

WALMART SALES ANALYSIS

state_id, store_id

All

cat_id, dept_id, item_id

All

year

All

\$192M

Total Sales \$

27%

Sales \$ YoY%

67M

Total Sales

24%

Sales YoY%

\$2.86

Average Selling Price

2%

ASP YoY%

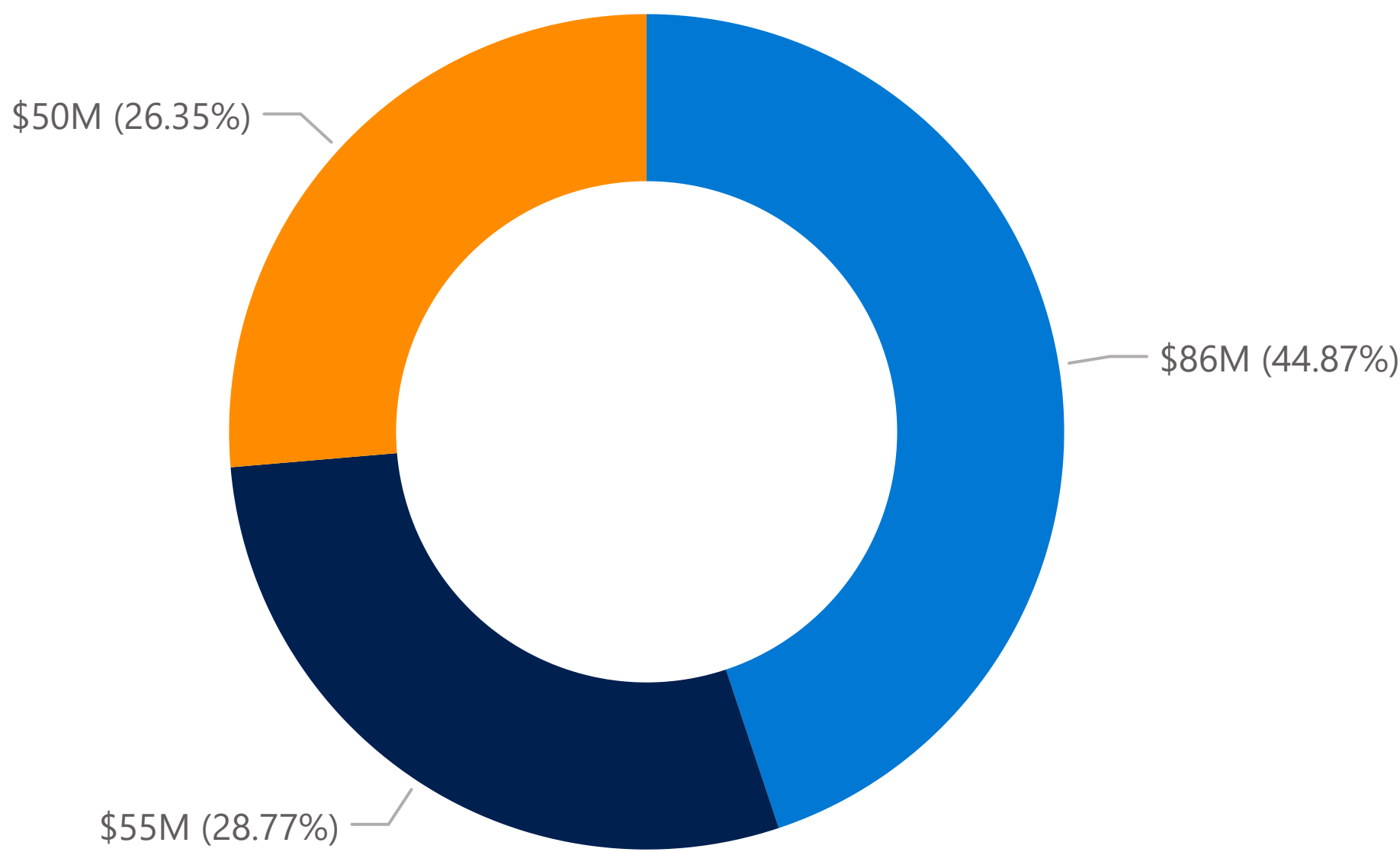
