekly performance of your purchasers

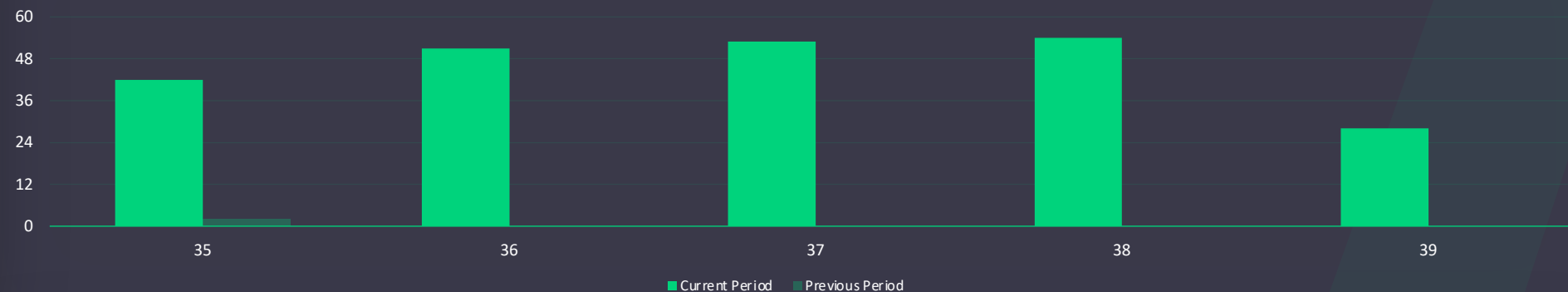


## TOTAL PURCHASERS

223

+15%

## PURCHASERS WEEKLY CHART

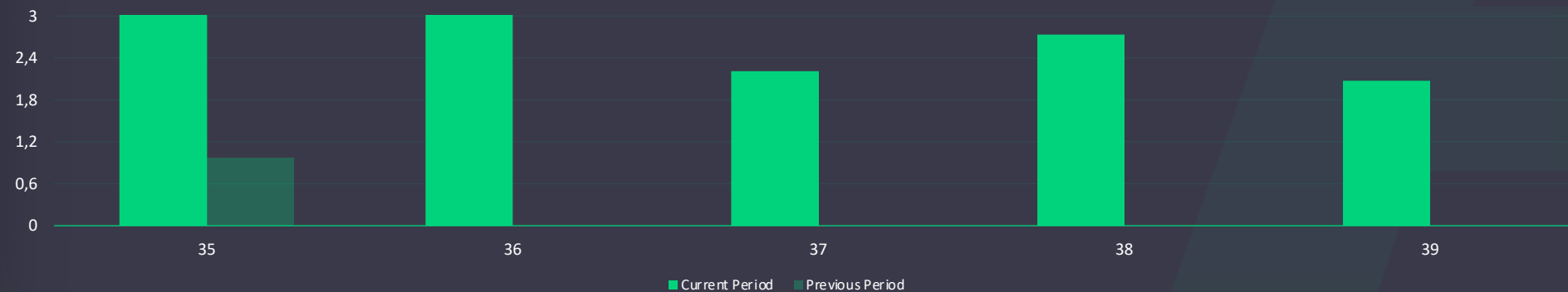


## AVG. PURCHASE REVENUE PERUSER

3 ₺

-17%

## AVG. PURCHASE REVENUE PERUSER VALUE WEEKLY CHART





# 09 Sales Conversions

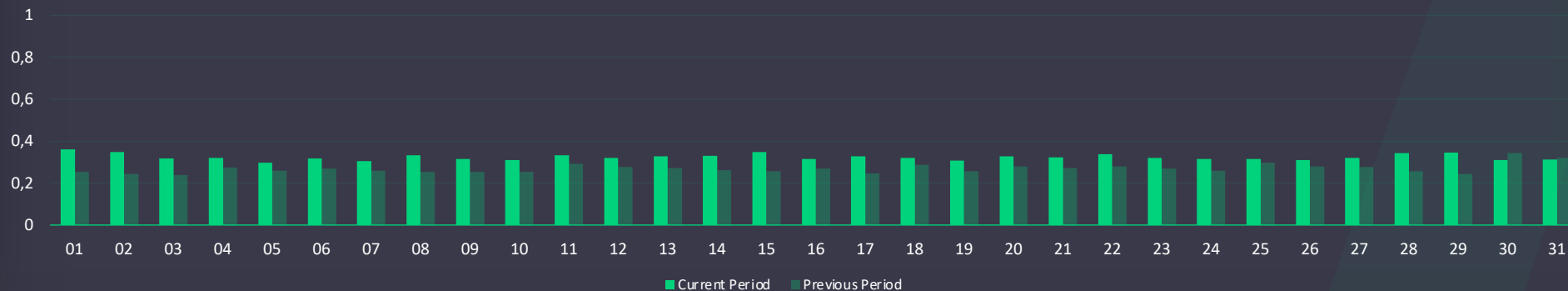
Daily performance of your visits that converted to sales

SESSION CONVERSION RATE

32

+19%

SALES CONVERSION RATE (%) DAILY CHART

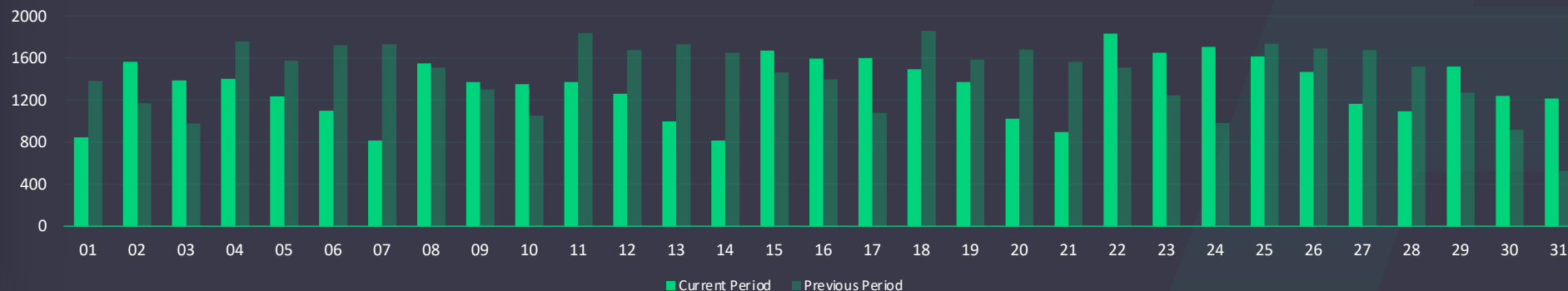


SESSION CONVERSIONS

41K

-8%

SALES CONVERSIONS DAILY CHART



# 10 Item Performance

A look at your well performing items and how customers interacted with them



Item Name	Item Revenue (TRY)	Item Purchased	Items added to cart	Item Viewed	First Time Purchasers	Total Purchases	Avg. Daily Purchasers	Session Conversion (%)
