#### WALMART SALES REPORT

#### Hi FOLKS

My name is Amit. I am excited to share my latest project on Walmart store sales Analysis using SQL.

Through This project, I was able to uncover trends and insights from within the data,

I hope You find this analysis as insightful and engaging as I did. Thank you for taking the time to explore my work.





## THE MAIN QUIRIES WE ARE LOOKING AT

- How many unique cities does the data have
- In which city is each branch
- how many unique product lines does the data have
- what is the most common payment method
- what is the most selling product line
- what is total revenue by month
- what month had largest cogs
- which product line had largest revenue
- which city have largest revenue
- which product line had the largest vat
- which branch sold more products than average product sold
- what is the most common product line by gender
- what is the averge rating of each product line
- Number of sales made in each time of the day per weekday

- which of the customer types brings the most revenue
- which city has the largest tax percent/VAT
- which customer types pays the most in vat
- how many unique customer type does the data have
- how many unique payment methods does the data have
- what is the most common customer type
- which customer type buys the most
- what is the gender of most of the customers
- what is gender distribution of branch
- what time of the day do customers give most rating
- what time of the day do customers give most rating per branch
- which day of the week has the best avg rating
- which day of the week has the best average ratings per branch





## How many unique cities does the data have ?

#### SELECT DISTINCT

city

FROM

sales;

	city
<b>&gt;</b>	Yangon
	Naypyitaw
	Mandalay





#### IN WHICH CITY IS EACH BRANCH

SELECT DISTINCT

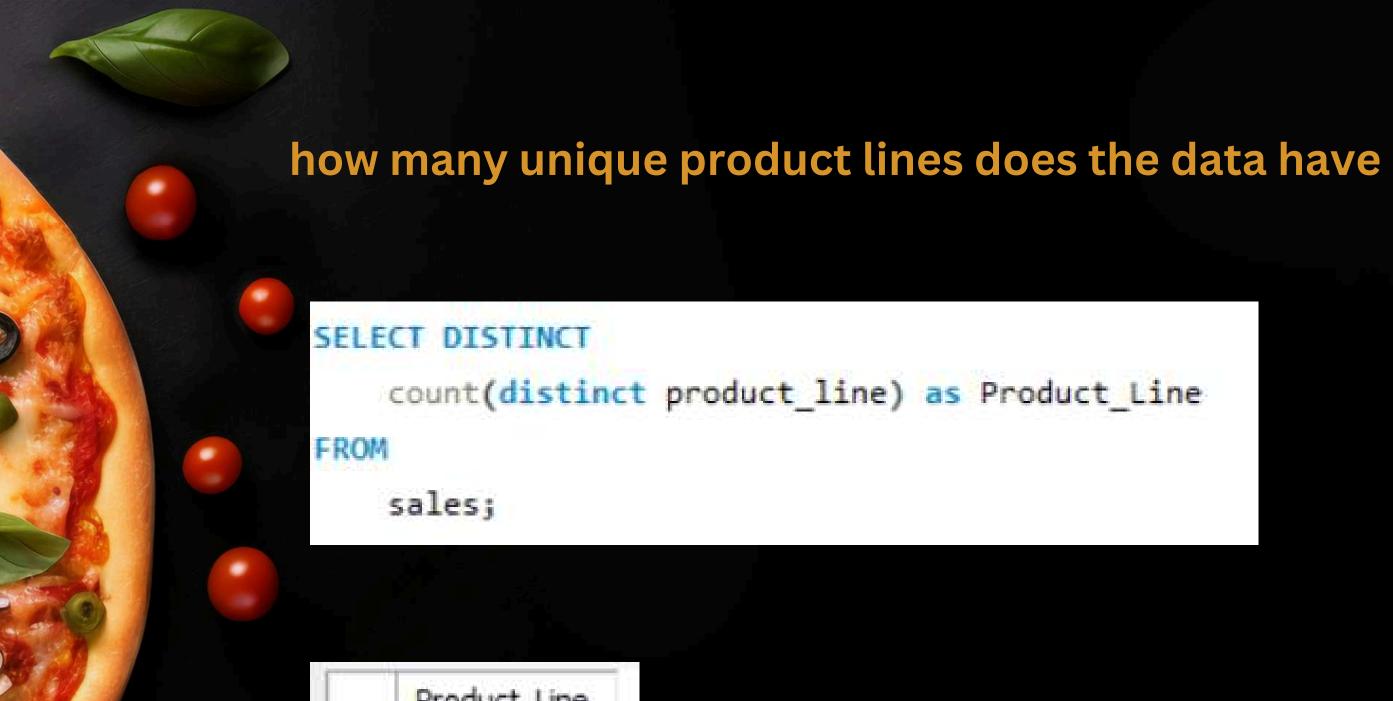
city, branch

FROM

sales;