3049

Distinct Products Sold

19M

Row Count

Sales by Location



state_id

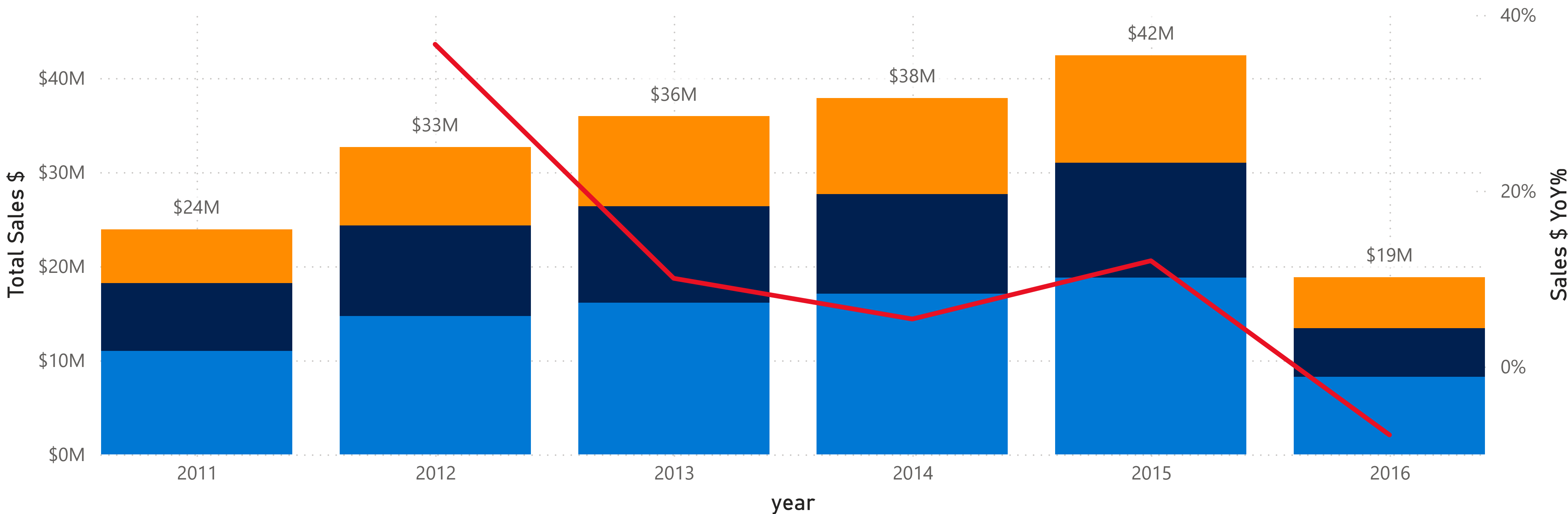
CA

TX

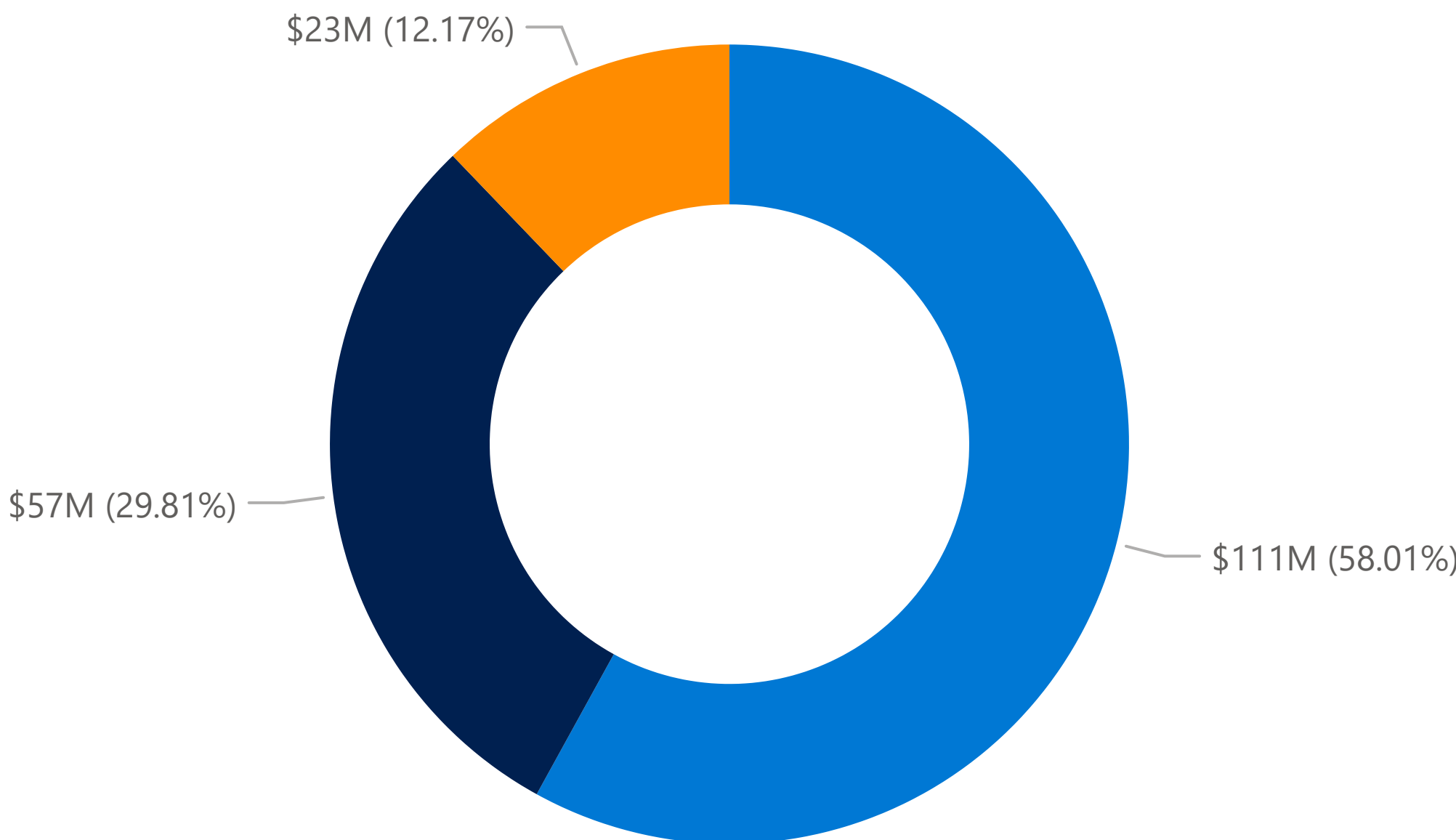
WI

Sales and YoY% by Year and Location

state_id CA TX WI Sales \$ YoY%



Sales by Category



