

Predictive Performance Report

Module: Sales — Deal Close Probability

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Key Metrics

Metric	Value
Samples	400
AUC	0.60495
PR-AUC	0.62221
Brier Score	0.24436
Log Loss	0.68178
Calibration Error	0.0625
Accuracy	0.5775
Precision	0.6374
Recall	0.5046
Lift @ Top 10%	1.16x

Lift by Decile

Decile	N	Avg Prob	Actual Rate	Lift	Cum. Capture
1	40	0.580	0.625	1.16x	11.6%
2	40	0.543	0.675	1.25x	24.1%
3	40	0.530	0.500	0.93x	33.3%
4	40	0.513	0.750	1.39x	47.2%
5	40	0.496	0.575	1.06x	57.9%
6	40	0.482	0.550	1.02x	68.1%
7	40	0.468	0.425	0.79x	75.9%
8	40	0.450	0.550	1.02x	86.1%
9	40	0.432	0.325	0.60x	92.1%
10	40	0.379	0.425	0.79x	100.0%

Tier Breakdown

Tier	Count	Actual Rate	Avg Probability
Moderate	371	55.3%	0.497
Watchlist	29	37.9%	0.367

Generated by Predictive Engine OS