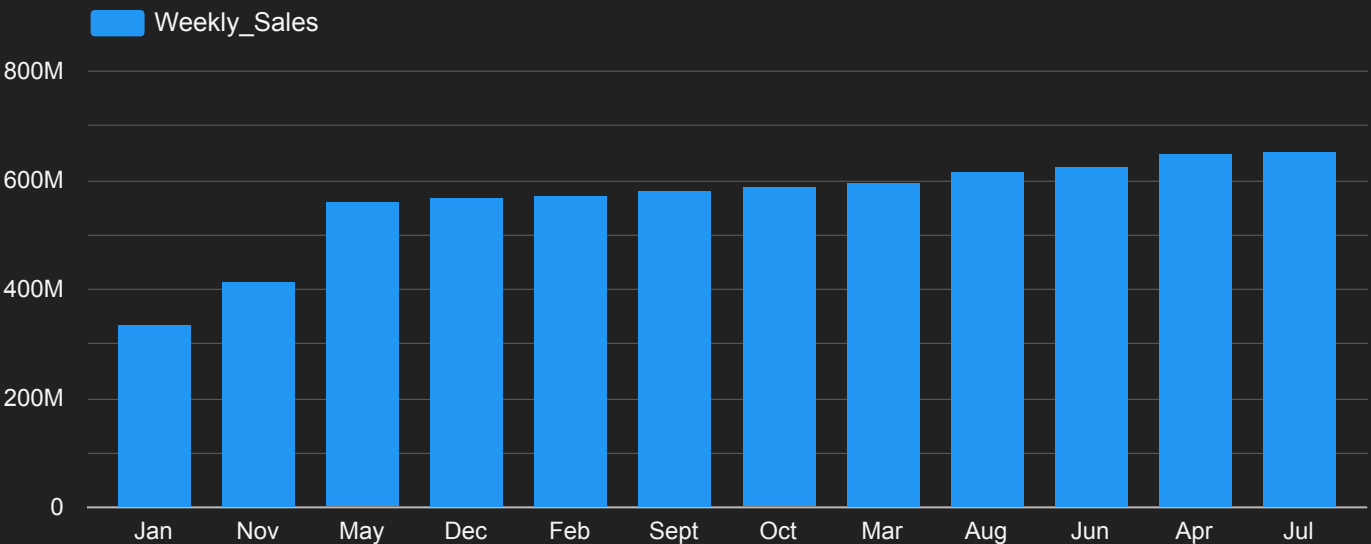


General Overview

Sales Distribution by Month



Total Sales

6,724,763,023.73

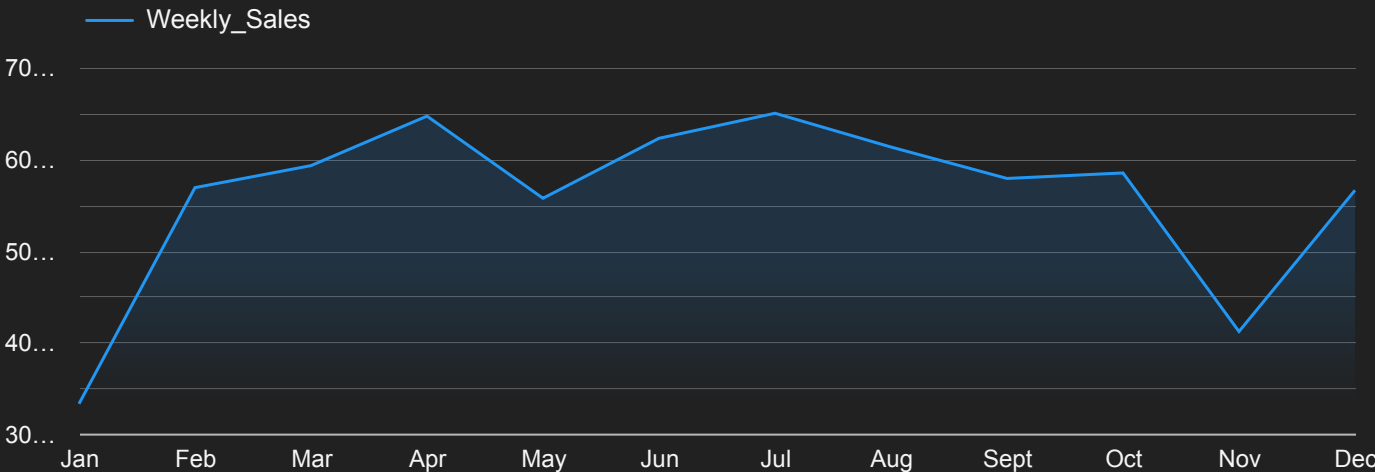
Avg Sales per Store

149,439,178.31

Sales Variability (%)

53.32%

Sales Trends Over Time



<input checked="" type="checkbox"/> Year	Sales_V...
<input checked="" type="checkbox"/> 2010	1.2K
<input checked="" type="checkbox"/> 2011	2.4K
<input checked="" type="checkbox"/> 2012	611.7

Store

💡 How to interpret this dashboard?