	city	branch
>	Yangon	A
	Naypyitaw	C
	Mandalay	В





	Product_Line
<b>&gt;</b>	6



#### what is the most common payment method

## payment\_method, COUNT(payment\_method) as payment\_method FROM sales GROUP BY payment\_method order by payment\_method desc;

	payment_method	payment_method
>	Cash	344
	Ewallet	342
	Credit card	309





#### what is the most selling product line

```
SELECT

product_line, COUNT(product_line) as cnt

FROM

sales

GROUP BY product_line

order by cnt desc;
```

	product_line	cnt
•	Fashion accessories	178
	Food and beverages	174
	Electronic accessories	169
	Sports and travel	163
	Home and lifestyle	160
	Health and beauty	151





# SELECT month\_name AS month, sum(total) as total\_revenue FROM sales group by month\_name order by total\_revenue;

	month	total_revenue
<b>&gt;</b>	February	95727.3765
	March	108867, 1500
	January	116291.8680





## SELECT month\_name AS month, SUM(cogs) AS cogs FROM sales GROUP BY month\_name ORDER BY cogs DESC;

	month	cogs
>	January	110754.16
	March	103683.00
	February	91168.93





#### WHICH PRODUCT LINE HAD LARGEST REVENUE

```
SELECT
    product_line, SUM(total) AS total_revenue
FROM
    sales
GROUP BY product_line
ORDER BY total_revenue desc;
```

	product_line	total_revenue
>	Food and beverages	56144.8440
	Fashion accessories	54305.8950
	Sports and travel	53936.1270
	Home and lifestyle	53861.9130
	Electronic accessories	53783.2365
	Health and beauty	48854.3790





#### WHICH PRODUCT LINE HAD THE LARGEST VAT

#### SELECT

product\_line, AVG(VAT) AS avg\_tax

FROM

sales

GROUP BY product\_line

ORDER BY avg\_tax DESC;

	product_line	avg_tax
<b>&gt;</b>	Home and lifestyle	16.03033124
	Sports and travel	15.75697549
	Health and beauty	15.40661591
	Food and beverages	15.36531029
	Electronic accessories	15.15447632
	Fashion accessories	14.52806181





#### SELECT

branch, city, SUM(total) AS total\_revenue

FROM

sales

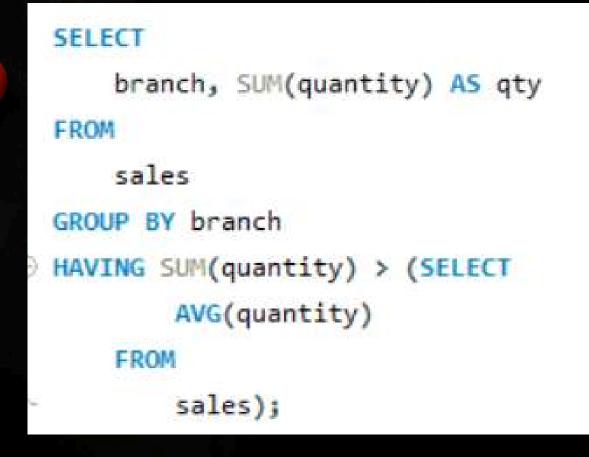
GROUP BY city , branch

ORDER BY total\_revenue DESC;

	branch	city	total_revenue
•	С	Naypyitaw	110490.7755
	A	Yangon	105861.0105
	В	Mandalay	104534.6085







	branch	qty
>	A	1849
	С	1828
	В	1795





#### what is the most common product line by gender

```
SELECT
    gender, product_line, COUNT(gender) AS total_cnt
FROM
    sales
GROUP BY gender , product_line
ORDER BY total_cnt DESC;
```

gender	product_line	total_cnt
Female	Fashion accessories	96
Female	Food and beverages	90
Male	Health and beauty	88
Female	Sports and travel	86
Male	Electronic accessories	86
Male	Food and beverages	84
Female	Electronic accessories	83
	Female Female Male Female Male	Female Fashion accessories Female Food and beverages Male Health and beauty Female Sports and travel Male Electronic accessories





