WALMART SALES ANALYSIS

$192M	67M	$2.86	3049	19M
28%	**25%**	**2%**		
Total Sales $	Total Sales	Average Selling Price	Distinct Products Sold	Row Count
Sales $ YoY%	Sales YoY%	ASP YoY%		

Sales by Location

$49M (25.78%)

$84M (43.77%)

$58M (30.45%)

state_id
- ● CA
- ● WI
- ● TX

Sales and YoY% by Year and Location

state_id ● CA ● TX ● WI ● Sales $ YoY%

year	Total Sales $
2011	$24M
2012	$33M
2013	$36M
2014	$38M
2015	$42M
2016	$19M

Sales by Category

$32M (16.94%)

$99M (51.51%)

$60M (31.55%)
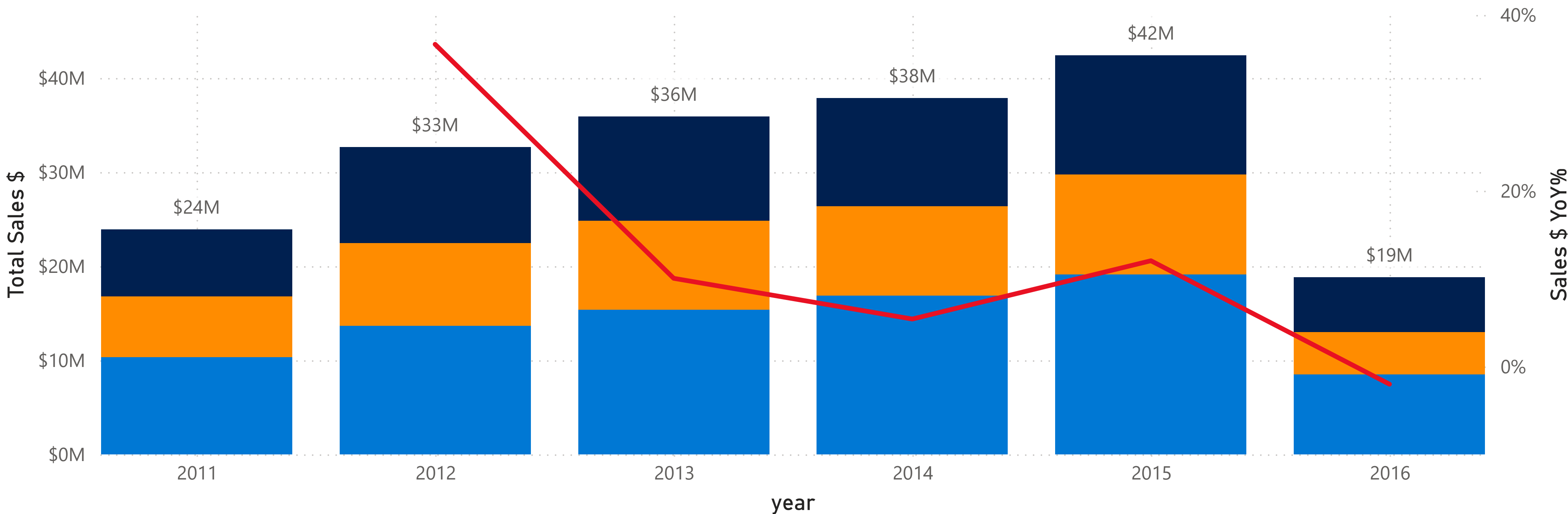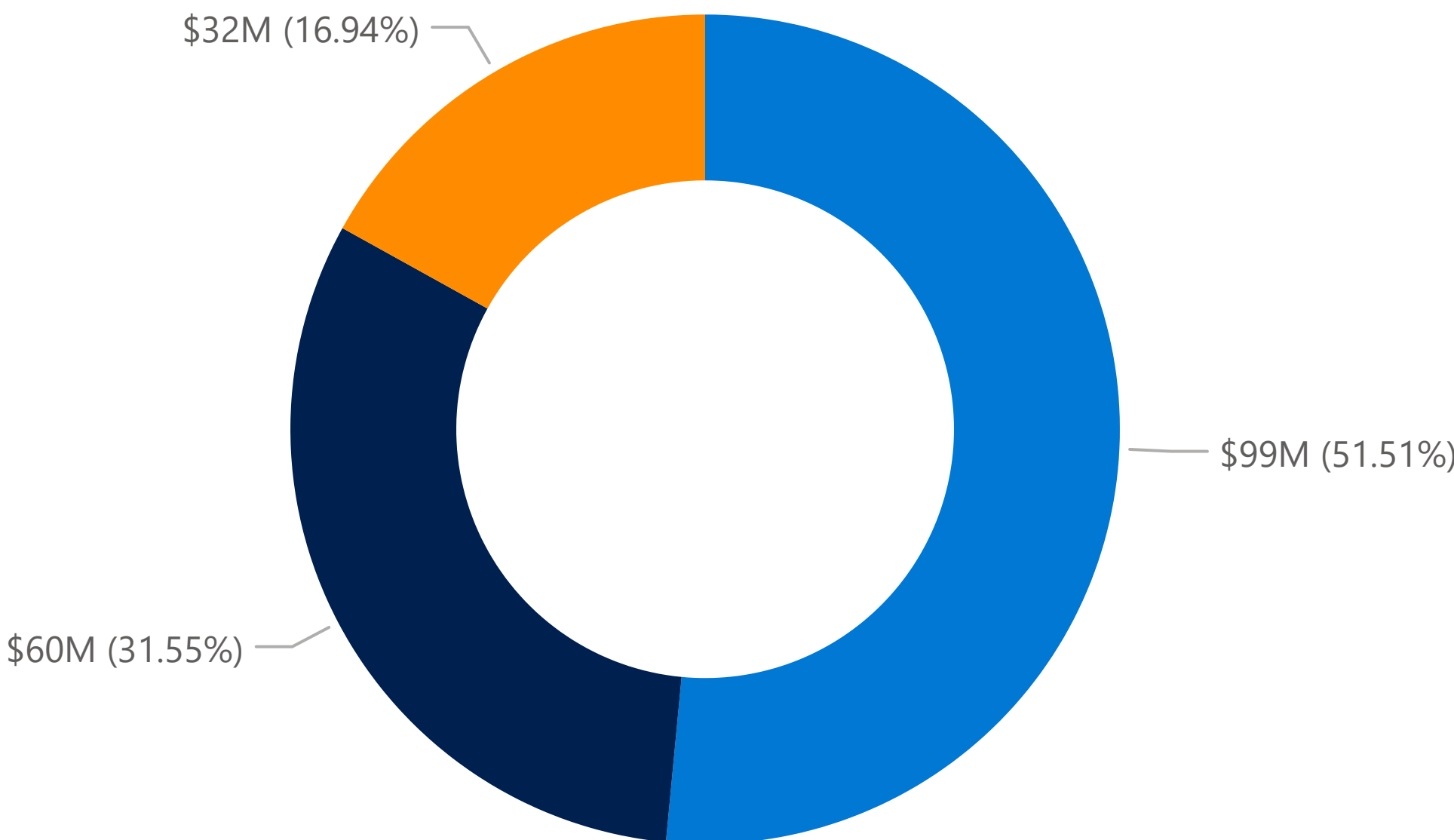
cat_id
- ● FOODS
- ● HOUSEHOLD
- ● HOBBIES

