In [4]:

df.info()

```
In [1]:
          import pandas as pd
          import numpy as np
          import matplotlib.pyplot as plt
          import seaborn as sns
          import warnings
          import plotly.express as px
In [2]:
          df = pd.read csv(r'C:\Users\Samdure\Downloads\retail price.csv')
In [3]:
          df
               product_id
                          product_category_name
                                                  month_year qty total_price freight_price
                                                                                              unit_price proc
Out[3]:
            0
                    bed1
                                                   01-05-2017
                                                                         45.95
                                                                                              45.950000
                                   bed_bath_table
                                                                 1
                                                                                  15.100000
            1
                    bed1
                                   bed_bath_table
                                                   01-06-2017
                                                                 3
                                                                                              45.950000
                                                                        137.85
                                                                                  12.933333
            2
                    bed1
                                   bed_bath_table
                                                   01-07-2017
                                                                 6
                                                                        275.70
                                                                                  14.840000
                                                                                              45.950000
            3
                    bed1
                                   bed_bath_table
                                                   01-08-2017
                                                                 4
                                                                        183.80
                                                                                  14.287500
                                                                                              45.950000
            4
                    bed1
                                   bed_bath_table
                                                   01-09-2017
                                                                 2
                                                                         91.90
                                                                                  15.100000
                                                                                              45.950000
           •••
          671
                    bed5
                                   bed_bath_table
                                                   01-05-2017
                                                                        215.00
                                                                                   8.760000
                                                                                             215.000000
                                                                 1
          672
                    bed5
                                   bed_bath_table
                                                                10
                                                                       2090.00
                                                                                  21.322000
                                                                                             209.000000
                                                   01-06-2017
          673
                    bed5
                                   bed_bath_table
                                                   01-07-2017
                                                                59
                                                                      12095.00
                                                                                  22.195932 205.000000
          674
                    bed5
                                   bed_bath_table
                                                   01-08-2017
                                                                52
                                                                      10375.00
                                                                                  19.412885 199.509804
                                   bed_bath_table
          675
                    bed5
                                                   01-09-2017
                                                                32
                                                                       5222.36
                                                                                  24.324687 163.398710
         676 rows × 30 columns
```

localhost:8888/nbconvert/html/Machine Learning/Retail Price Optimization.ipynb?download=false

<class 'pandas.core.frame.DataFrame'> RangeIndex: 676 entries, 0 to 675 Data columns (total 30 columns):

#	Column	Non-Null Count	Dtype
0	product_id	676 non-null	object
1	product_category_name	676 non-null	object
2	month year	676 non-null	object
3	qty	676 non-null	int64
4	total_price	676 non-null	float64
5	freight_price	676 non-null	float64
6	unit_price	676 non-null	float64
7	product_name_lenght	676 non-null	int64
8	<pre>product_description_lenght</pre>	676 non-null	int64
9	product_photos_qty	676 non-null	int64
10	product_weight_g	676 non-null	int64
11	product_score	676 non-null	float64
12	customers	676 non-null	int64
13	weekday	676 non-null	int64
14	weekend	676 non-null	int64
15	holiday	676 non-null	int64
16	month	676 non-null	int64
17	year	676 non-null	int64
18	S	676 non-null	float64
19	volume	676 non-null	int64
20	comp_1	676 non-null	float64
21	ps1	676 non-null	float64
22	fp1	676 non-null	float64
23	comp_2	676 non-null	float64
24	ps2	676 non-null	float64
25	fp2	676 non-null	float64
26	comp_3	676 non-null	float64
27	ps3	676 non-null	float64
28	fp3	676 non-null	float64
29	lag_price	676 non-null	float64
dtyp	es: float64(15), int64(12),	object(3)	

memory usage: 158.6+ KB

```
In [5]: df.isnull()
```

Out[5]:

	product_id	product_category_name	month_year	qty	total_price	freight_price	unit_price	pro
0	False	False	False	False	False	False	False	
1	False	False	False	False	False	False	False	
2	False	False	False	False	False	False	False	
3	False	False	False	False	False	False	False	
4	False	False	False	False	False	False	False	
•••								
671	False	False	False	False	False	False	False	
672	False	False	False	False	False	False	False	
673	False	False	False	False	False	False	False	
674	False	False	False	False	False	False	False	
675	False	False	False	False	False	False	False	