cat_id

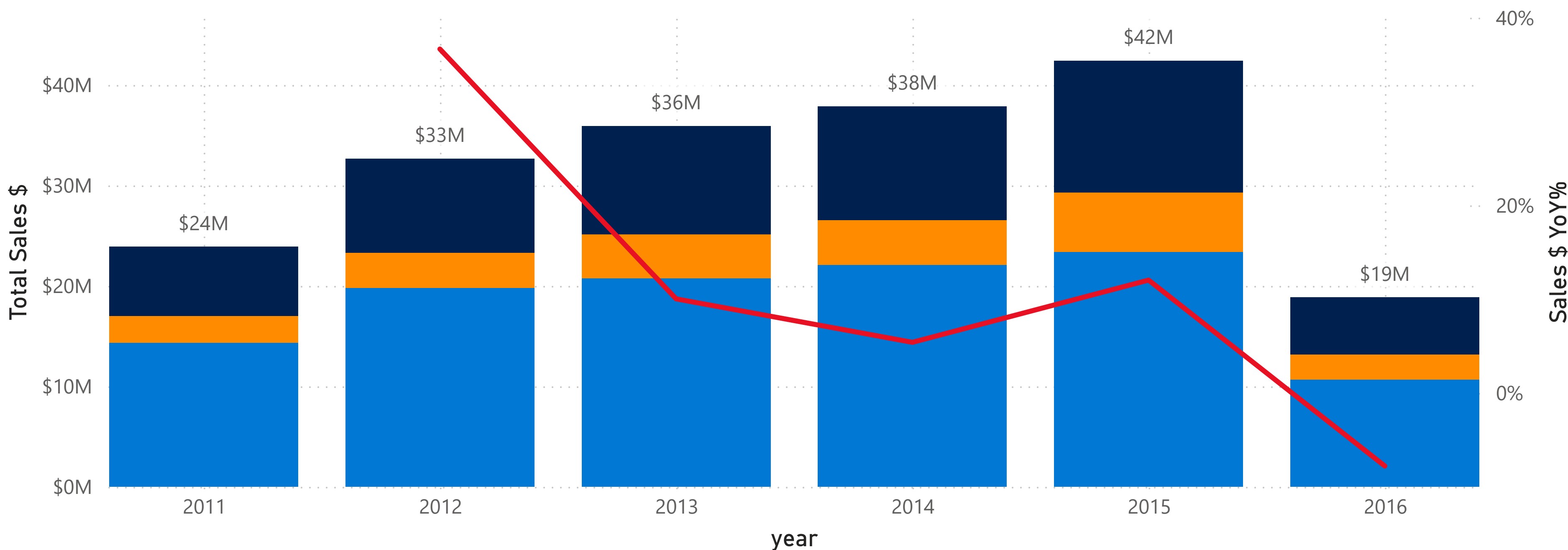
FOODS

HOUSEHOLD

HOBBIES

Sales and YoY% by Year and Category

cat_id FOODS HOBBIES HOUSEHOLD Sales \$ YoY%



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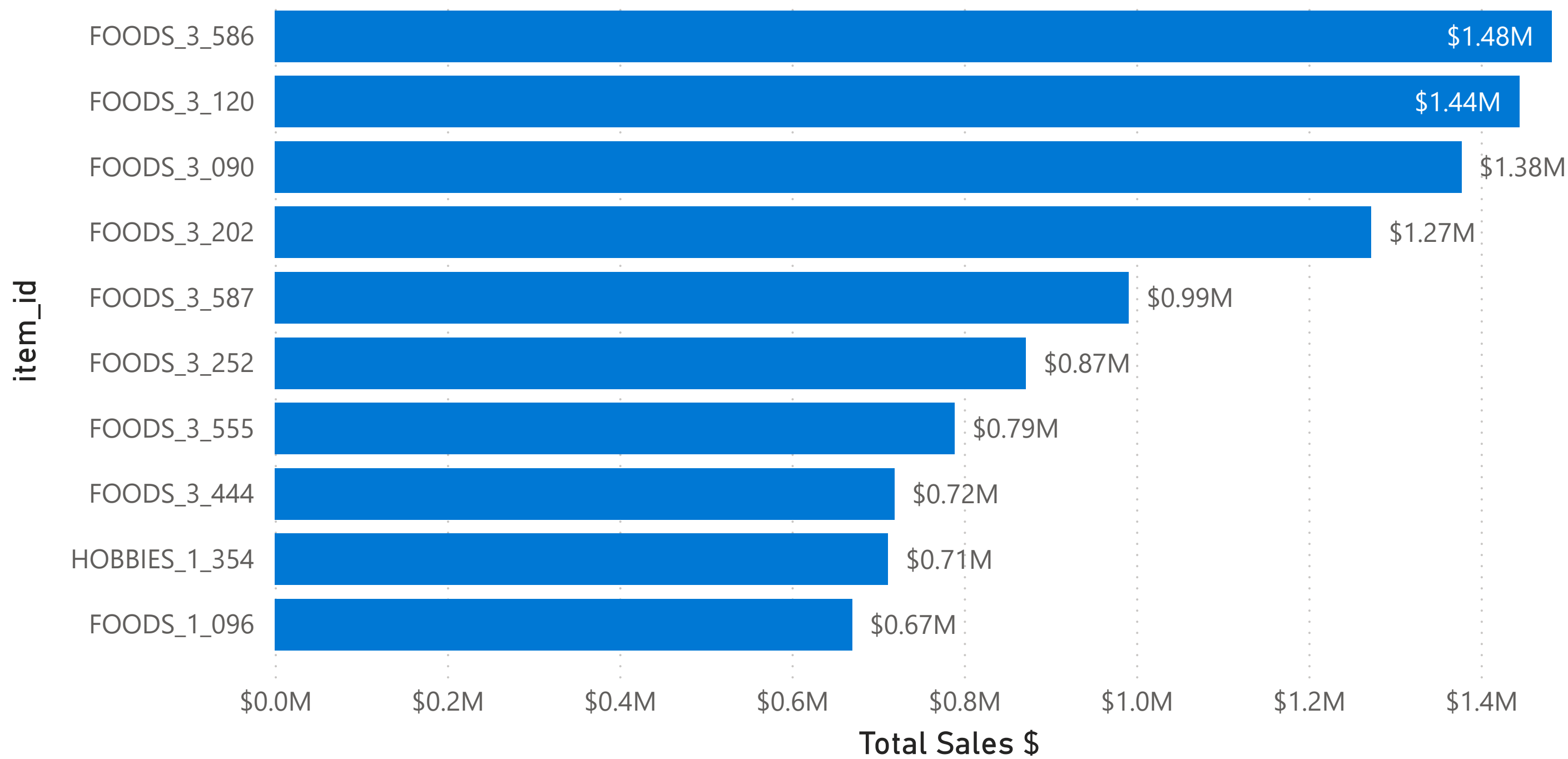
3049