Sales and YoY% by Year and Category

cat_id ● FOODS ● HOBBIES ● HOUSEHOLD ● Sales $ YoY%
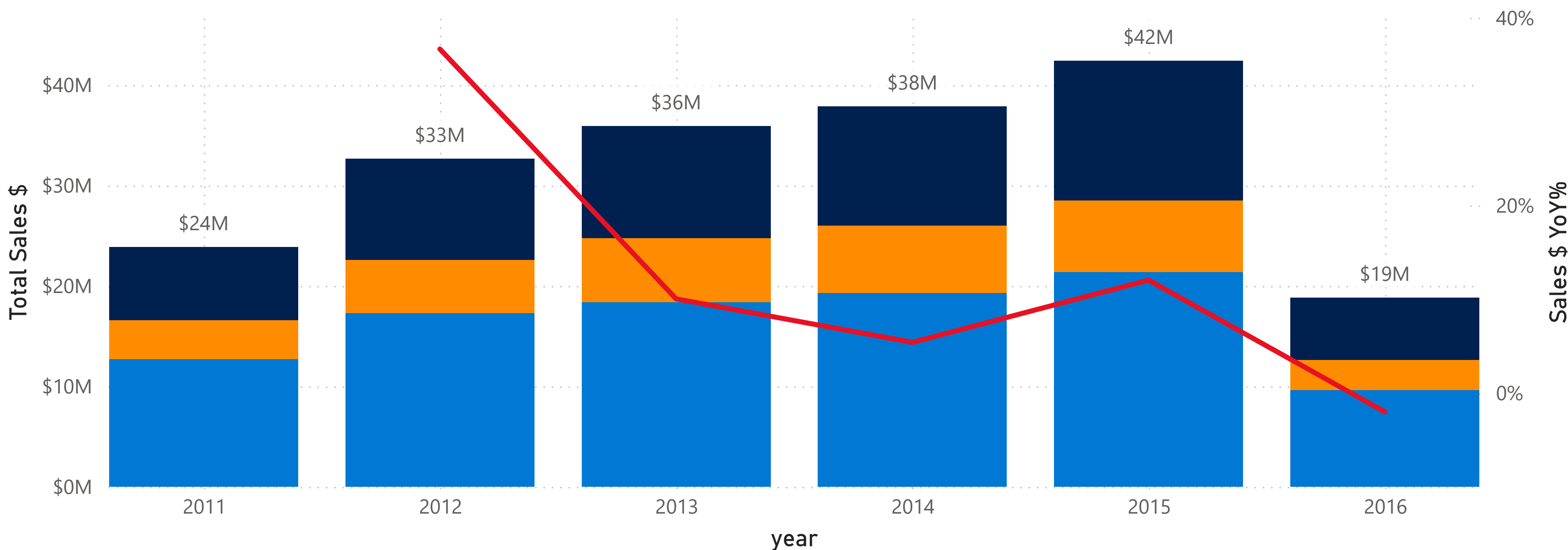
year	Total Sales $
2011	$24M
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2014	$38M
2015	$42M
2016	$19M

WALMART SALES ANALYSIS

$192M	67M	$2.86	3049	19M
28% Total Sales $ — Sales $ YoY%	**25%** Total Sales — Sales YoY%	**2%** Average Selling Price — ASP YoY%	Distinct Products Sold	Row Count

