

Problem Statement:

A real estate agent want to help to predict the house price for regions in USA.He gave us the dataset to work on to use Linear Regression modelCreate a Model that helps him to estimate of what the house would sell for

```
In [25]: import numpy as np
import pandas as pd
import matplotlib.pyplot as plt
import seaborn as sns
```

```
In [27]: df = pd.read_csv("Salesworkload.csv")
df = df[['MonthYear', 'Time index', 'Country', 'StoreID', 'City', 'Dept_ID',
        'Dept. Name', 'HoursOwn', 'HoursLease', 'Sales units', 'Turnover', 'Area (m2)',
df
```

```
Out[27]:
```

	MonthYear	Time index	Country	StoreID	City	Dept_ID	Dept. Name	HoursOwn	HoursLease
0	10.2016	1.0	United Kingdom	88253.0	London (I)	1.0	Dry	3184.764	0.0
1	10.2016	1.0	United Kingdom	88253.0	London (I)	2.0	Frozen	1582.941	0.0
2	10.2016	1.0	United Kingdom	88253.0	London (I)	3.0	other	47.205	0.0
3	10.2016	1.0	United Kingdom	88253.0	London (I)	4.0	Fish	1623.852	0.0
4	10.2016	1.0	United Kingdom	88253.0	London (I)	5.0	Fruits & Vegetables	1759.173	0.0
...
7653	06.2017	9.0	Sweden	29650.0	Gothenburg	12.0	Checkout	6322.323	0.0
7654	06.2017	9.0	Sweden	29650.0	Gothenburg	16.0	Customer Services	4270.479	0.0
7655	06.2017	9.0	Sweden	29650.0	Gothenburg	11.0	Delivery	0	0.0
7656	06.2017	9.0	Sweden	29650.0	Gothenburg	17.0	others	2224.929	0.0
7657	06.2017	9.0	Sweden	29650.0	Gothenburg	18.0	all	39652.2	0.0

7650 rows × 13 columns



```
In [28]: df.info()

<class 'pandas.core.frame.DataFrame'>
Int64Index: 7650 entries, 0 to 7657
Data columns (total 13 columns):
```

#	Column	Non-Null Count	Dtype
0	MonthYear	7650 non-null	object
1	Time index	7650 non-null	float64
2	Country	7650 non-null	object
3	StoreID	7650 non-null	float64
4	City	7650 non-null	object
5	Dept_ID	7650 non-null	float64
6	Dept. Name	7650 non-null	object
7	HoursOwn	7650 non-null	object
8	HoursLease	7650 non-null	float64
9	Sales units	7650 non-null	float64
10	Turnover	7650 non-null	float64
11	Area (m2)	7650 non-null	object
12	Opening hours	7650 non-null	object

dtypes: float64(6), object(7)
memory usage: 836.7+ KB

In [29]:

```
df.head()
```

Out[29]:

	MonthYear	Time index	Country	StoreID	City	Dept_ID	Dept. Name	HoursOwn	HoursLease	Sales units
0	10.2016	1.0	United Kingdom	88253.0	London (I)	1.0	Dry	3184.764	0.0	398560.0
1	10.2016	1.0	United Kingdom	88253.0	London (I)	2.0	Frozen	1582.941	0.0	82725.0
2	10.2016	1.0	United Kingdom	88253.0	London (I)	3.0	other	47.205	0.0	438400.0
3	10.2016	1.0	United Kingdom	88253.0	London (I)	4.0	Fish	1623.852	0.0	309425.0
4	10.2016	1.0	United Kingdom	88253.0	London (I)	5.0	Fruits & Vegetables	1759.173	0.0	165515.0