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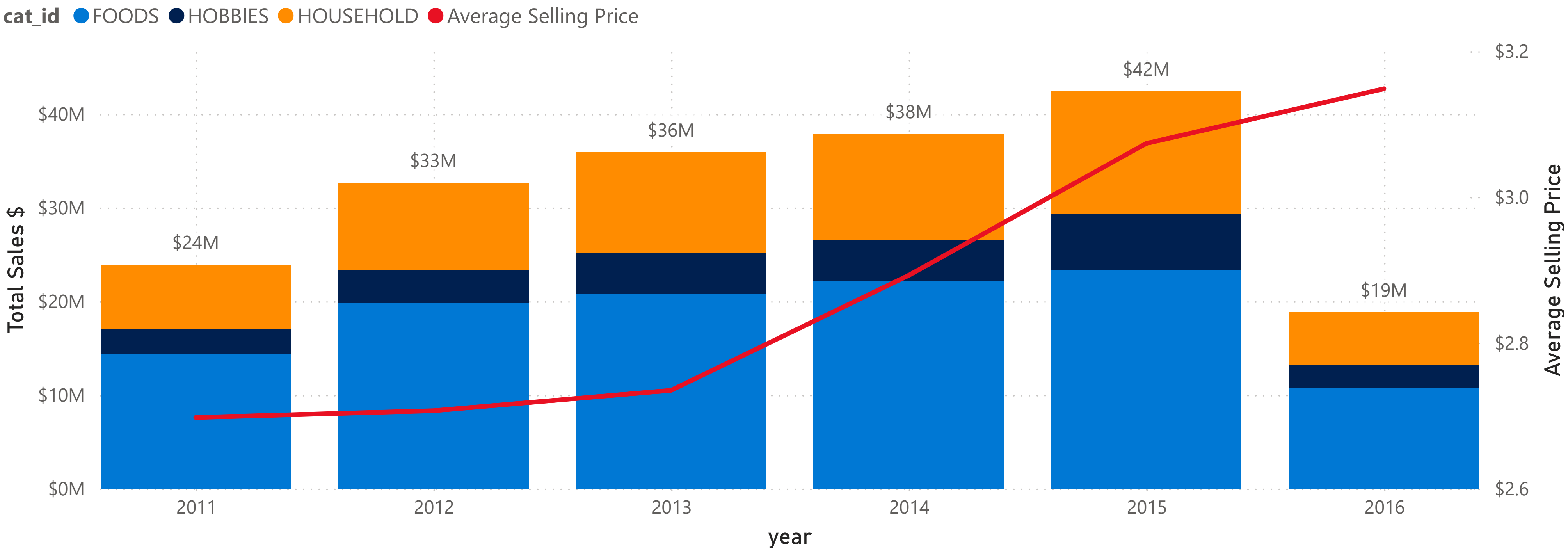
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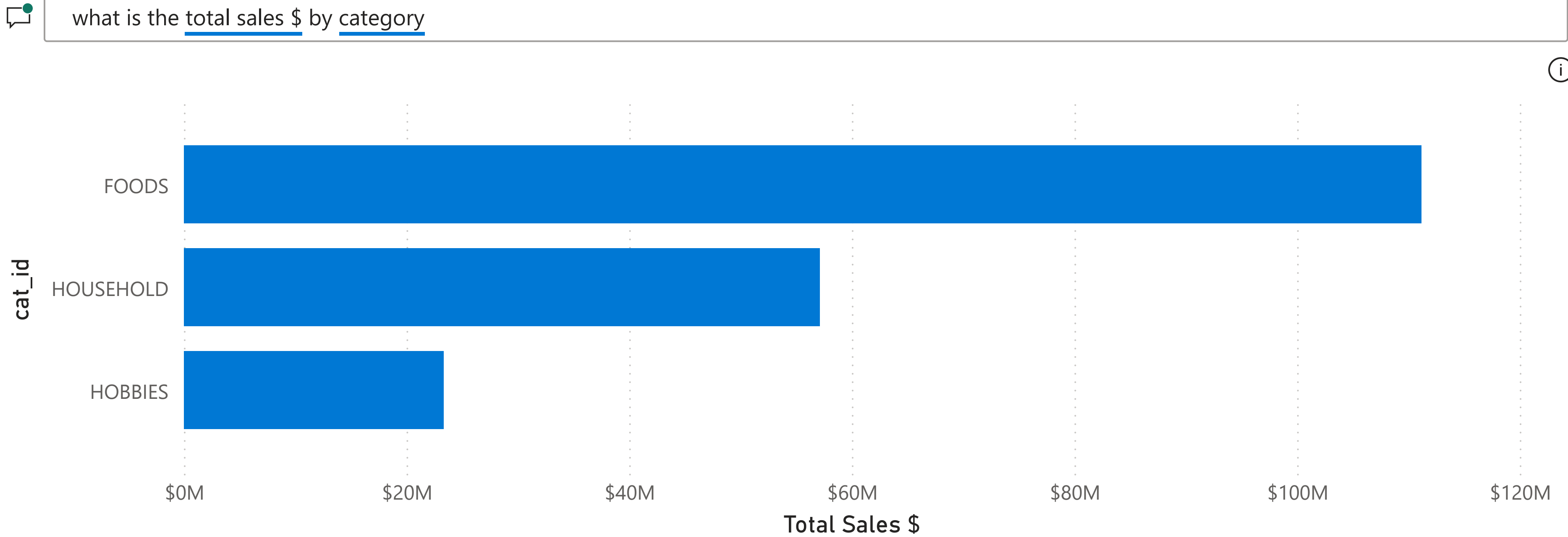
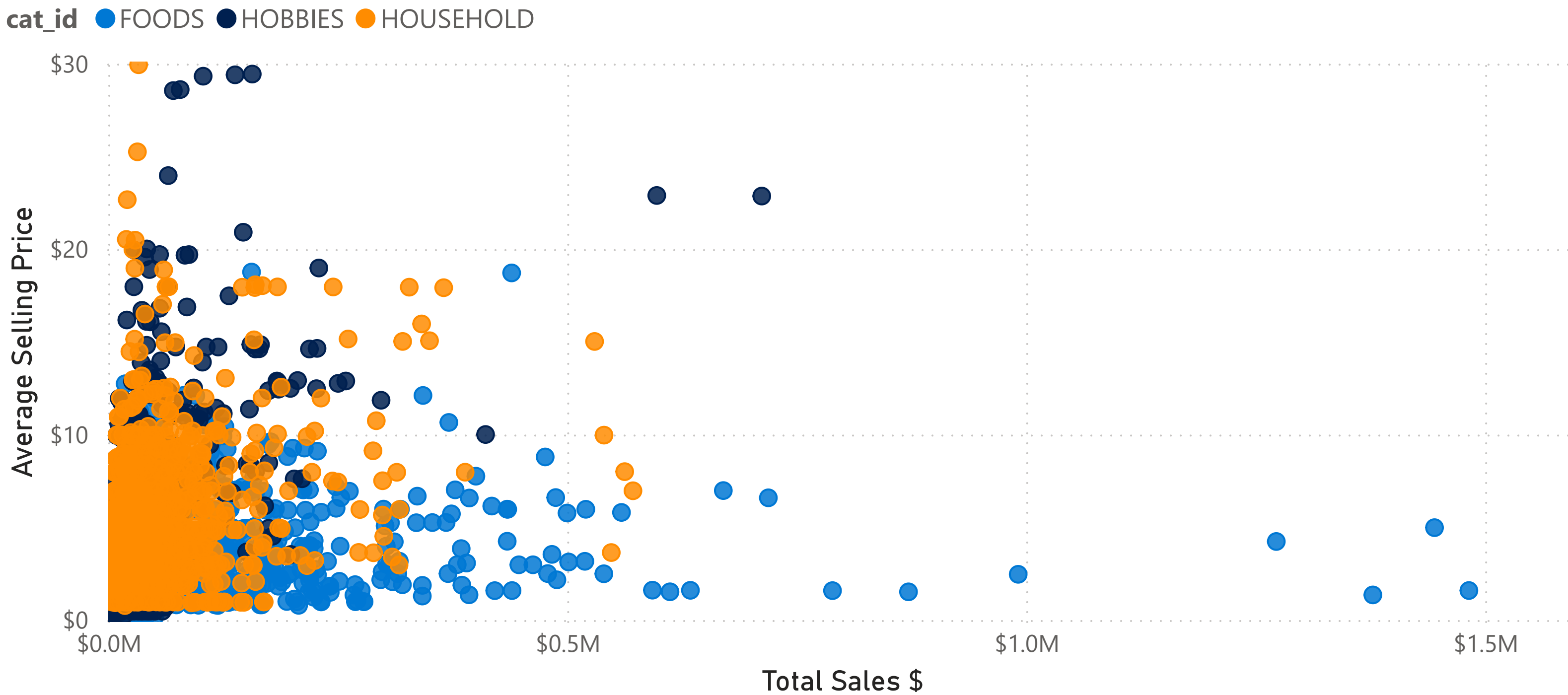
Top 10 Products