Item Name	111K +27.9%	27 +58.8%	533 +61.5%	7K +34.9%	21 +75%	21 +50%	0 N/A	2 +70.9%
Item Name	54K -8.6%	35 +12.9%	275 +6.6%	1K -7.7%	28 +64.7%	29 +70.6%	0 N/A	2 +17.5%
Item Name	49K +34.2%	39 +56%	267 +0.8%	1K -3.3%	30 +130.8%	31 +121.4%	0 N/A	1 +57.8%
Item Name	27K -8.3%	3 -86.4%	31 -80.7%	684 -15%	1 -92.9%	2 -86.7%	0 N/A	1 -74.1%
Item Name	26K -6.2%	13 +333.3%	115 +618.8%	772 +22.3%	13 +333.3%	13 +333.3%	0 N/A	1 +229.7%
Item Name	26K -4.9%	6 +100%	98 +180%	1K -8.7%	4 +300%	6 +500%	0 N/A	1 +351.1%
Item Name	22K -18.3%	5 -84.4%	39 +200%	886 +191.4%	3 +200%	3 +200%	0 N/A	1 +146.4%
Item Name	22K -16.6%	7 +16.7%	6 -93.2%	57 -95.5%	0 N/A	1 -80%	0 N/A	1 -71.1%
Item Name	22K -13.9%	2 -93.3%	114 +418.2%	10K +2,291.2%	0 N/A	1 0%	0 N/A	1 +21.4%
Item Name	21K -7.5%	3 +200%	16 +45.5%	303 -7.6%	1 0%	1 0%	0 N/A	1 -31.7%