Data cleaning and Pre-Processing

In [30]:

```
df.info()
```

```
<class 'pandas.core.frame.DataFrame'>
Int64Index: 7650 entries, 0 to 7657
Data columns (total 13 columns):
#   Column      Non-Null Count  Dtype
---  -
0   MonthYear   7650 non-null   object
1   Time index  7650 non-null   float64
2   Country     7650 non-null   object
3   StoreID     7650 non-null   float64
4   City        7650 non-null   object
5   Dept_ID     7650 non-null   float64
6   Dept. Name  7650 non-null   object
7   HoursOwn    7650 non-null   object
8   HoursLease  7650 non-null   float64
9   Sales units 7650 non-null   float64
10  Turnover    7650 non-null   float64
11  Area (m2)   7650 non-null   object
```

12 Opening hours 7650 non-null object
dtypes: float64(6), object(7)
memory usage: 836.7+ KB

In [31]:

df.describe()

Out[31]:

	Time index	StoreID	Dept_ID	HoursLease	Sales units	Turnover
count	7650.000000	7650.000000	7650.000000	7650.000000	7.650000e+03	7.650000e+03
mean	5.000000	61995.220000	9.470588	22.036078	1.076471e+06	3.721393e+06
std	2.582158	29924.581631	5.337429	133.299513	1.728113e+06	6.003380e+06
min	1.000000	12227.000000	1.000000	0.000000	0.000000e+00	0.000000e+00
25%	3.000000	29650.000000	5.000000	0.000000	5.457125e+04	2.726798e+05
50%	5.000000	75400.500000	9.000000	0.000000	2.932300e+05	9.319575e+05
75%	7.000000	87703.000000	14.000000	0.000000	9.175075e+05	3.264432e+06
max	9.000000	98422.000000	18.000000	3984.000000	1.124296e+07	4.271739e+07

In [32]:

df.dropna(axis='columns')

Out[32]:

	MonthYear	Time index	Country	StoreID	City	Dept_ID	Dept. Name	HoursOwn	HoursLease
0	10.2016	1.0	United Kingdom	88253.0	London (I)	1.0	Dry	3184.764	0.0
1	10.2016	1.0	United Kingdom	88253.0	London (I)	2.0	Frozen	1582.941	0.0
2	10.2016	1.0	United Kingdom	88253.0	London (I)	3.0	other	47.205	0.0
3	10.2016	1.0	United Kingdom	88253.0	London (I)	4.0	Fish	1623.852	0.0
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...
7653	06.2017	9.0	Sweden	29650.0	Gothenburg	12.0	Checkout	6322.323	0.0
7654	06.2017	9.0	Sweden	29650.0	Gothenburg	16.0	Customer Services	4270.479	0.0
7655	06.2017	9.0	Sweden	29650.0	Gothenburg	11.0	Delivery	0	0.0
7656	06.2017	9.0	Sweden	29650.0	Gothenburg	17.0	others	2224.929	0.0
7657	06.2017	9.0	Sweden	29650.0	Gothenburg	18.0	all	39652.2	0.0

7650 rows × 13 columns



```
In [33]: a = df.dropna(axis='columns')

a.columns
```

```
Out[33]: Index(['MonthYear', 'Time index', 'Country', 'StoreID', 'City', 'Dept_ID',
               'Dept. Name', 'HoursOwn', 'HoursLease', 'Sales units', 'Turnover',
               'Area (m2)', 'Opening hours'],
              dtype='object')
```