676 rows × 30 columns

```
In [6]: df.isnull().sum()
        product_id
                                        0
Out[6]:
         product_category_name
                                         0
        month_year
                                         0
                                         0
         qty
         total_price
                                         0
         freight_price
                                         0
         unit_price
                                        0
         product_name_lenght
                                        0
         product_description_lenght
                                         0
         product_photos_qty
                                         0
         product_weight_g
                                         0
         product score
                                         0
                                         0
         customers
                                         0
         weekday
                                         0
         weekend
         holiday
                                         0
         month
                                         0
         year
                                         0
         S
                                         0
         volume
                                         0
         comp_1
                                         0
                                         0
         ps1
         fp1
                                         0
         comp_2
                                         0
                                         0
         ps2
         fp2
                                         0
         comp_3
                                        0
         ps3
                                         0
         fp3
                                        0
         lag_price
                                        0
         dtype: int64
```

In [9]: df.isna

In [7]:	df.des	scribe()					
Out[7]:		qty	total_price	freight_price	unit_price	product_name_lenght	product_description_
	count	676.000000	676.000000	676.000000	676.000000	676.000000	676.0
	mean	14.495562	1422.708728	20.682270	106.496800	48.720414	767.3
	std	15.443421	1700.123100	10.081817	76.182972	9.420715	655.2
	min	1.000000	19.900000	0.000000	19.900000	29.000000	100.0
	25%	4.000000	333.700000	14.761912	53.900000	40.000000	339.0
	50%	10.000000	807.890000	17.518472	89.900000	51.000000	501.0
	75%	18.000000	1887.322500	22.713558	129.990000	57.000000	903.0
	max	122.000000	12095.000000	79.760000	364.000000	60.000000	3006.0
	8 rows	× 27 columı	าร				
							>
In [8]:	print	(f"Columns:	<pre>{df.shape[3</pre>	l]}\nSamples	: {df.shap	e[0] } ")	
	Columr Sample	ns: 30 es: 676					

```
product id product category name
          <bound method DataFrame.isna of</pre>
                                                                                         month year
                                                                                                       qty
 Out[9]:
          total price \
          0
                      bed1
                                   bed bath table
                                                     01-05-2017
                                                                     1
                                                                               45.95
          1
                      bed1
                                   bed bath table
                                                     01-06-2017
                                                                     3
                                                                              137.85
          2
                      bed1
                                   bed bath table
                                                     01-07-2017
                                                                              275.70
                                                                     6
          3
                      bed1
                                   bed bath table
                                                     01-08-2017
                                                                     4
                                                                              183.80
          4
                                                                     2
                      bed1
                                   bed bath table
                                                     01-09-2017
                                                                               91.90
                       . . .
                                   bed bath table
                                                                              215.00
          671
                      bed5
                                                     01-05-2017
                                                                     1
                      bed5
                                                     01-06-2017
                                                                             2090.00
          672
                                   bed_bath_table
                                                                    10
          673
                      bed5
                                   bed bath table
                                                     01-07-2017
                                                                    59
                                                                            12095.00
                                   bed bath table
          674
                      bed5
                                                     01-08-2017
                                                                    52
                                                                            10375.00
          675
                      bed5
                                   bed_bath_table
                                                     01-09-2017
                                                                    32
                                                                             5222.36
                freight price
                                 unit price
                                              product name lenght
          0
                     15.100000
                                  45.950000
                                                                  39
          1
                     12.933333
                                  45.950000
                                                                  39
          2
                                                                  39
                     14.840000
                                  45.950000
          3
                                                                  39
                     14.287500
                                  45.950000
          4
                                  45.950000
                                                                  39
                     15.100000
          671
                     8.760000
                                 215.000000
                                                                  56
          672
                     21.322000
                                 209.000000
                                                                  56
          673
                     22.195932
                                 205.000000
                                                                  56
                                                                  56
          674
                     19.412885
                                 199.509804
          675
                     24.324687
                                 163.398710
                                                                  56
                product_description_lenght
                                                product_photos_qty
                                                                            comp_1
                                                                                     ps1
          0
                                          161
                                                                   2
                                                                              89.9
                                                                                     3.9
                                                                       . . .
          1
                                          161
                                                                   2
                                                                              89.9
                                                                                     3.9
                                                                      . . .
          2
                                          161
                                                                   2
                                                                              89.9
                                                                                     3.9
          3
                                          161
                                                                   2
                                                                              89.9
                                                                                     3.9
                                                                       . . .
          4
                                                                   2
                                                                                     3.9
                                          161
                                                                              89.9
                                                                       . . .
          . .
                                          . . .
                                                                                     . . .
          671
                                          162
                                                                   5
                                                                              89.9
                                                                                     3.9
                                                                       . . .
                                                                   5
                                                                                     3.9
          672
                                          162
                                                                              89.9
                                                                      . . .
                                                                   5
          673
                                          162
                                                                              89.9
                                                                                     3.9
                                                                   5
          674
                                          162
                                                                              89.9
                                                                                     3.9
                                                                   5
                                                                                     3.9
          675
                                          162
                                                                              89.9
                       fp1
                                 comp_2
                                          ps2
                                                      fp2
                                                            comp_3
                                                                     ps3
                                                                                  fp3
                                                                                        lag_price
          0
                15.011897
                            215.000000
                                          4.4
                                                 8.760000
                                                             45.95
                                                                     4.0
                                                                           15.100000
                                                                                        45.900000
          1
                14.769216
                            209.000000
                                          4.4
                                                21,322000
                                                             45.95
                                                                     4.0
                                                                           12.933333
                                                                                        45.950000
          2
                13.993833
                            205.000000
                                          4.4
                                                22.195932
                                                             45.95
                                                                     4.0
                                                                           14.840000
                                                                                        45.950000
          3
                14.656757
                            199.509804
                                          4.4
                                                19.412885
                                                             45.95
                                                                     4.0
                                                                           14.287500
                                                                                        45.950000
          4
                                                             45.95
                                                                                        45.950000
                18.776522
                            163.398710
                                          4.4
                                                24.324687
                                                                     4.0
                                                                           15.100000
                       . . .
                                     . . .
                                          . . .
                                                       . . .
                                                                . . .
                                                                     . . .
                                                                                  . . .
          . .
                15.011897
                                                             45.95
                                                                     4.0
                                                                                       214.950000
          671
                            215.000000
                                          4.4
                                                 8.760000
                                                                           15.100000
          672
                14.769216
                            209.000000
                                          4.4
                                               21.322000
                                                             45.95
                                                                     4.0
                                                                           12.933333
                                                                                       215.000000
          673
                13.993833
                            205.000000
                                          4.4
                                                22.195932
                                                             45.95
                                                                     4.0
                                                                           14.840000
                                                                                       209.000000
          674
                14.656757
                            199.509804
                                          4.4
                                                19.412885
                                                             45.95
                                                                     4.0
                                                                           14.287500
                                                                                       205.000000
                                                             45.95
          675
                18.776522
                            163.398710
                                          4.4
                                                24.324687
                                                                     4.0
                                                                           15.100000
                                                                                       199.509804
          [676 \text{ rows x } 30 \text{ columns}] >
          any(df.isna().sum() > 0)
In [10]:
          False
Out[10]:
```