Top 10 Products

Horizontal bar chart (item_id vs Total Sales $):
- FOODS_3_472 — $1.48M
- HOUSEHOLD_2_141 — $1.44M
- FOODS_1_119 — $1.38M
- FOODS_2_389 — $1.27M
- FOODS_3_731 — $0.99M
- HOUSEHOLD_2_319 — $0.87M
- FOODS_2_398 — $0.79M
- FOODS_2_139 — $0.72M
- FOODS_3_073 — $0.71M
- HOUSEHOLD_2_459 — $0.67M

ASP over Year

cat_id ● FOODS ● HOBBIES ● HOUSEHOLD ― Average Selling Price

Stacked bar chart with line (year vs Total Sales $ / Average Selling Price):
- 2011 — $24M
- 2012 — $33M
- 2013 — $36M
- 2014 — $38M
- 2015 — $42M
- 2016 — $19M

Sales vs ASP by Category

cat_id ● FOODS ● HOBBIES ● HOUSEHOLD

Scatter plot (Total Sales $ vs Average Selling Price)

💬 | what is the total sales $ by category |

Showing results for _what is the total sales $_

ⓘ

$191,577,546

Total Sales $

Is this useful? 👍 👎

WALMART SALES ANALYSIS

$192M	28% Sales $ YoY%	67M	25% Sales YoY%	$2.86	2% ASP YoY%	3049	19M
Total Sales $		Total Sales		Average Selling Price		Distinct Products Sold	Row Count

Store Sales

store_id	Total Sales $
CA_3	$32.7M
WI_2	$23.0M
TX_2	$20.9M
CA_4	$18.2M
WI_3	$18.1M
CA_1	$17.8M
WI_1	$17.3M
TX_3	$16.0M
CA_2	$15.1M
TX_1	$12.5M