ASP over Year



Sales vs ASP by Category



Is this useful?



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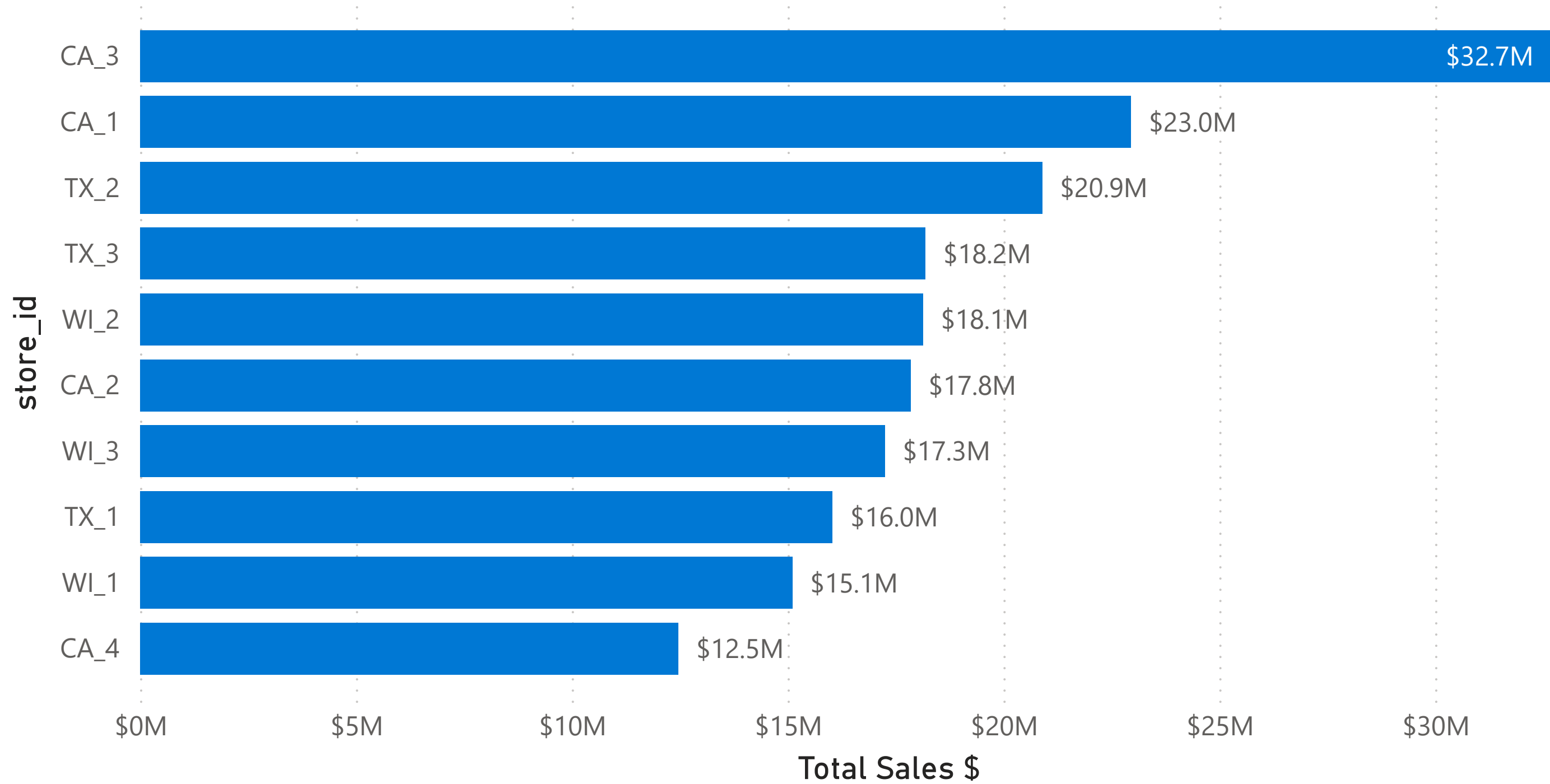
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Distinct Products Sold

