

Opening a New Shopping mall in Toronto

By

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Business Problem

- 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

Objective:

To analyse and select the best locations in the city of Toronto to open a new shopping mall

- This project is timely as the city is currently suffering from oversupply of shopping malls
- Business question

In the city of Toronto, if a property developer is looking to open a new shopping mall, where would you recommend that they open it?

Data

- **List of neighbourhoods in Kuala Lumpur**
- **Latitude and longitude coordinates of the neighbourhoods**
- **Venue data, particularly data related to shopping malls**

Sources of data

- **Wikipedia page**
- **Geo coder package for latitude and longitude coordinates**
- **Foursquare API for venue data**

Methodology

- Web scraping Wikipedia page for neighbourhoods list
- Get latitude and longitude coordinates using Geocoder
- Use Foursquare API to get venue data
- Group data by neighbourhood and taking the mean of the frequency of occurrence of each venue category
- Filter venue category by Shopping Mall
- Perform clustering on the data by using k-means clustering
- Visualize the clusters in a map using Folium

Results

Categorized the neighbourhoods into 3 clusters :

Cluster 0: Neighbourhoods with moderate number of shopping malls

Cluster 1: Neighbourhoods with low number to no existence of shopping malls

Cluster 2: Neighbourhoods with high concentration of shopping malls

Discussion

- Most of the shopping malls are concentrated in the central area of the city
- Highest number in cluster 2 and moderate number in cluster 0
- Cluster 1 has very low number to no shopping mall in the neighbourhoods
- Oversupply of shopping malls mostly happened in the central area of the city, with the suburb area still have very few shopping malls

Recommendations

- Open new shopping malls in neighbourhoods in cluster 1 with little to no competition
- Can also open in neighbourhoods in cluster 0 with moderate competition if have unique selling propositions to stand out from the competition
- Avoid neighbourhoods in cluster 2, already high concentration of shopping malls and intense competition

Conclusion

- **Answer to business question: The neighbourhoods in cluster 1 are the most preferred locations to open a new shopping mall**
- **Findings of this project will help the relevant stakeholders to capitalize on the opportunities on high potential locations while avoiding overcrowded areas in their decisions to open a new shopping mall**