Sorted by: Product Revenue, Order: Descending

# 11 Item Category Performance

A look at your well performing item categories and how customers interacted with them



Item Name	Item Revenue (TRY)	Item Purchased	Items added to cart	Item Viewed	First Time Purchasers	Total Purchases	Avg. Daily Purchasers	Session Conversion (%)
Item Name	93K -38.5%	52 -20%	1 -80%	0 N/A	41 +2.5%	42 -2.3%	0 N/A	35 -18.8%
Item Name	89K -11.8%	21 +5%	1 +1%	0 N/A	17 +21.4%	17 +6.2%	0 N/A	100 0%
Item Name	61K -34.7%	12 -42.9%	0 N/A	0 N/A	7 -53.3%	8 -46.7%	0 N/A	80 -15.3%
Item Name	61K -32.4%	11 -89.7%	0 N/A	0 N/A	7 +133.3%	7 +133.3%	0 N/A	66 -33.3%
Item Name	57K -14.7%	13 -59.4%	1K +1,458%	34K +34,396%	9 -50%	9 -50%	0 N/A	2 -97.5%
Item Name	56K -12.1%	67 +570%	0 N/A	0 N/A	9 +28.6%	9 +12.5%	0 N/A	100 +22.2%
Item Name	52K -13.1%	8 -91.1%	0 N/A	0 N/A	6 -25%	6 -33.3%	0 N/A	60 -40%
Item Name	52K +5.2%	18 +63.6%	0 N/A	0 N/A	17 +183.3%	17 +112.5%	0 N/A	100 0%
Item Name	51K +7.3%	32 -30.4%	0 N/A	0 N/A	25 +108.3%	26 +85.7%	0 N/A	89 -10.3%
Item Name	46K -4.1%	15 +87.5%	0 N/A	0 N/A	1 -85.7%	3 -57.1%	0 N/A	42 -51%

Sorted by: Product Revenue, Order: Descending

# 12 Brand Performance

A look at your well performing brands and how customers interacted with them



Item Name	Item Revenue (TRY)	Item Purchased	Items added to cart	Item Viewed	First Time Purchasers	Total Purchases	Avg. Daily Purchasers	Session Conversion (%)
Item Name	745K -21.8%	342 -36.4%	8K +2%	191K -10.1%	147 +1.4%	156 +1.3%	0 N/A	2,15 +31.7%
Item Name	314K +3.7%	148 +7.2%	3K +15.7%	156K +52.9%	80 +23.1%	86 +24.6%	0 N/A	1,08 +3.1%
Item Name	2K +109.5%	1 -99.5%	0 N/A	0 N/A	0 N/A	1 -99.4%	0 N/A	20 -44.6%
Item Name	1K +158.4%	213 +10,550%	160 +540%	0 N/A	184 +9,100%	194 +9,600%	0 N/A	91,27 +5,727.2%
Item Name	0 N/A	0 N/A	593 -10.2%	0 N/A	0 N/A	0 N/A	0 N/A	0,59 -38%
Item Name	0 N/A	0 N/A	74 +1.4%	0 N/A	0 N/A	0 N/A	0 N/A	100 0%
Item Name	0 N/A	0 N/A	0 N/A	2 +100%	0 N/A	0 N/A	0 N/A	0 N/A
Item Name	0 N/A	0 N/A	3 -91.7%	682 +1,523.8%	0 N/A	0 N/A	0 N/A	0,43 -98.9%