ASP over Year

store_id: CA_1, CA_2, CA_3, CA_4, TX_1, TX_2, TX_3, WI_1, WI_2, WI_3

Sales by Category

$32M (16.94%)
$99M (51.51%)
$60M (31.55%)
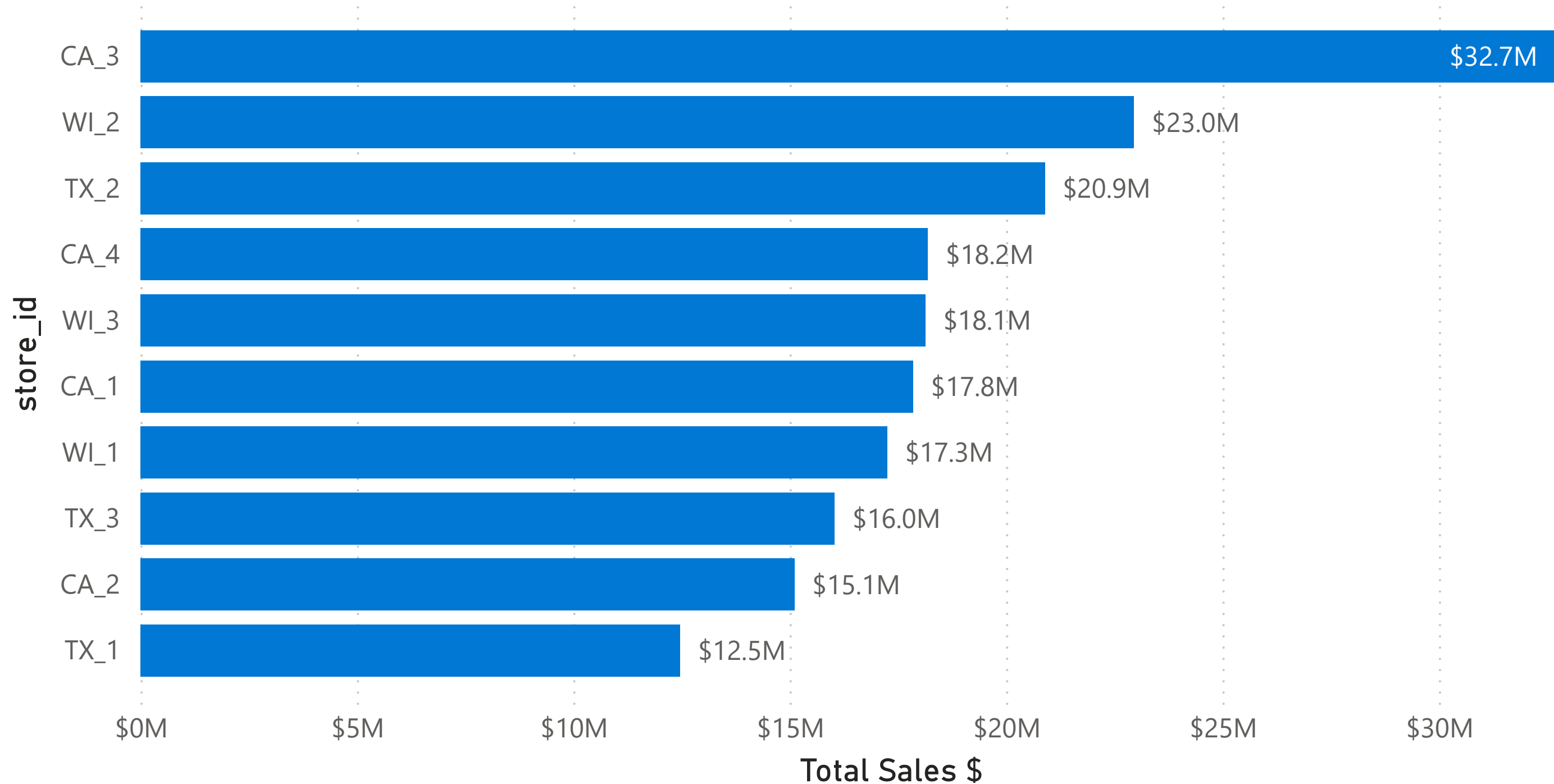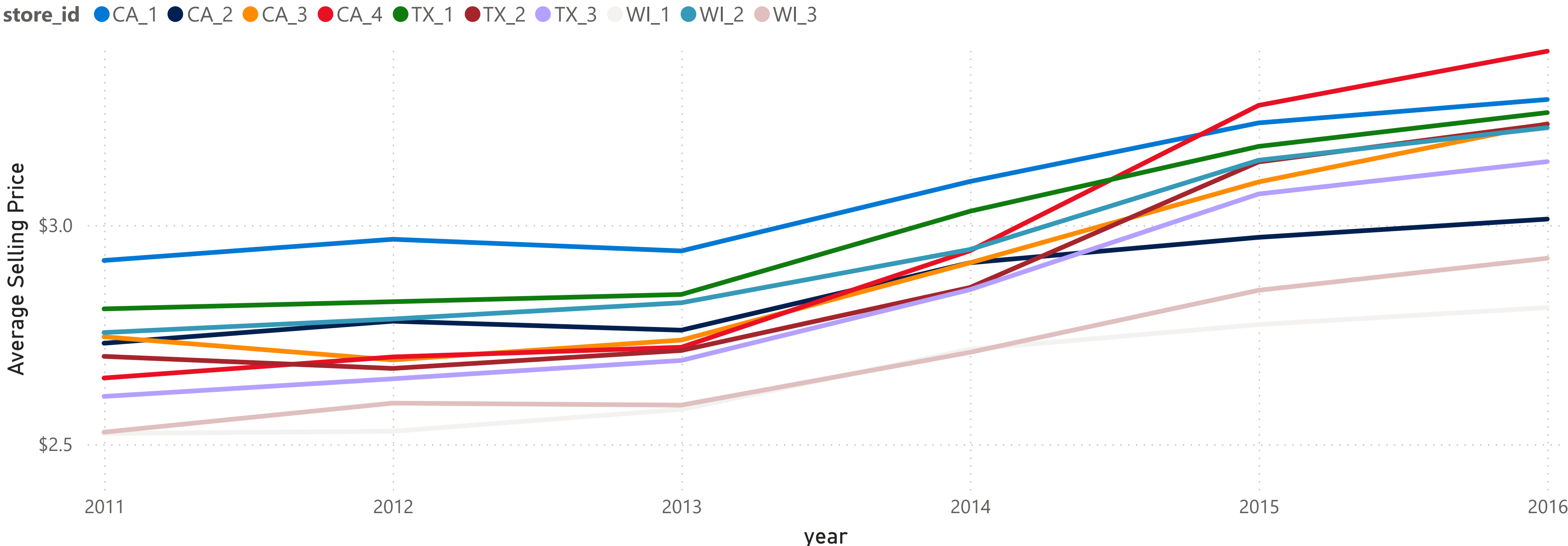
cat_id: FOODS, HOUSEHOLD, HOBBIES
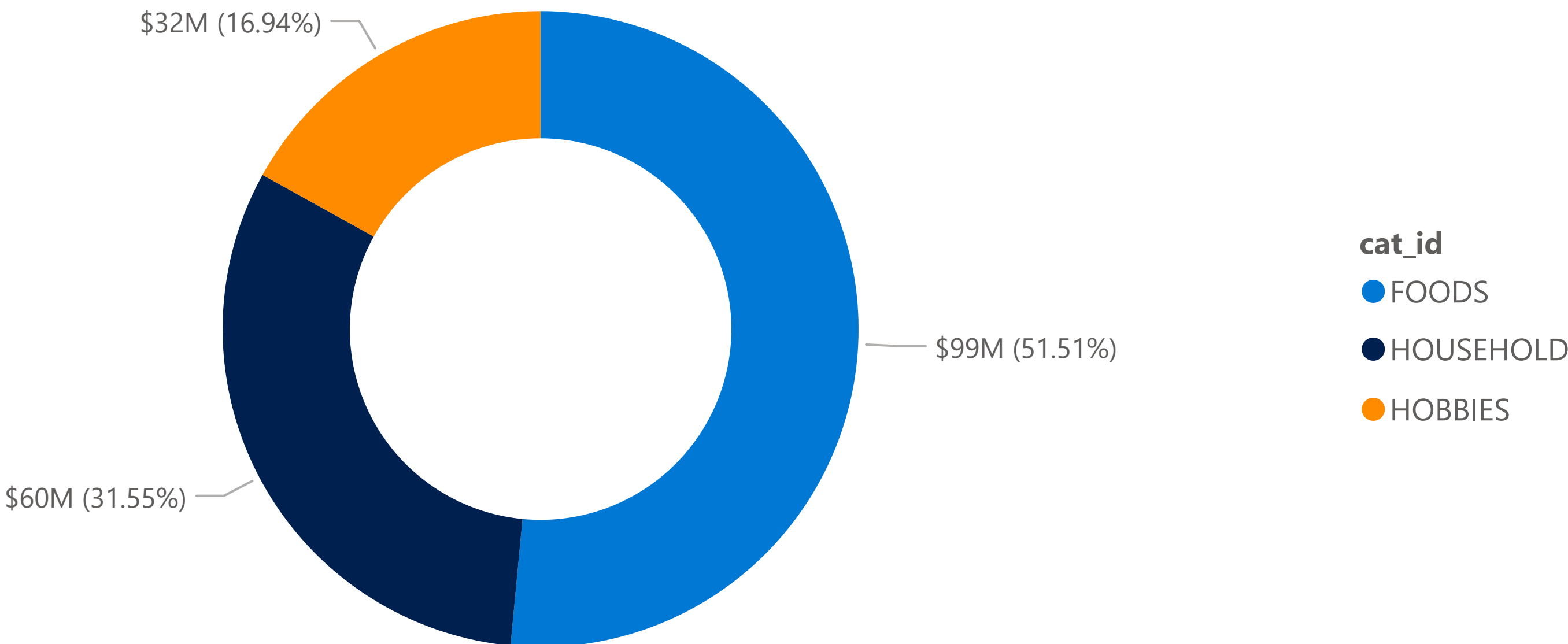
Regional Breakdown