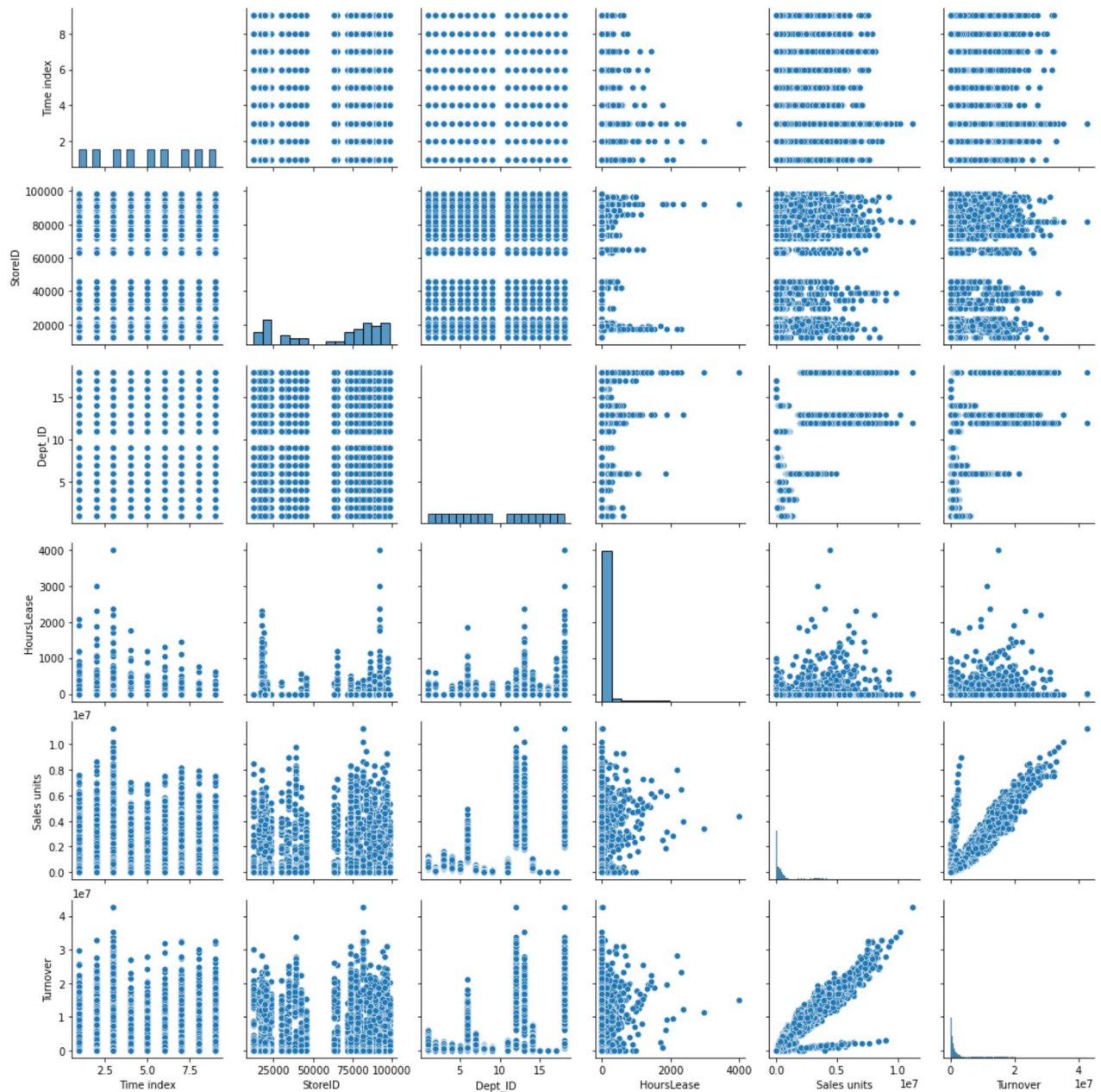
```
In [34]: df.columns
```

```
Out[34]: Index(['MonthYear', 'Time index', 'Country', 'StoreID', 'City', 'Dept_ID',
               'Dept. Name', 'HoursOwn', 'HoursLease', 'Sales units', 'Turnover',
               'Area (m2)', 'Opening hours'],
              dtype='object')
```

EDA and VISUALIZATION

```
In [35]: sns.pairplot(df)
```

```
Out[35]: <seaborn.axisgrid.PairGrid at 0x23c029e4760>
```