# 13 Sales Performance

A look at your top transactions



Transaction ID	Revenue (TRY)	Tax (TRY)	Shipping (TRY)	Refund Amount (TRY)	Quantity	Top Device	Top Traffic Channel
3.000.507.306	26K -63.6%	0 N/A	0 N/A	0 N/A	0 N/A	Mobile	N/A
3.000.505.983	23K -49.2%	0 N/A	0 N/A	0 N/A	0 N/A	Mobile	N/A
3.000.506.370	19K -45%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A
3.000.507.475	19K -40.2%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A
3.000.506.007	18K -20.2%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A
3.000.507.593	17K -21.8%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A
3.000.505.846	16K -13.5%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A
3.000.506.528	15K -1.9%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A
3.000.507.954	15K -0.5%	0 N/A	0 N/A	0 N/A	0 N/A	Mobile	N/A
3.000.506.407	14K -0.7%	0 N/A	0 N/A	0 N/A	0 N/A	Desktop	N/A

Sorted by: Product Revenue, Order: Descending

# 14 User Purchase Journey Analysis

How many users advance through and how many drop off critic shopping steps until a valid transaction

SESSION START

**319K**

+7%

VIEW PRODUCT

**175K**

+13%

ADD TO CART

**4K**

+4%

BEGIN CHECKOUT

**2K**

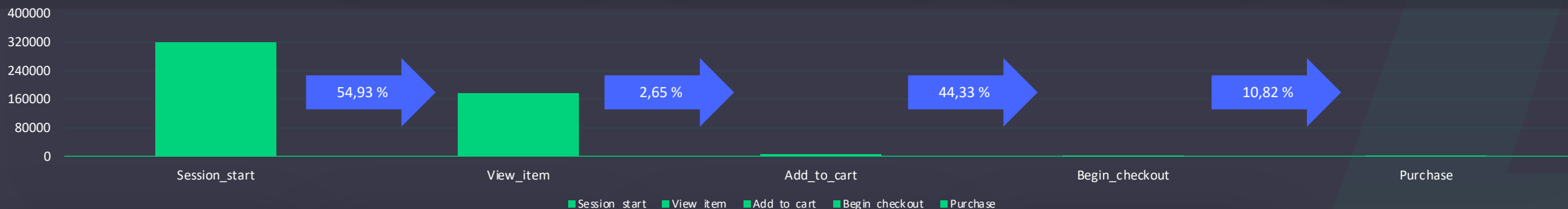
+6%

PURCHASE

**223**

+15%

## USER PURCHASE JOURNEY FUNNEL



SESSION START  
ABANDONMENT

**144K**

0%

VIEW PRODUCT  
ABANDONMENT

**171K**

+13%

ADD TO CART  
ABANDONMENT

**2K**

+3%

BEGIN CHECKOUT  
ABANDONMENT

**2K**

+6%



# 15 User Purchase Journey by Device Category

How many users advance through from which type of devices and how many drop off critic shopping steps before a valid transaction



Device Category	Session Start (Users)	View Product (Users)	Add to Cart (Users)	Begin Checkout	Purchase (Users)
Device	287K +10.7%	257K +15.4%	8K +2.5%	17K +17,764%	115 +21.1%
Device	58K +2.5%	87K -3.1%	3K +9.9%	15K +15,568%	102 +7.4%
Device	3K +23.9%	3K +33.3%	148 +23.3%	408 +408%	6 +50%
Device	18 -21.7%	0 N/A	0 N/A	0 N/A	0 N/A

# 16 User Purchase Journey by Device Browser

How many users advance through from which browser and how many drop off critic shopping steps before a valid transaction

Acorn Hills | GA4 | Google Analytics Report  
Apr 01 2024 - May 01 2024 vs Feb 01 2024 - Mar 01 2024