#### what is the averge rating of each product line

```
SELECT
    round(AVG(rating), 2) AS avg_rating, product_line
FROM
    sales
GROUP BY product_line
ORDER BY avg_rating DESC;
```

avg_rating	product_line
7.11	Food and beverages
7.03	Fashion accessories
6.98	Health and beauty
6.91	Electronic accessories
6.86	Sports and travel
6.84	Home and lifestyle
	7.11 7.03 6.98 6.91 6.86





#### Number of sales made in each time of the day per weekday

```
SELECT
    time_of_days,
    COUNT(*) AS total_sales
FROM
    sales
WHERE
    day_name = "Monday"
GROUP BY time_of_days
ORDER BY total_sales DESC;
```

	time_of_days	total_sales
Þ	evening	56
	afternoon	48
	morning	20





## which of the customer types brings the most revenue

```
SELECT
    customer_type, SUM(total) AS total_rev
FROM
    sales
GROUP BY customer_type
ORDER BY total_rev DESC;
```

	customer_type	total_rev
Þ	Member	163625.1015
	Normal	157261.2930





#### which city has the largest tax percent/VAT

SELECT

city, AVG(VAT) AS VAT

FROM

sales

GROUP BY city

ORDER BY VAT DESC;

	aty	VAT	
•	Naypyitaw	16.09010850	
	Mandalay	15.1302082 15.130	020824
	Yangon	14.87020798	





#### which customer types pays the most in vat

```
Customer_type, AVG(VAT) AS VAT
FROM

sales

GROUP BY customer_type

ORDER BY VAT DESC;
```

	customer_type	VAT
>	Member	15.61457214
	Normal	15.09805040





#### how many unique customer type does the data have

#### SELECT DISTINCT

customer\_type

FROM

sales;

	customer_type	
Þ	Normal	
	Member	





#### how many unique payment methods does the data have

#### SELECT DISTINCT

payment\_method

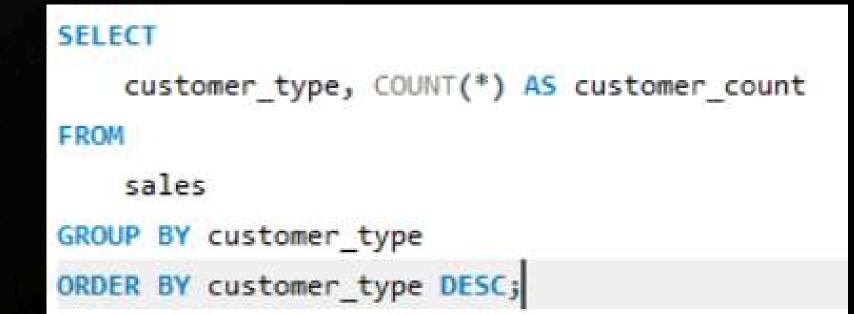
FROM

sales;

	payment_method
*	Credit card
	Ewallet
	Cash



#### which customer type buys the most



	customer_type	customer_coun
Þ	Normal	496
	Member	499



#### what is the gender of most of the customers

#### SELECT

gender, COUNT(\*) AS gender\_cnt

FROM

sales

GROUP BY gender

ORDER BY gender\_cnt DESC;

	gender	gender_cnt
٨	Male	498
	Female	497



#### what is gender distribution of branch

```
gender, COUNT(*) AS gender_cnt
FROM
    sales
where branch = "C"
group by gender
ORDER BY gender_cnt DESC;
```

	gender	gender_cnt
Þ	Female	177
	Male	150







## what time of the day do customers give most rating

```
SELECT
    time_of_days, AVG(rating) AS avg_rating
FROM
    sales
GROUP BY time_of_days
ORDER BY avg_rating DESC;
```

	time_of_days	avg_rating
•	afternoon	7.02340
	morning	6.94474
	evening	6.90536





#### which day of the week has the best avg rating

#### SELECT

day\_name, AVG(rating) AS avg\_rating

FROM

sales

GROUP BY day\_name

ORDER BY avg\_rating DESC;

	day_name	avg_rating
•	Monday	7.13065
	Friday	7.05507
	Tuesday	7.00316
	Sunday	6.98864
	Saturday	6.90183
	Thursday	6.88986
	Wednesday	6.76028

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### which day of the week has the best average ratings per branch

# SELECT day\_name, AVG(rating) AS avg\_rating FROM sales WHERE branch = "A" GROUP BY day\_name ORDER BY avg\_rating DESC;

	day_name	avg_rating
•	Friday	7.31200
	Monday	7.09792
	Sunday	7.07885
	Tuesday	7.05882
	Thursday	6.95870
	Wednesday	6.84286
	Saturday	6.74600



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### CONTACT ME

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## THANK YOU

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