cat_id / state_id	FOODS Total Sales $	Average Selling Price	Sales YoY%	HOBBIES Total Sales $	Average Selling Price	Sales YoY%	HOUSEHOLD Total Sales $	Average Selling Price	Sales YoY%	Total Total Sales $	Average Selling Price	Sales YoY%
⊟ CA	$41,996,429	$2.62	26%	$14,688,563	$3.18	26%	$27,160,088	$3.38	28%	$83,845,080	$2.93	27%
CA_3	$16,418,648	$2.56	21%	$5,742,113	$3.04	24%	$10,538,377	$3.45	26%	$32,699,138	$2.88	23%
CA_4	$9,652,867	$2.69	24%	$2,986,862	$3.16	27%	$5,550,570	$3.32	28%	$18,190,299	$2.93	26%
CA_1	$8,267,398	$2.69	33%	$3,321,175	$3.40	28%	$6,259,636	$3.54	32%	$17,848,209	$3.07	32%
CA_2	$7,657,516	$2.62	31%	$2,638,413	$3.25	28%	$4,811,505	$3.15	31%	$15,107,434	$2.87	31%
⊟ WI	$30,709,594	$2.49	25%	$9,352,077	$3.04	26%	$18,274,724	$3.22	28%	$58,336,395	$2.77	26%
WI_2	$12,047,158	$2.64	23%	$3,979,598	$3.29	25%	$6,927,529	$3.36	26%	$22,954,284	$2.93	24%
WI_3	$9,459,529	$2.44	30%	$2,765,708	$2.93	29%	$5,906,748	$3.15	33%	$18,131,985	$2.71	30%
WI_1	$9,202,907	$2.37	22%	$2,606,772	$2.82	24%	$5,440,448	$3.13	24%	$17,250,126	$2.64	23%
⊟ TX	$25,972,163	$2.60	22%	$8,414,959	$3.17	25%	$15,008,949	$3.28	25%	$49,396,072	$2.87	23%
TX_2	$11,169,510	$2.59	21%	$3,493,143	$3.19	23%	$6,230,349	$3.25	24%	$20,893,002	$2.85	22%
TX_3	$8,277,881	$2.55	22%	$2,749,721	$3.07	25%	$5,009,740	$3.24	26%	$16,037,341	$2.82	23%
TX_1	$6,524,773	$2.71	24%	$2,172,095	$3.27	27%	$3,768,861	$3.40	27%	$12,465,728	$2.98	25%
Total	$98,678,186	$2.58	24%	$32,455,598	$3.13	26%	$60,443,761	$3.31	27%	$191,577,546	$2.86	25%

WALMART SALES ANALYSIS

Sales to Target: Current Month, Current Year, Prior Month, P...