Browser	Session Start (Users)	View Product (Users)	Add to Cart (Users)	Begin Checkout	Purchase (Users)
Browser	258K <span>+15.5%</span>	249K <span>+14%</span>	7K <span>+8%</span>	18K <span>+18%</span>	132 <span>+21.1%</span>
Browser	40K <span>-5.4%</span>	39K <span>+1%</span>	2K <span>+13.4%</span>	12K <span>+12%</span>	78 <span>+13%</span>
Browser	28K <span>+14.5%</span>	24K <span>+10.1%</span>	477 <span>+48%</span>	366 <span>+366%</span>	2 <span>-60%</span>
Browser	10K <span>+22.1%</span>	15K <span>+3.9%</span>	607 <span>+12%</span>	604 <span>+604%</span>	0 <span>N/A</span>
Browser	6K <span>+6.3%</span>	10K <span>-2.1%</span>	337 <span>-6.4%</span>	540 <span>+540%</span>	1 <span>+1%</span>
Browser	3K <span>+5.1%</span>	4K <span>-10.8%</span>	154 <span>-6.1%</span>	670 <span>+670%</span>	9 <span>+28.6%</span>
Browser	2K <span>+1.5%</span>	3K <span>-7.2%</span>	109 <span>+373%</span>	286 <span>+286%</span>	1 <span>+1%</span>
Browser	1K <span>-7.7%</span>	1K <span>-23.7%</span>	34 <span>-60%</span>	76 <span>+76%</span>	0 <span>N/A</span>
Browser	139 <span>-52.7%</span>	74 <span>-7.5%</span>	2 <span>0%</span>	50 <span>+50%</span>	0 <span>N/A</span>
Browser	59 <span>-126.9%</span>	5 <span>-28.6%</span>	0 <span>N/A</span>	0 <span>N/A</span>	0 <span>N/A</span>

Sorted by: Session Start (Users), Order: Descending



# 17 User Purchase Journey by Country

How many users advance through from which country and how many drop off critic shopping steps before a valid transaction



Country	Session Start (Users)	View Product (Users)	Add to Cart (Users)	Begin Checkout	Purchase (Users)
Country	338K +9%	341K +10%	12K +5%	32K +32%	219 +14%
Country	1K +76%	3 -99.7%	4 -96.3%	0 N/A	0 N/A
Country	825 +92%	1K +246%	93 +675%	516 +516%	1 +1%
Country	524 +39%	560 +53.4%	8 -20%	16 +16%	0 N/A
Country	414 +16%	393 -22%	17 -75.7%	10 +10%	0 N/A
Country	353 +27%	460 +91%	17 +54%	32 +32%	1 +1%
Country	283 +9%	322 +17%	17 -37%	38 +38%	0 N/A
Country	273 +27%	289 -48.8%	21 +21%	18 +18%	0 N/A
Country	242 +20%	305 +64%	20 +33%	38 +38%	0 N/A
Country	202 +7.4%	460 +61%	26 +225%	48 +48%	1 +1%

Sorted by: Session Start (Users), Order: Descending

# 18 Promotions

How does your incentives contribute to your e-commerce business

Promotion Name	Promotion Views	Promotion Clcks	Promotion CTR	Items added to Cart	Items Checked Out	Items Revenue (TRY)
Promotion Name	27K -52%	330 -65%	0,01 -50%	0 N/A	0 N/A	0 N/A
Promotion Name	26K -28%	688 -24%	0,03 -14%	0 N/A	0 N/A	0 N/A
Promotion Name	25K +5%	317 -4%	0,01 -6%	0 N/A	0 N/A	0 N/A
Promotion Name	24K +30%	686 +79%	0,03 +0%	0 N/A	0 N/A	0 N/A
Promotion Name	22K +40%	287 -32%	0,01 -65%	0 N/A	0 N/A	0 N/A
Promotion Name	19K +323%	397 +274%	0,03 +58%	0 N/A	0 N/A	0 N/A
Promotion Name	19K +361%	244 +713%	0,01 +113%	0 N/A	0 N/A	0 N/A
Promotion Name	17K +382%	410 +494%	0,03 +1%	0 N/A	0 N/A	0 N/A
Promotion Name	13K +323%	307 +170%	0,03 +422%	0 N/A	0 N/A	0 N/A
Promotion Name	7K +157%	119 +85%	0,02 -14%	12K +12%	33K +33%	1M +1M%