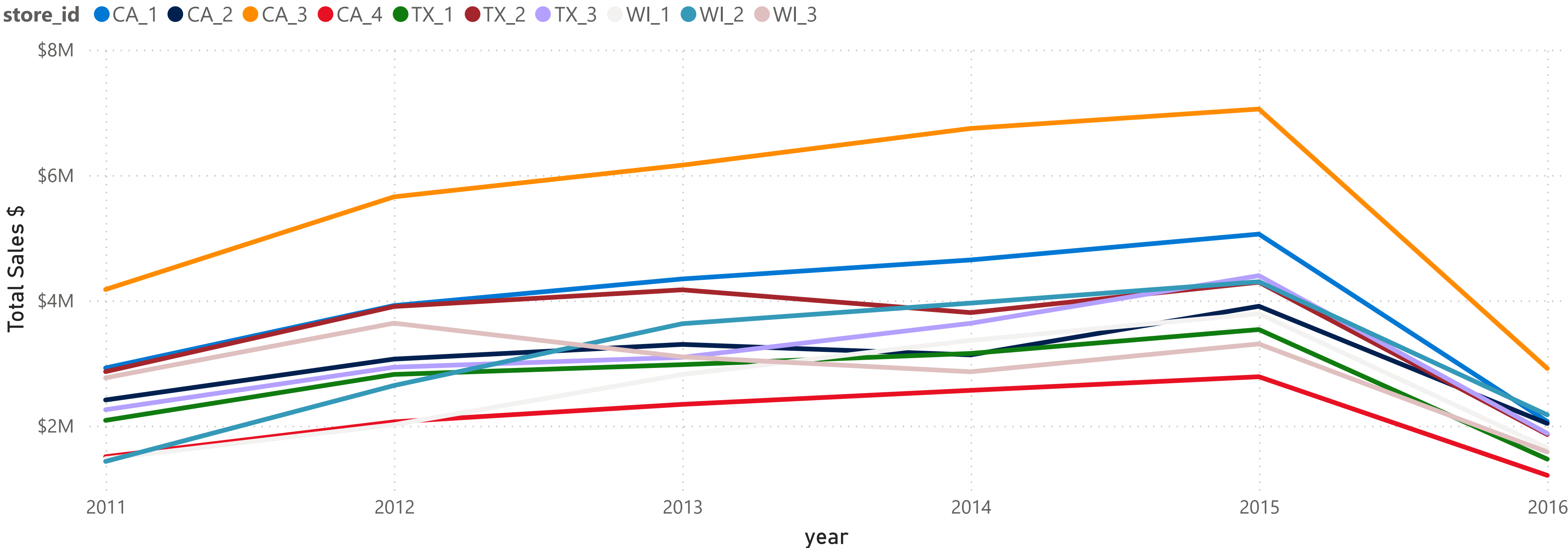
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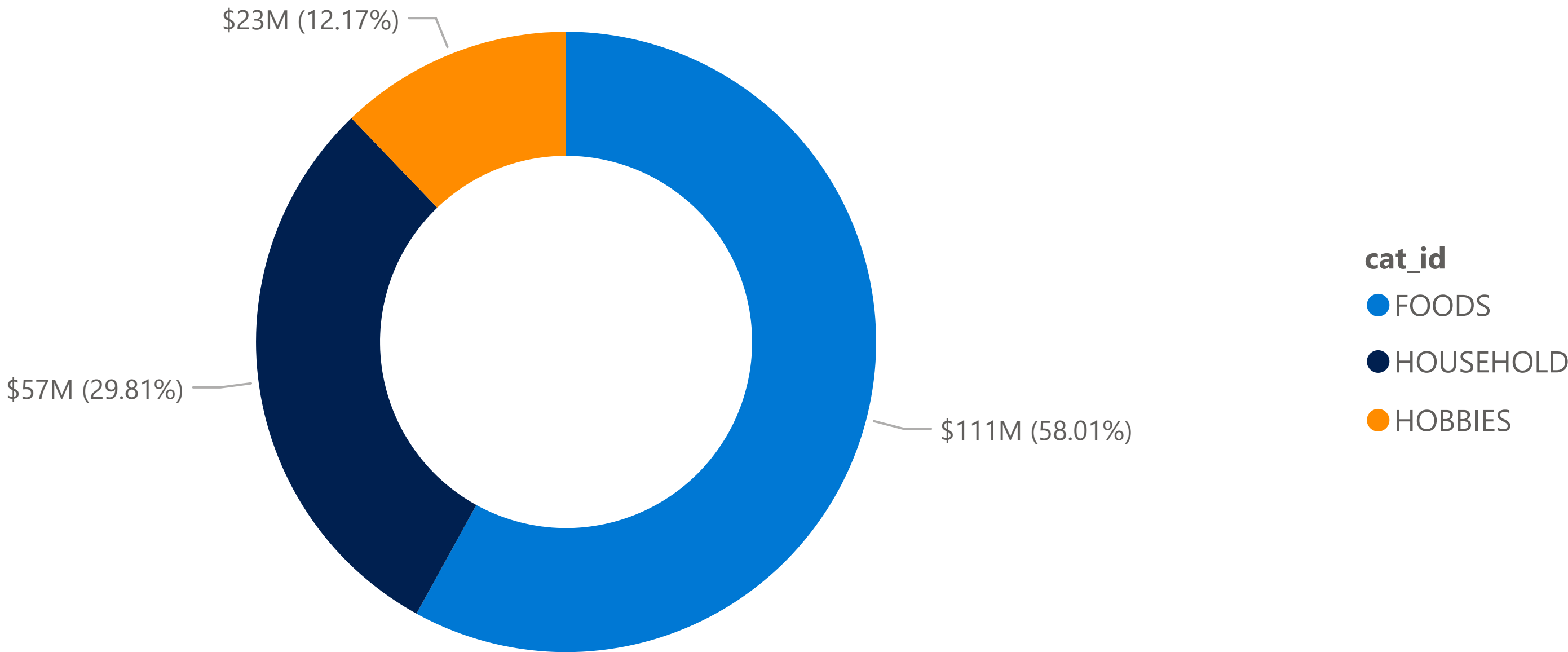
Store Sales



