

The Battle of the Neighborhoods - Week 4 Assignment

- **Business Problem :**

Strategic Clustering for Establishing shopping mall in Mumbai, India

- **Problem Background:**

For many shoppers, visiting shopping malls is a great way to relax and enjoy themselves during weekends and holidays. They can do grocery shopping, dine at restaurants, shop at the various fashion outlets, watch movies and perform many more activities. Shopping malls are like a one-stop destination for all types of shoppers. For retailers, the central location and the large crowd at the shopping malls provides a great distribution channel to market their products and services. Property developers are also taking advantage of this trend to build more shopping malls to cater to the demand. As a result, there are many shopping malls in the city of Mumbai and many more are being built. Opening shopping malls allows property developers to earn consistent rental income. Of course, as with any business decision, opening a new shopping mall requires serious consideration and is a lot more complicated than it seems. Particularly, the location of the shopping mall is one of the most important decisions that will determine whether the mall will be a success or a failure.

- **Problem Description:**

The objective of this capstone project is to analyze and select the best locations in the city of Mumbai , India to open a new shopping mall. Using data science methodology and machine learning techniques like clustering, this project aims to provide solutions to answer the business question: In the city of Mumbai, India, if a property developer is looking to open a new shopping mall, where would you recommend that they open it?

- **Target Audience:**

This project is particularly useful to property developers and investors looking to open or invest in new shopping malls in the Mumbai city, India . Retail in India is one of the pillars of its economy and accounts for about 10 percent of its GDP. This project is timely as the city is currently suffering from oversupply of shopping malls. The Indian retail sector has metamorphosed significantly over the last few decades. Rapid urbanization and digitization, rising disposable incomes and lifestyle changes of particularly the middle-class has led to a major revolution in the retail sector, projected to grow from US\$ 672 billion in 2017 to US\$ 1.2 trillion in 2021. Evolving rapidly from usual 'kirana shops' to large multi-format stores offering global experience to the e-commerce model that is highly technology-driven, the Indian retail sector has evolved

- **Success Criteria:**

The success criteria for this project is a good recommendation of location in Mumbai to build a new shopping mall.

- **Data:**

To solve the problem, we will need the following data:

1. List of neighbourhoods in Mumbai.
2. Latitude and longitude coordinates of those neighbourhoods. This is required in order to plot the map and also to get the venue data.
3. Venue data, particularly data related to shopping malls. We will use this data to perform clustering on the neighbourhoods.

- **Resources of data & methods to extract them :**

- List of neighbourhoods in Mumbai - This Wikipedia page https://commons.wikimedia.org/wiki/Category:Suburbs_of_Mumbai) contains a list of neighbourhoods in Mumbai, with a total of 31 neighbourhoods. I will use web scraping techniques to extract the data from the Wikipedia page, with the help of Python requests and beautiful-soup packages. Then we will get the geographical coordinates of the neighbourhoods using Python Geocoder package which will give us the latitude and longitude coordinates of the neighbourhoods.
- After that, we will use Foursquare API to get the venue data for those neighbourhoods. Foursquare has one of the largest database of 105+ million places and is used by over 125,000 developers.
- Foursquare API will provide many categories of the venue data, we are particularly interested in the Shopping Mall category in order to help us to solve the business problem put forward. This is a project that will make use of many data science skills, from web scraping (Wikipedia), working with API (Foursquare), data cleaning, data wrangling, to machine learning (K-means clustering) and map visualization (Folium). In the next section, we will present the Methodology section where we will discuss the steps taken in this project, the data analysis that we did and the machine learning technique that was used.