Sorted by: Internal Prom. Views, Order: Descending

Insights

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# Acorn Hills

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Apr 01 2024 - May 01 2024



# 20 Insights

Here are some insights that we have found and recommendations on how to solve them and grow your audience



Issue No	Platform	Issue	Recommendation	Priority	Section	Category	Status	Dated Issued
1	Website	It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.	Check ou the screenshot: <a href="https:xyz.url/tyn.xlm">https:xyz.url/tyn.xlm</a>	Low	Campaigns	Engage with your customer	On going	01.04.2024
2	Website	It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.	The point of using Lorem Ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content here'	Low	Traffic Quality	Behavior	On going	01.04.2024
3	Website	It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.	The point of using Lorem Ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content here'	High	Campaigns	Campaigns	On going	01.04.2024
4	Website	It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.	The point of using Lorem Ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content here'	Mid	Traffic Quality	Engagement	On going	01.04.2024
5	Website	It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.	The point of using Lorem Ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content here'	Low	Traffic Quality	Reach	On going	01.04.2024

Sorted by: Users, Order: Descending

Glossary

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# Acorn Hills

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Apr 01 2024 - May 01 2024



Name	Description	Section
Acquisition	The Acquisition section tells you where your visitors originated from, such as search engines, social networks or website referrals.	Overview
Average Position	The average ranking of your website URLs for the query or queries.	Search Console
Average Purchase Revenue	The average purchase revenue over the selected time frame.	E-commerce
Average Purchase Revenue Per User	The sum of the purchase revenue per user.	E-commerce
Average Session duration	total duration of all sessions (in seconds) / number of sessions. Individual session duration is calculated differently depending on whether there are engagement hits on the last page of a session.	Overview
Average Time on Page	Average time on page is simply the average amount of time all users spend on a single page.	Traffic Quality
Bounce Rate	The percentage of sessions that were not engaged sessions. Bounce rate is the inverse of engagement rate.	Traffic Quality
Click	When someone clicks your ad, like on the blue headline or phone number of a text ad, Google Ads counts that as a click.	Google Ads
Click Through Rate	CTR is the number of clicks that your ad receives divided by the number of times your ad is shown: clicks ÷ impressions = CTR.	Search Console
Content Grouping	Content Grouping lets you group content into a logical structure that reflects how you think about your site or app, and then view and compare aggregated metrics by group name in addition to being able to drill down to the individual URL, page title, or screen name.	Users & Behaviour

Name	Description	Section
Conversion	A conversion is reported whenever a user completes a goal or makes a purchase during a session	E-commerce
Cost per Click (CPC)	Cost-per-click (CPC) bidding means that you pay for each click on your ads.	Google Ads
Device Breakdown	Device category allows you to view performance based on the different devices people are using to experience your website.	Overview
Engagement Rate	Engagement rate and bounce rate are important metrics in Google Analytics that enable you to measure and analyze user engagement with your website.	Overview
Event Count	The number of times users triggered an event.	Technology
Event Value	The sum of all value parameters supplied with an event. You can use this context-sensitive metric to capture data that's important to you.	Events
Events	Events are user interactions with content that can be measured independently from a web-page or screen load.	Events
Events Per Session	The average number of events per session.	Traffic Quality
First Time Purchasers	The number of users who made their first purchase in the selected time frame.	Google Ads
GA Key Indicators	A Google Analytics KPI is an objectively measurable performance indicator used to monitor, analyze and optimize user behaviors on websites.	Overview