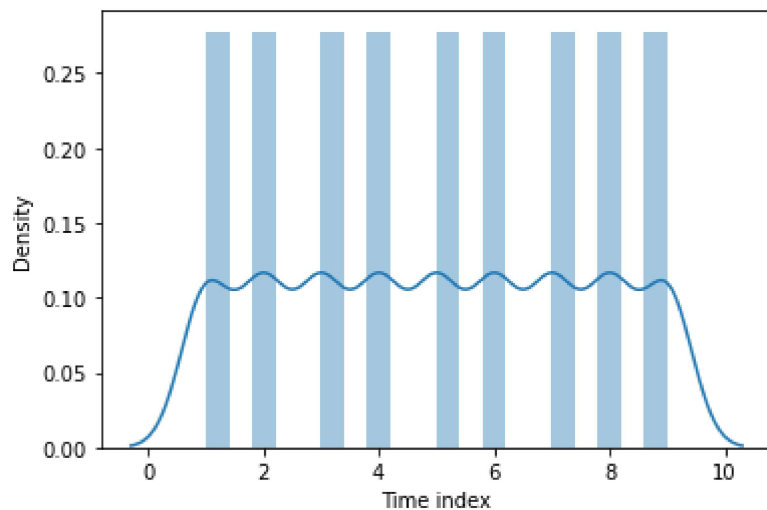


```
In [36]: sns.distplot(df['Time index'])
```

C:\ProgramData\Anaconda3\lib\site-packages\seaborn\distributions.py:2557: FutureWarning: `distplot` is a deprecated function and will be removed in a future version. Please adapt your code to use either `displot` (a figure-level function with similar flexibility) or `histplot` (an axes-level function for histograms).

warnings.warn(msg, FutureWarning)

```
Out[36]: <AxesSubplot:xlabel='Time index', ylabel='Density'>
```

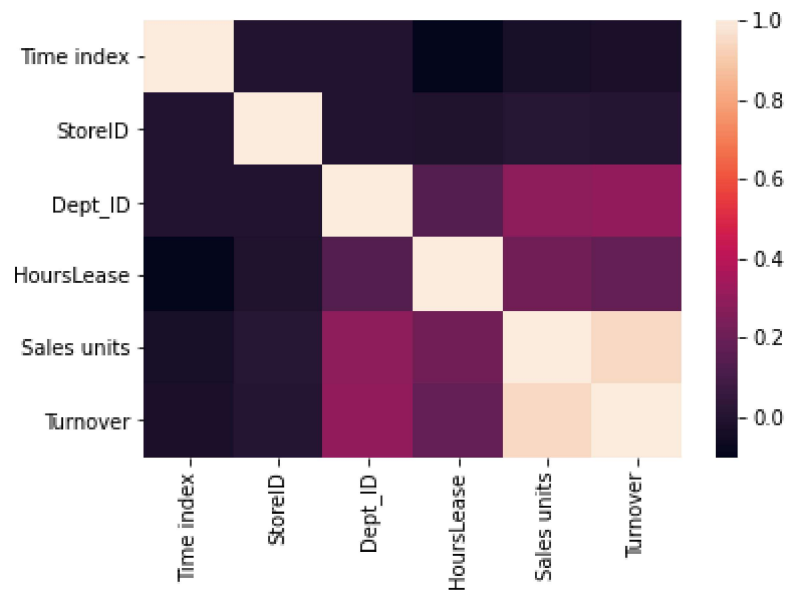


```
In [38]: df1=df[['MonthYear', 'Time index', 'Country', 'StoreID', 'City', 'Dept_ID',
               'Dept. Name', 'HoursOwn', 'HoursLease', 'Sales units', 'Turnover',
               'Area (m2)', 'Opening hours']]
```

Plot Using Heat Map

```
In [39]: sns.heatmap(df1.corr())
```

Out[39]: <AxesSubplot:>



```
In [40]: df1.fillna(1)
```

```
Out[40]:
```

	MonthYear	Time index	Country	StoreID	City	Dept_ID	Dept. Name	HoursOwn	HoursLease
0	10.2016	1.0	United Kingdom	88253.0	London (I)	1.0	Dry	3184.764	0.0