period

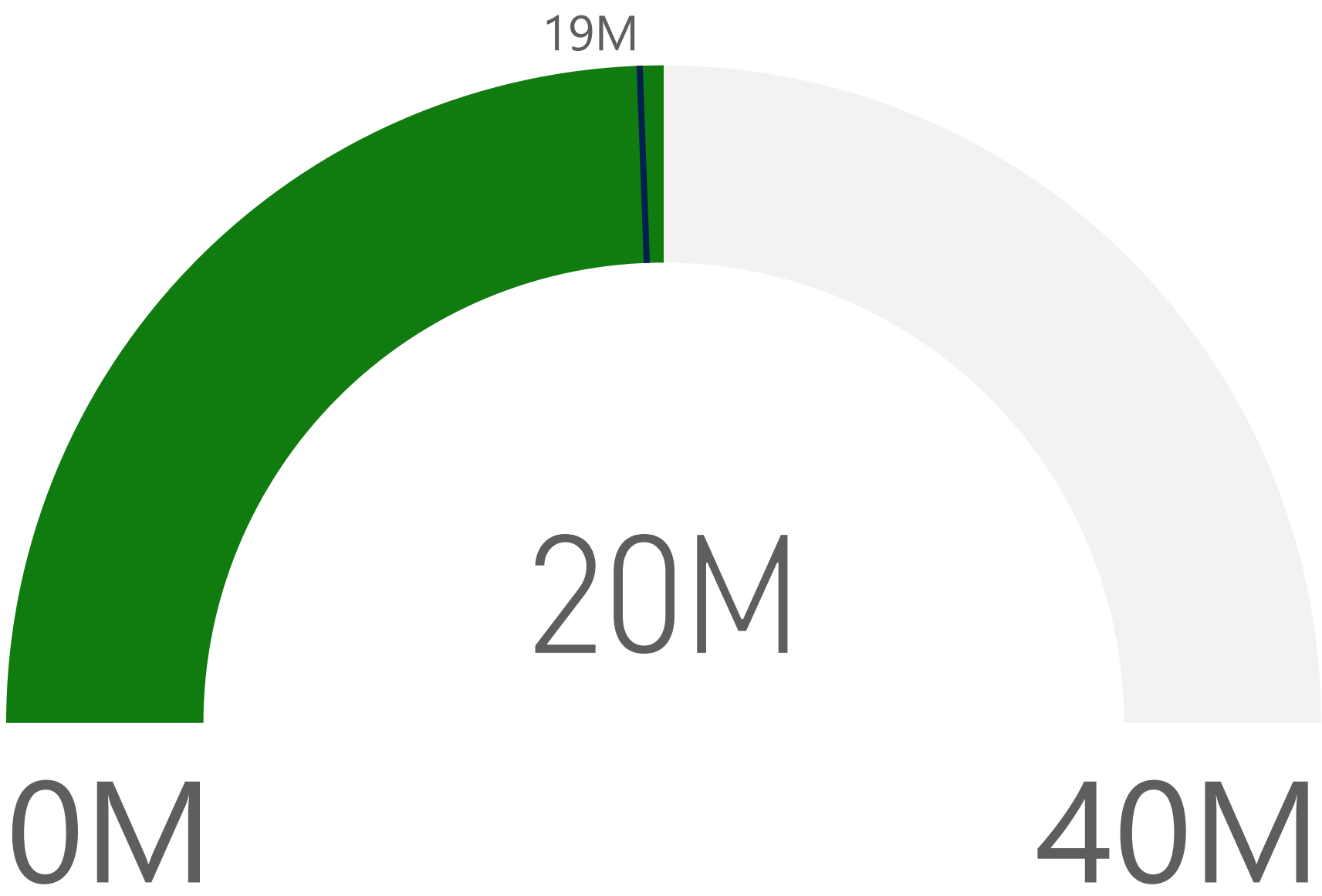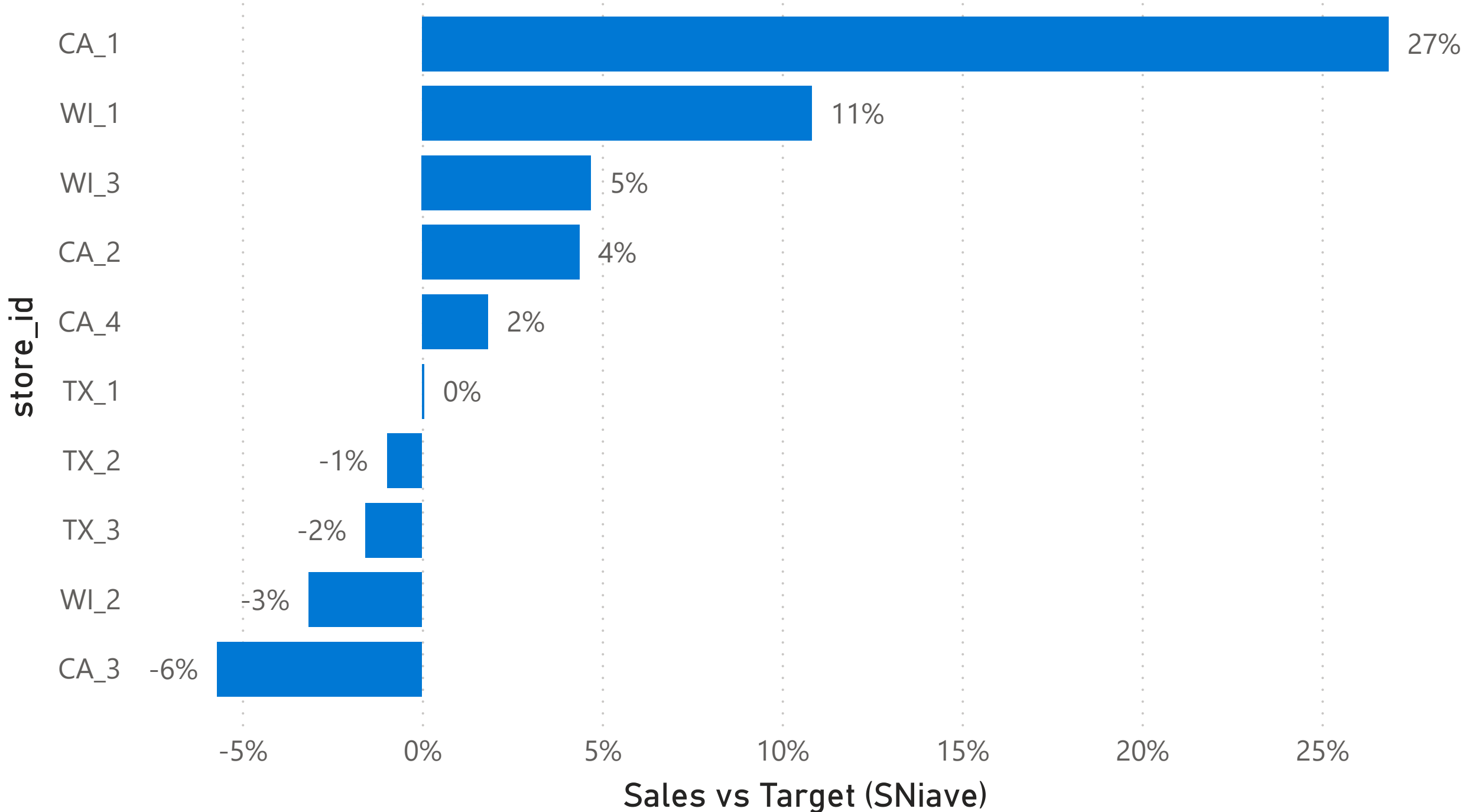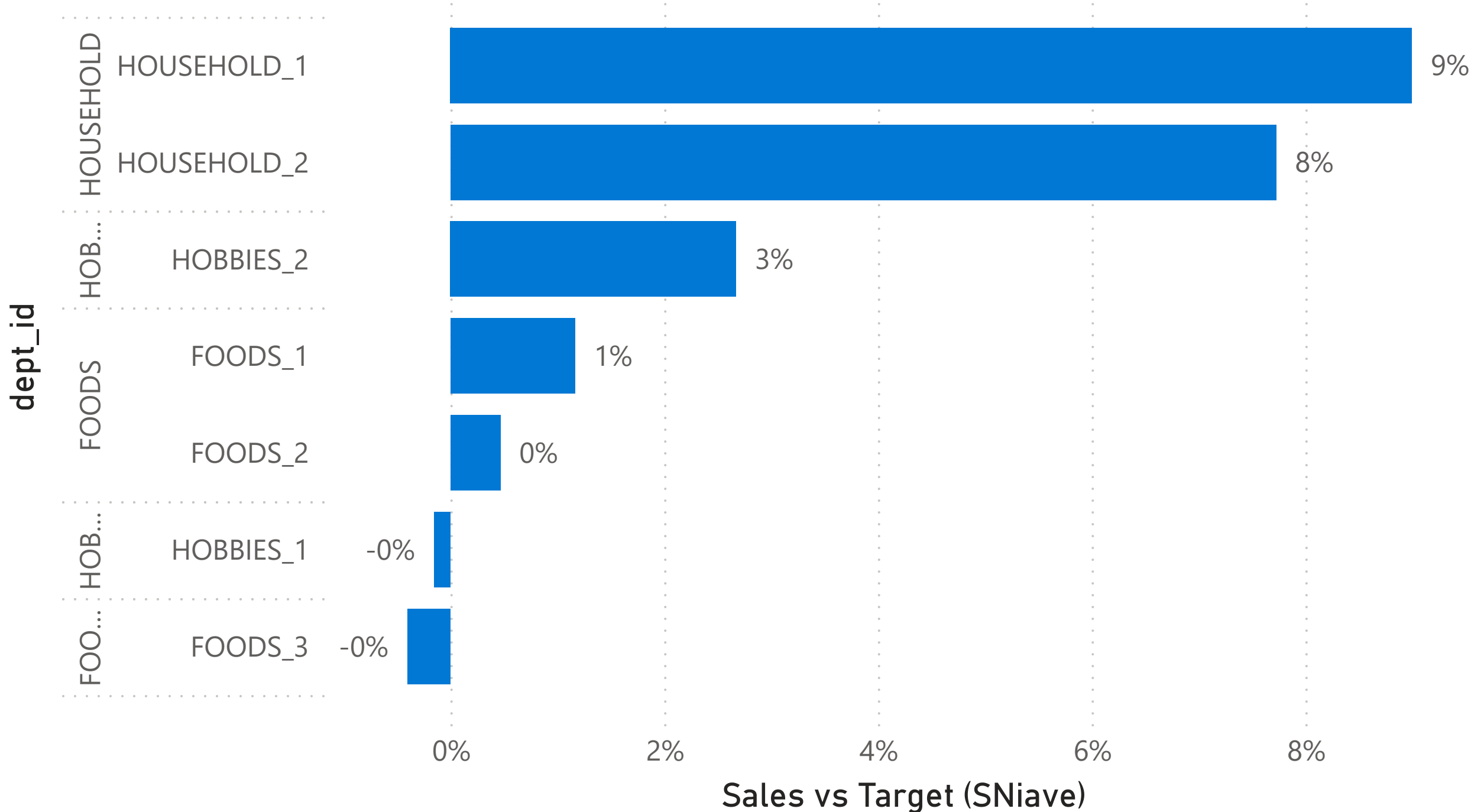| Current Month | Current Year | Prior Month | Prior Year | Rolling 12M | Rolling 3M | Rolling 6M |