Sales Performance by Store

Store Sales %

100%

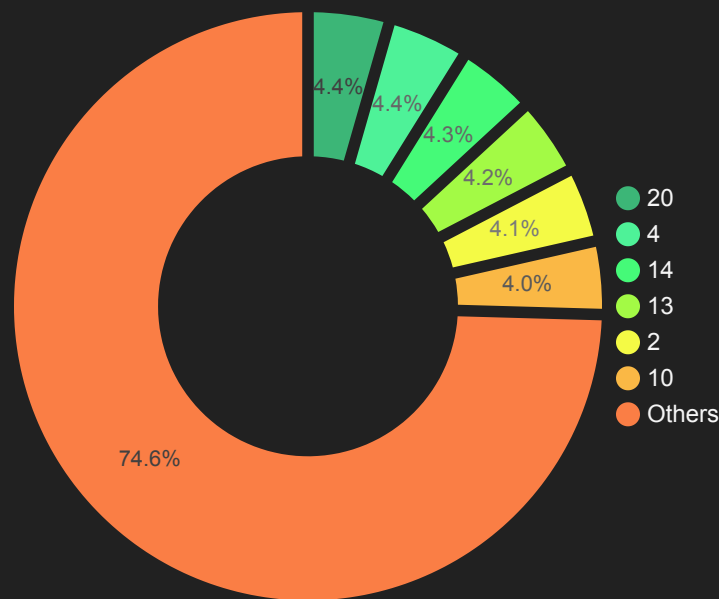
Year



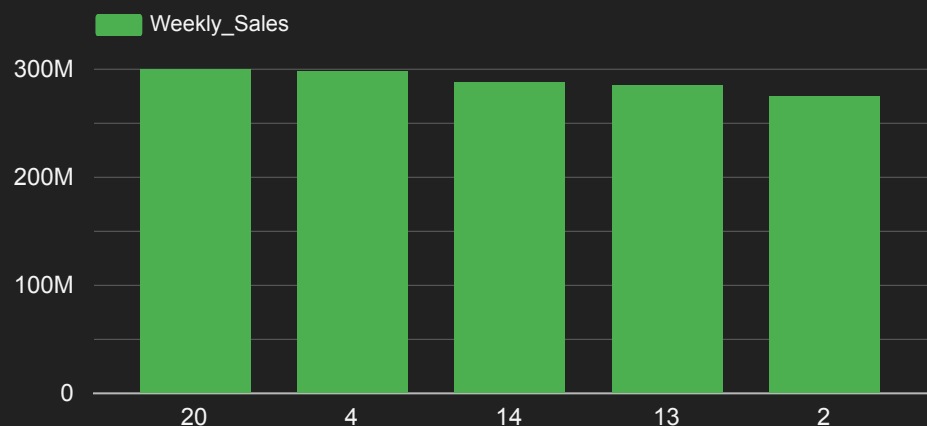
Store



Sales Contribution by Store (%)



Top 5 Stores by Sales

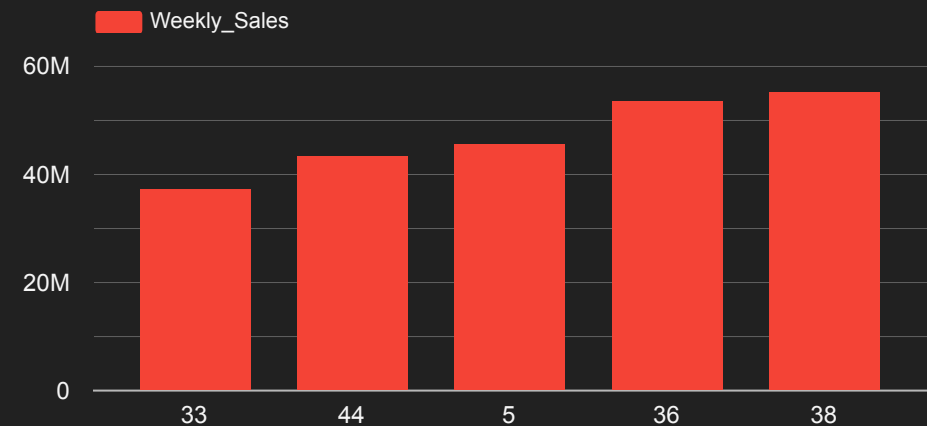


Store Sales Growth (%)