ASP over Year



Sales by Category



Regional Breakdown

cat_id state_id	FOODS			HOBBIES			HOUSEHOLD			Total		
	Total Sales \$	Average Selling Price	Sales YoY%	Total Sales \$	Average Selling Price	Sales YoY%	Total Sales \$	Average Selling Price	Sales YoY%	Total Sales \$	Average Selling Price	Sales YoY%
CA	\$48,318,030	\$2.47	23%	\$10,804,716	\$3.49	26%	\$26,844,613	\$4.09	27%	\$85,967,359	\$2.94	24%
CA_3	\$18,503,696	\$2.43	20%	\$3,457,026	\$3.54	25%	\$10,738,416	\$3.89	26%	\$32,699,138	\$2.88	22%
CA_1	\$13,628,360	\$2.49	21%	\$3,225,416	\$3.62	25%	\$6,100,508	\$4.15	29%	\$22,954,284	\$2.93	23%
CA_2	\$8,793,380	\$2.46	32%	\$2,210,025	\$3.40	26%	\$6,844,805	\$4.28	28%	\$17,848,209	\$3.07	30%
CA_4	\$7,392,594	\$2.57	23%	\$1,912,249	\$3.32	28%	\$3,160,885	\$4.30	29%	\$12,465,728	\$2.98	24%
TX	\$31,663,297	\$2.40	21%	\$7,037,738	\$4.33	27%	\$16,419,607	\$3.70	27%	\$55,120,642	\$2.87	23%
TX_2	\$12,121,613	\$2.38	19%	\$2,721,843	\$4.20	24%	\$6,049,546	\$3.80	25%	\$20,893,002	\$2.85	21%
TX_3	\$10,336,546	\$2.44	23%	\$2,629,642	\$4.88	30%	\$5,224,111	\$3.66	28%	\$18,190,299	\$2.93	25%
TX_1	\$9,205,138	\$2.40	20%	\$1,686,253	\$3.85	27%	\$5,145,949	\$3.64	27%	\$16,037,341	\$2.82	22%
WI	\$31,158,698	\$2.36	26%	\$5,479,190	\$3.60	25%	\$13,851,657	\$3.68	29%	\$50,489,545	\$2.73	27%
WI_2	\$11,700,465	\$2.40	29%	\$1,448,119	\$3.82	29%	\$4,983,400	\$3.47	32%	\$18,131,985	\$2.71	29%
WI_3	\$10,952,906	\$2.27	22%	\$1,655,268	\$3.49	22%	\$4,641,952	\$3.70	25%	\$17,250,126	\$2.64	22%
WI_1	\$8,505,326	\$2.42	30%	\$2,375,803	\$3.56	25%	\$4,226,304	\$3.93	29%	\$15,107,434	\$2.87	29%
Total	\$111,140,025	\$2.42	23%	\$23,321,644	\$3.74	26%	\$57,115,876	\$3.87	28%	\$191,577,546	\$2.86	24%

