**Capstone Project 2: Retail Sales Prediction**

**Contributor Role:**

* **Shubham Sawant**

**(**[**shubhamsawant248@gmail.com**](mailto:shubhamsawant248@gmail.com)**)**

* **Import Packages**
* **Data Preparation**
* **Load Dataset**
* **Dealing With Missing Values**
  1. **Count missing values in each dataset**
  2. **Remove features with high percentages of missing values**
  3. **Replace missing values in features with low percentages of missing values**
* **Date Extraction**
* **Joining Tables**
* **Drop Subsets Of Data Where Might Cause Bias**
* **Feature Engineering**
* **Create new variable "AvgSales"**
* **Create new variable "AvgCustomer"**
* **Transform Variable "StateHoliday"**
* **Exploratory Data Analysis**
* **Correlation Heatmap**
* **Sales Distribution**
* **Customer Distribution**
* **Sales Over Days Of A Month**
* **Sales Over Weeks**
* **Sales By Store Type**
* **Sales By Assortment**
* **Sales vs. Number Of Customers**
* **Sales vs. Competition Distance**
* **Sales By Promotion**
* **Pair Plot**
* **Store Sales Prediction (Regression Models)**
* **Linear Regression (OLS)**
* **LARS Lasso Regression**
* **Decision Tree Regression**
* **Random Forest Regression**
* **Model Selection**

**GitHub Link:**

**https://github.com/Shubham248Sawant/Retail\_Sales\_Prediction**

**Drive : https://drive.google.com/drive/folders/13Qz6c3KzgNuy2Qa7I1JDdlUsFH5vf3tF?usp=sharing**