	Store	Sales_Variation	Weekly_Sales ▾
1.	20	2.4370681259895166	2,720,371.49
2.	14	6.242682086499918	2,720,371.49
3.	14	38.21491140230591	2,720,371.49
4.	10	50.83012901962378	2,720,371.49
5.	10	36.51445498211101	2,720,371.49
6.	14	48.42597160267075	2,720,371.49
7.	13	28.85214806047203	2,720,371.49

1 - 100 / 6435 < >

Bottom 5 Stores by Sales



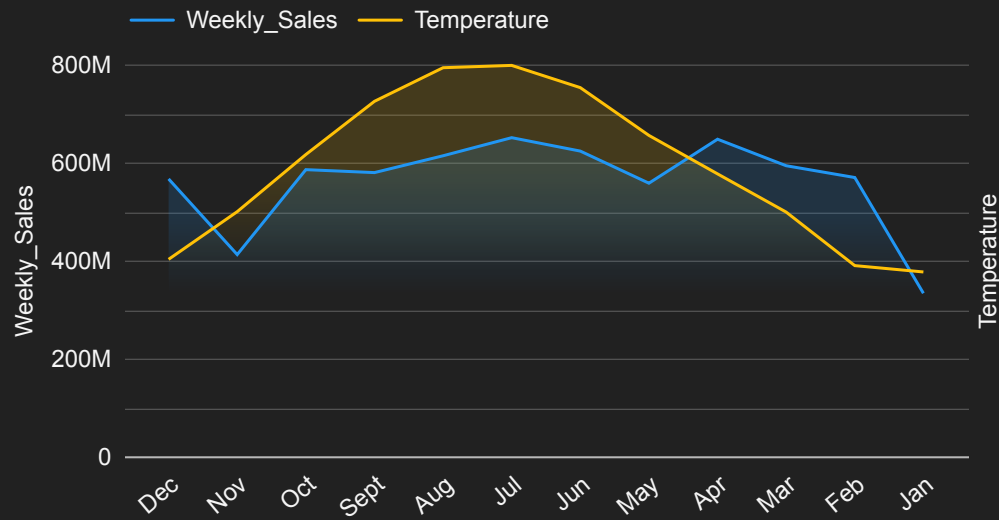
💡 How to interpret this dashboard?