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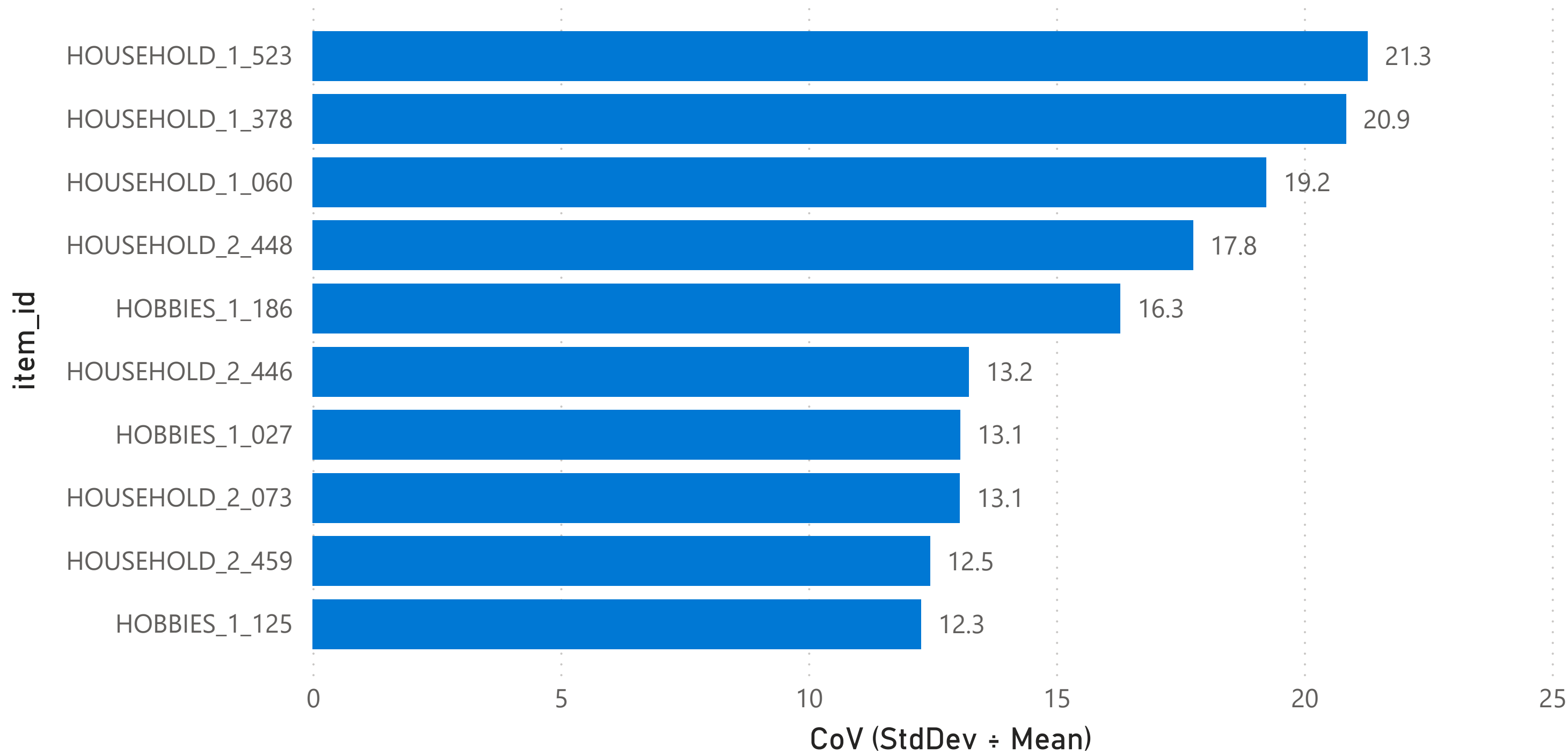
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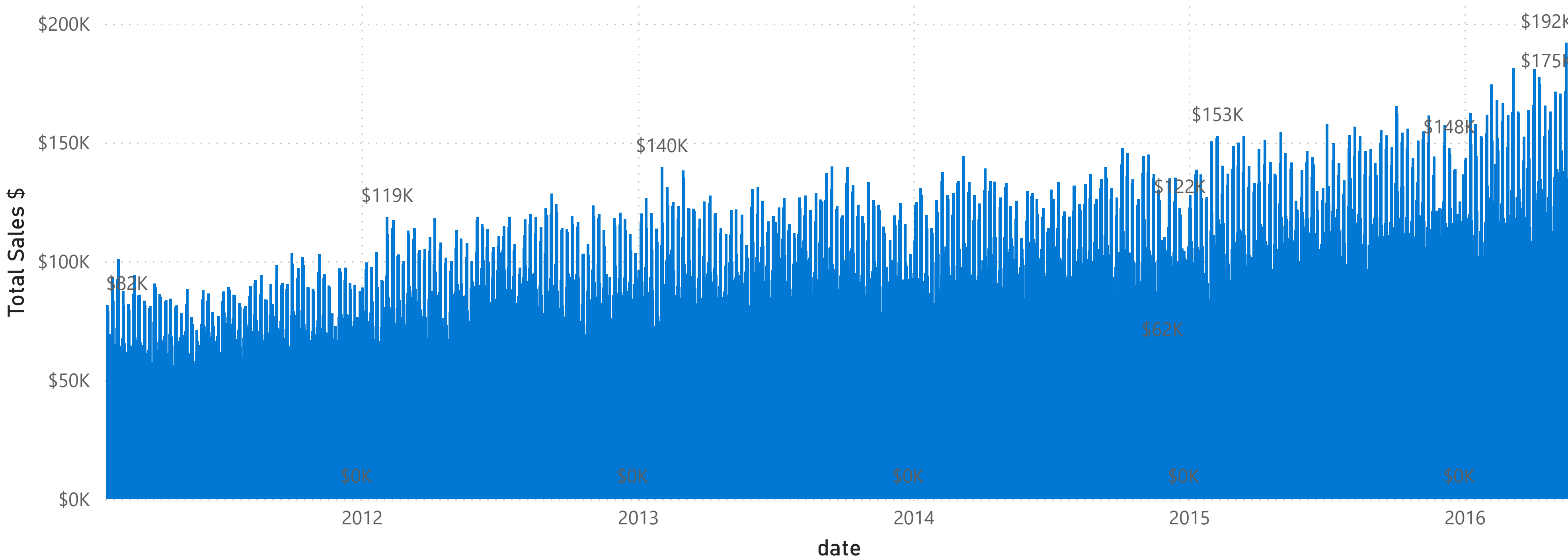
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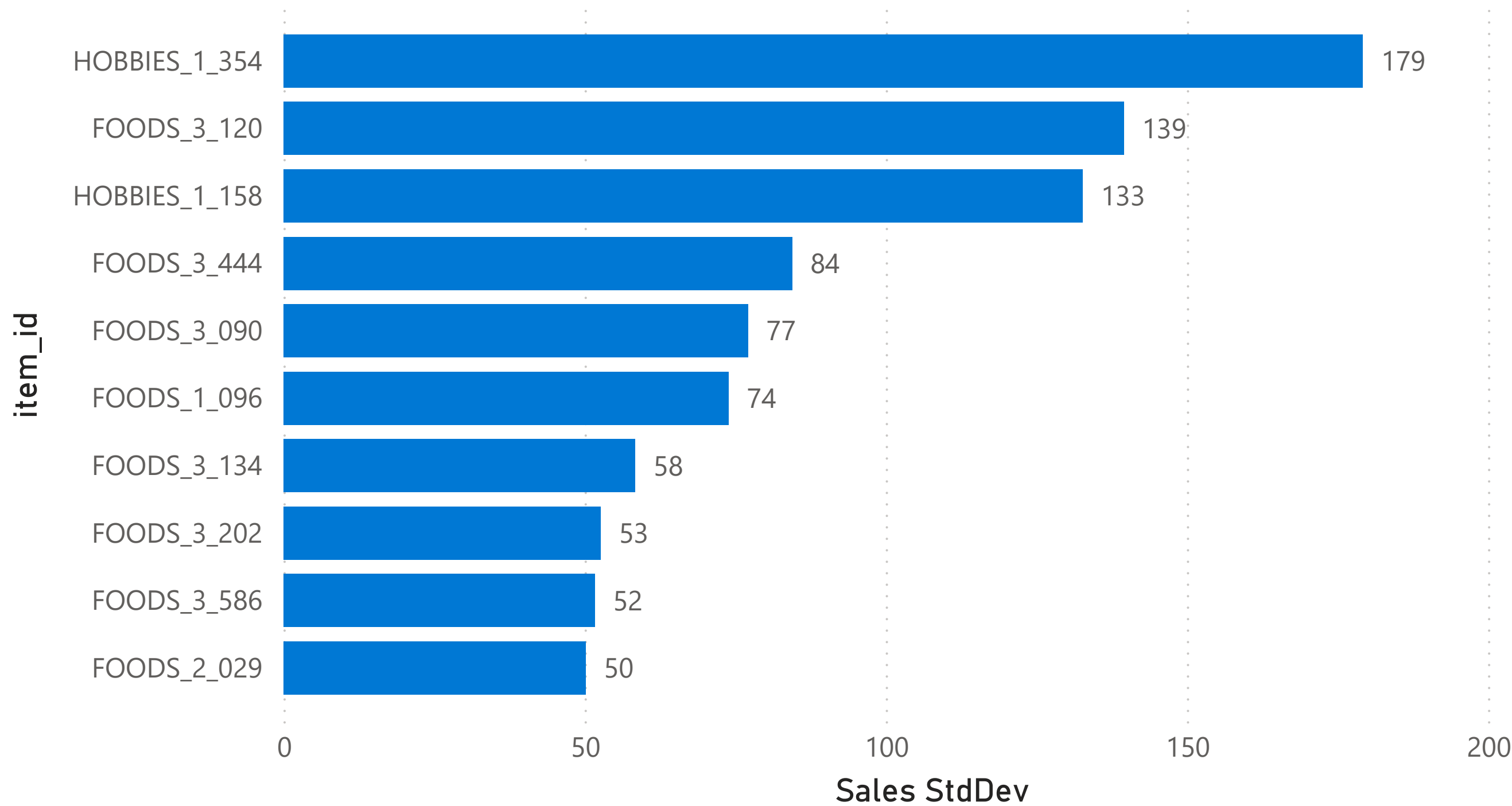
Top 10 most volatile sales by Product



Sales by Week



Top 10 Products that have sales fluctuate from the average



Unusual Weeks (Z-score >2)