# 24 Google Analytics Glossary

Name	Description	Section
Google Ads Ad Network Type	The location where your ad was shown (google.com, search partners, display network) that led to a conversion event.	Google Ads
Google Ads Query	The search query that led to a conversion event.	Google Ads
Impression	Each time your ad appears on Google or the Google Network, it's counted as one impression.	Google Ads
Interests	Google Analytics tells you your users' interests on other parts of the internet. This will help you identify a more specific target audience, cross or upselling opportunities, better blog content ideas, and more.	Demographics
Item List Name	A name that you specify for a list of items (e.g., products you sell). A name for a list of products. For example, you can set a name of 'Related Products' for an item list in a related-products section.	E-commerce
Item Performance	It allows you to track how clusters of products are performing in your online store.	E-commerce
Item Revenue	The total revenue from items only, excluding tax and shipping, subtracted by refunds.	E-commerce
Items Added to Cart	The number of items that were added to cart.	E-commerce
Keyword	In search engine optimization, the particular word or phrase that describes the contents of a web page. Keywords serve as clues or shortcuts that summarize the content of a page and help search engines match pages with searches.	Traffic Quality
Landing Page	A landing page is the first page viewed in a session.	Traffic Quality





# 25 Google Analytics Glossary

Name	Description	Section
New User	People that visit your website for the first time in the selected date range. Since users are based on the Google Analytics tracking code and browser cookies, it's important to highlight that people who cleared their cookies or access your website using a different device will be reported as a new user.	Overview
Organic Search	Describes search that generates results that are not paid advertisements.	Traffic Quality
Organic Traffic	The term organic traffic refers to all visits to your website that are triggered by unpaid search results.	Traffic Quality
Pages per Session	Pages per session is the average number of pages a person views in a given session.	Traffic Quality
Per User	Per user means the total count of that metric divided by the cohort size.	Overview
Promotion clicks	The number of times an item promotion was clicked.	E-commerce
Promotion views	The number of times an item promotion was viewed.	E-commerce
Quantity	Number of units sold in ecommerce transactions.	E-commerce
Referral	Visitors referred by links on other websites.	Traffic Quality
Refund Amount	Currency amount refunded for a transaction.	E-commerce



# 26 Google Analytics Glossary

Name	Description	Section
Return on Investment (ROI)	How much profit you've made from your ads and free product listings compared to how much you've spent on them.	E-commerce
Returning Visitor	A visitor who can be identified with multiple visits, through cookies or authentication.	Overview
Revenue	Total revenue from ecommerce transactions; depending on your implementation, this can include tax and shipping.	E-commerce
Revenue Per User	Total revenue divided by the number of users shows the average amount generated for each user.	E-commerce
Session	The period of time a user is active on your site or app. By default, if a user is inactive for 30 minutes or more, any future activity is attributed to a new session. Users that leave your site and return within 30 minutes are counted as part of the original session.	Users & Behaviour
Session Conversion Rate	The total revenue from items only, excluding tax and shipThe percentage of sessions that converted. This metric is calculated as the number of sessions in which a conversion happened divided by the total number of sessions.	E-commerce
Shipping	Total shipping charges for ecommerce transactions.	E-commerce
Shopping Abandonment	Shopping Abandonment is used to describe the situation when a visitor on a web page leaves that page before completing the desired action.	E-commerce
Social Referrals	A count of all referrals from social networks during a selected time period.	Traffic Quality
Source	Source is one of the four main dimensions (along with medium, campaign and channel) for reporting and analyzing how people found your website.	Overview



# 27 Google Analytics Glossary

Name	Description	Section
Tax	Total tax charges for ecommerce transactions.	E-commerce
Transactions	Transaction data is made up of the information collected about each transaction that occurs on your site or app.	E-commerce
Transaction Value	Transaction value measures how much, on average, customers are spending on each purchase.	E-commerce
User	A user is a visitor who has initiated a session on your website: the moment a person lands on any page of your site, they are identified as either a new or returning user.	Users & Behaviour
Views	The number of web pages your users saw. Repeated views of a single page are counted.	Users & Behaviour
Views per User	The average number of web pages viewed per user.	Users & Behaviour

# Google Analytics 4 E-Commerce Report

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## Acorn Hills

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Apr 01 2024 - May 01 2024