Sales & External Factors

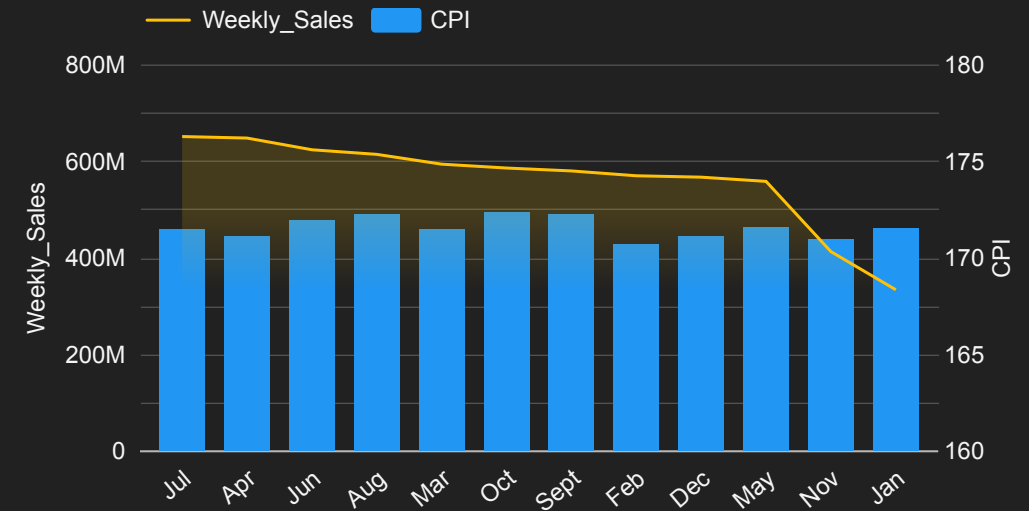
Store

Year

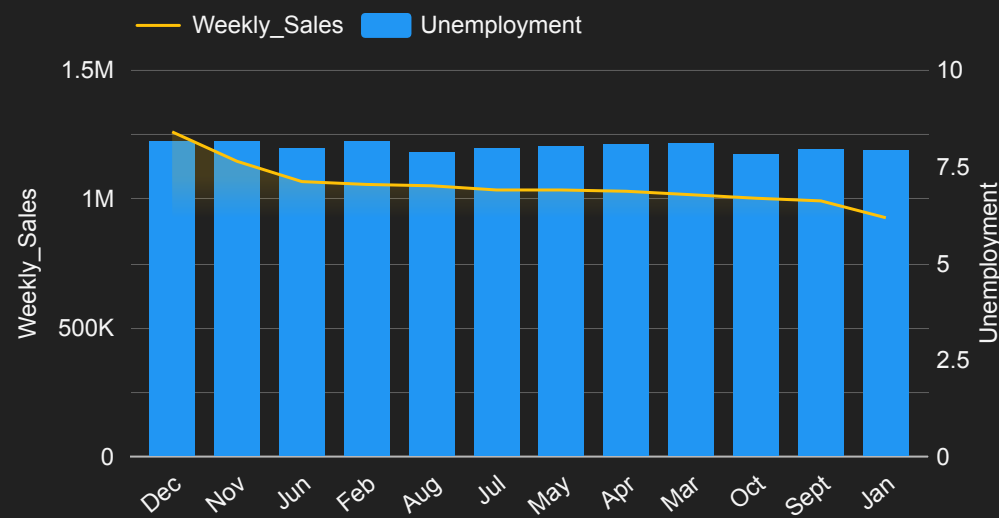
Seasonal Sales Trends: Impact of Temperature



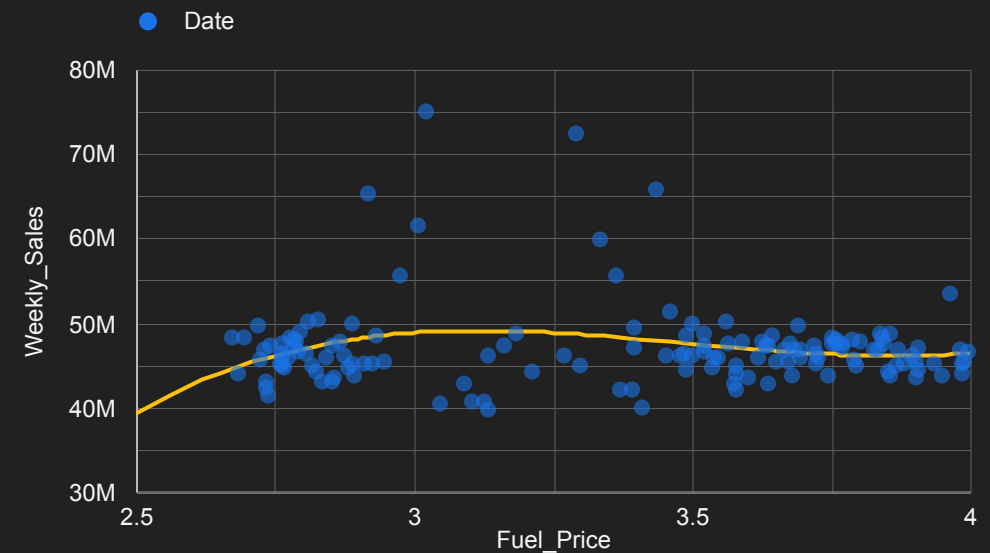
Inflation (CPI) Impact on Sales Trends



Unemployment and Sales Impact



Impact of Fuel Price on Weekly Sales



💡 How to interpret this dashboard?

Conclusions & Key Insights

Data Limitations

The dataset is incomplete for 2010 and 2012 (Feb-Dec 2010, Jan-Oct 2012). Analyses must account for missing months.

1. Sales Performance

Total sales: \$6.72B | Avg. weekly sales per store: \$149.4K.

High sales variability (53.32%) suggests influence from external factors.

2. Seasonality Trends

Sales peak in Nov-Dec (holiday season) and increase in May-July (promotions, back-to-school).

2011 is the only complete year in the dataset.

3. Store Performance

Wide performance gaps; top 5 stores drive a significant share of sales.

Location, demographics, and local economy impact store variability.

4. External Factors

Fuel Prices: No strong correlation with sales.

Inflation (CPI): Minimal impact, likely absorbed by Walmart's pricing strategy.

Unemployment: No clear trend, but Walmart benefits from price-sensitive consumers in downturns.

5. Strategic Recommendations

Product Insights: Analyze category-specific sales (e.g., groceries vs. electronics).

Promo Optimization: Target promotions in high-unemployment periods.

Regional Strategy: Optimize inventory and store layouts based on performance.

Competitive Analysis: Compare trends with competitors to assess industry-wide patterns.