Distribution of Total Price



Distribution of Unit Price

```
350
300
250
```

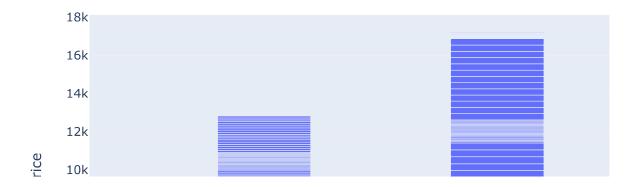
Quantity vs Total Price



Total Price by Product Category



Unit Price by Product Category



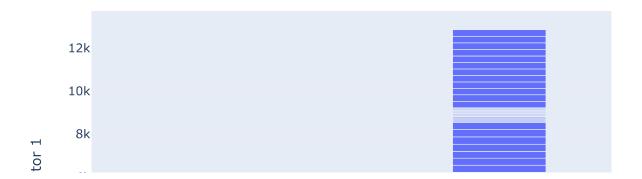
Box Plot of Total Price by number of Weekdays in a Month



Box Plot of Total Price by number of Weekend days in a Month



Competitor 1 Price Difference per Unit



Competitor 2 Price Difference per Unit



Competitor 3 Price Difference per Unit



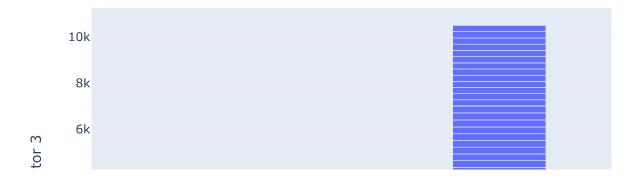
Competitor 1 Shipping Price Difference



Competitor 2 Shipping Price Difference



Competitor 3 Shipping Price Difference



Correlation of Features with Unit Price