	MonthYear	Time index	Country	StoreID	City	Dept_ID	Dept. Name	HoursOwn	HoursLease	
1	10.2016	1.0	United Kingdom	88253.0	London (I)	2.0	Frozen	1582.941	0.0	
2	10.2016	1.0	United Kingdom	88253.0	London (I)	3.0	other	47.205	0.0	
3	10.2016	1.0	United Kingdom	88253.0	London (I)	4.0	Fish	1623.852	0.0	
4	10.2016	1.0	United Kingdom	88253.0	London (I)	5.0	Fruits & Vegetables	1759.173	0.0	
...	
7653	06.2017	9.0	Sweden	29650.0	Gothenburg	12.0	Checkout	6322.323	0.0	3
7654	06.2017	9.0	Sweden	29650.0	Gothenburg	16.0	Customer Services	4270.479	0.0	
7655	06.2017	9.0	Sweden	29650.0	Gothenburg	11.0	Delivery	0	0.0	
7656	06.2017	9.0	Sweden	29650.0	Gothenburg	17.0	others	2224.929	0.0	
7657	06.2017	9.0	Sweden	29650.0	Gothenburg	18.0	all	39652.2	0.0	3

7650 rows × 13 columns

To Train The Model-Model Building

we are going to train Linera Regression Model;We need to split out data into two variables x and y where x is independent variable(input) and y is dependent on x(output) we could ignore address column as it required for our model

```
In [41]: x=df1[['Time index', 'StoreID', 'Dept_ID',
            'HoursLease', 'Sales units']]
          y=df1['Turnover']
```

To Split my dataset into training and test data

```
In [42]: from sklearn.model_selection import train_test_split
          x_train,x_test,y_train,y_test=train_test_split(x,y,test_size=0.3)
```

```
In [43]: from sklearn.linear_model import LinearRegression
          lr= LinearRegression()
          lr.fit(x_train,y_train)
```

```
Out[43]: LinearRegression()
```

```
In [44]: lr.intercept_
```


Out[44]: -201354.60685732542

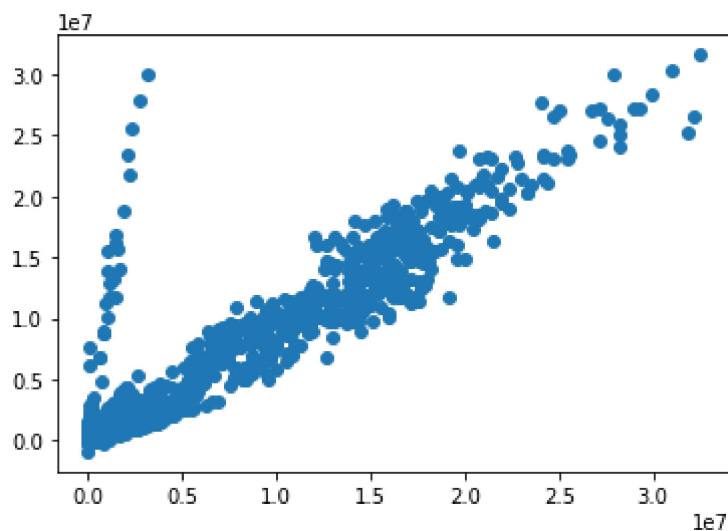
```
In [45]: coeff = pd.DataFrame(lr.coef_,x.columns,columns=['Co-efficient'])  
coeff
```

Out[45]:

	Co-efficient
Time index	15634.140103
StoreID	-0.011725
Dept_ID	32835.030578
HoursLease	-1305.109959
Sales units	3.300496

```
In [46]: prediction = lr.predict(x_test)  
plt.scatter(y_test,prediction)
```

Out[46]: <matplotlib.collections.PathCollection at 0x23c05476d60>



```
In [47]: lr.score(x_test,y_test)
```

Out[47]: 0.893073944810528