Sales to Target: Current Month, Current Year, Prior Month, Prior Year, Rolling 12M, Rolling 3M, Rolling 6M

19M

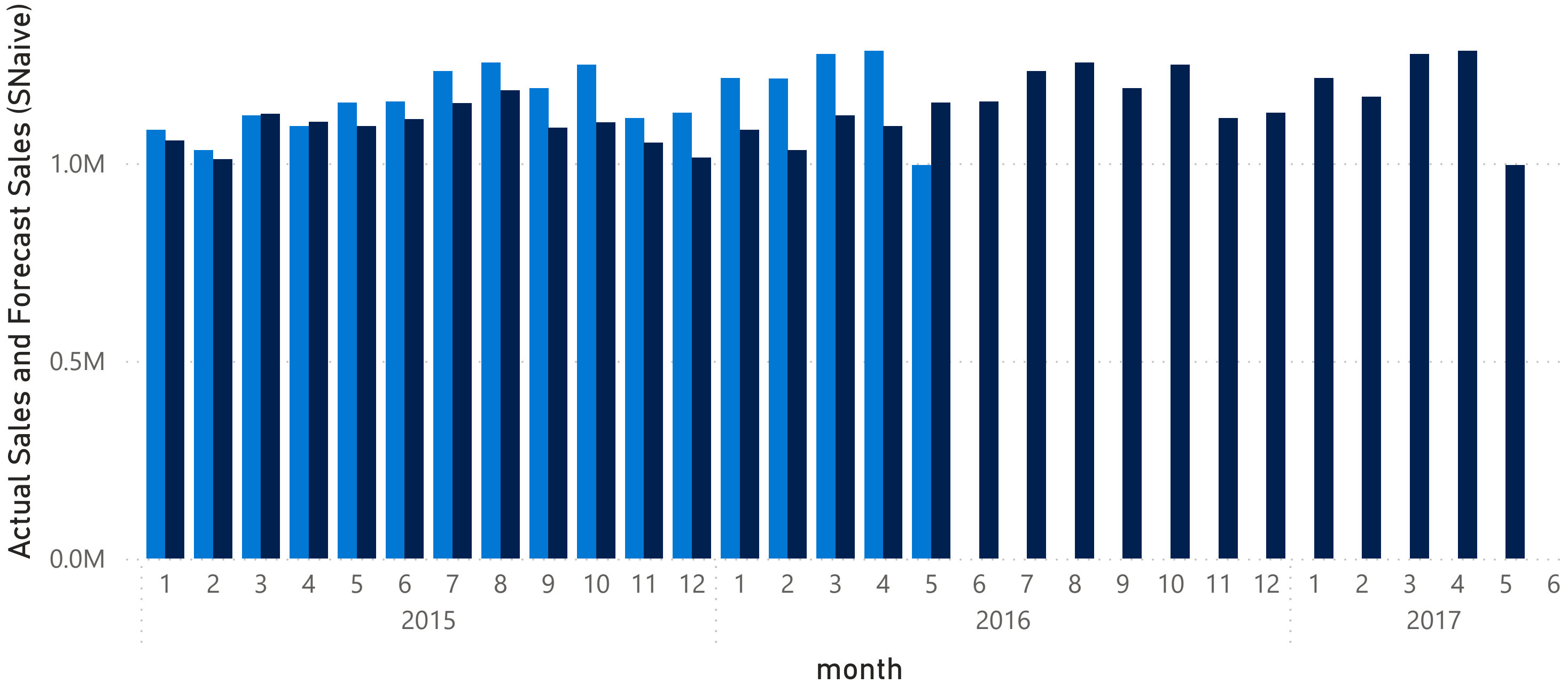20M

0M   40M

Sales vs Target Performance by Store

store_id	Sales vs Target (SNiave)
CA_1	27%
WI_1	11%
WI_3	5%
CA_2	4%
CA_4	2%
TX_1	0%
TX_2	-1%
TX_3	-2%
WI_2	-3%
CA_3	-6%

Sales vs Target Performance by Cat

dept_id	Sales vs Target (SNiave)
HOUSEHOLD_1	9%
HOUSEHOLD_2	8%
HOBBIES_2	3%
FOODS_1	1%
FOODS_2	0%
HOBBIES_1	-0%
FOODS_3	-0%

cat_id store_id	FOODS Sales vs Target (SNiave)	Actual Sales	Forecast Sales (SNiave)	HOBBIES Sales vs Target (SNiave)	Actual Sales	Forecast Sales (SNiave)	HOUSEHOLD Sales vs Target (SNiave)	Actual Sales	Forecast Sales (SNiave)	Total Sales vs Target (SNiave) ▾	Actual Sales	Forecast Sales (SNiave)
CA_3	-9%	1,700,599	1,875,082	-7%	548,933	590,501	3%	929,286	904,894	-6%	3,178,818	3,370,477
WI_3	2%	1,278,784	1,258,387	3%	312,646	302,176	12%	659,673	589,463	5%	2,251,103	2,150,026
WI_2	-6%	1,262,763	1,343,720	-2%	356,191	363,300	2%	629,598	614,445	-3%	2,248,552	2,321,465
TX_2	-4%	1,094,944	1,143,970	-0%	301,472	302,301	6%	544,293	513,362	-1%	1,940,709	1,959,633
CA_4	-0%	1,049,211	1,051,136	0%	299,714	299,538	7%	546,785	510,905	2%	1,895,710	1,861,579
CA_1	32%	975,274	739,367	13%	290,591	258,273	27%	562,218	443,420	27%	1,828,083	1,441,060
CA_2	4%	1,029,339	992,830	0%	258,998	257,762	8%	532,847	494,200	4%	1,821,184	1,744,792
WI_1	10%	1,010,220	918,765	9%	255,283	235,122	14%	489,240	429,313	11%	1,754,743	1,583,200
TX_3	-6%	873,000	927,597	-0%	264,262	265,063	7%	480,760	451,053	-2%	1,618,022	1,643,713
TX_1	-2%	689,787	707,117	1%	209,138	206,875	5%	347,373	331,806	0%	1,246,298	1,245,798
Total	0%	10,963,921	10,957,971	1%	3,097,228	3,080,911	8%	5,722,073	5,282,86	2%	19,783,22	19,321,743

Sales and Forecast by Month

- Actual Sales
- Forecast Sales (SNiave)

Actual Sales and Forecast Sales (SNiave)

1.0M

0.5M

0.0M

month

2015   2016   2017

WALMART SALES ANALYSIS

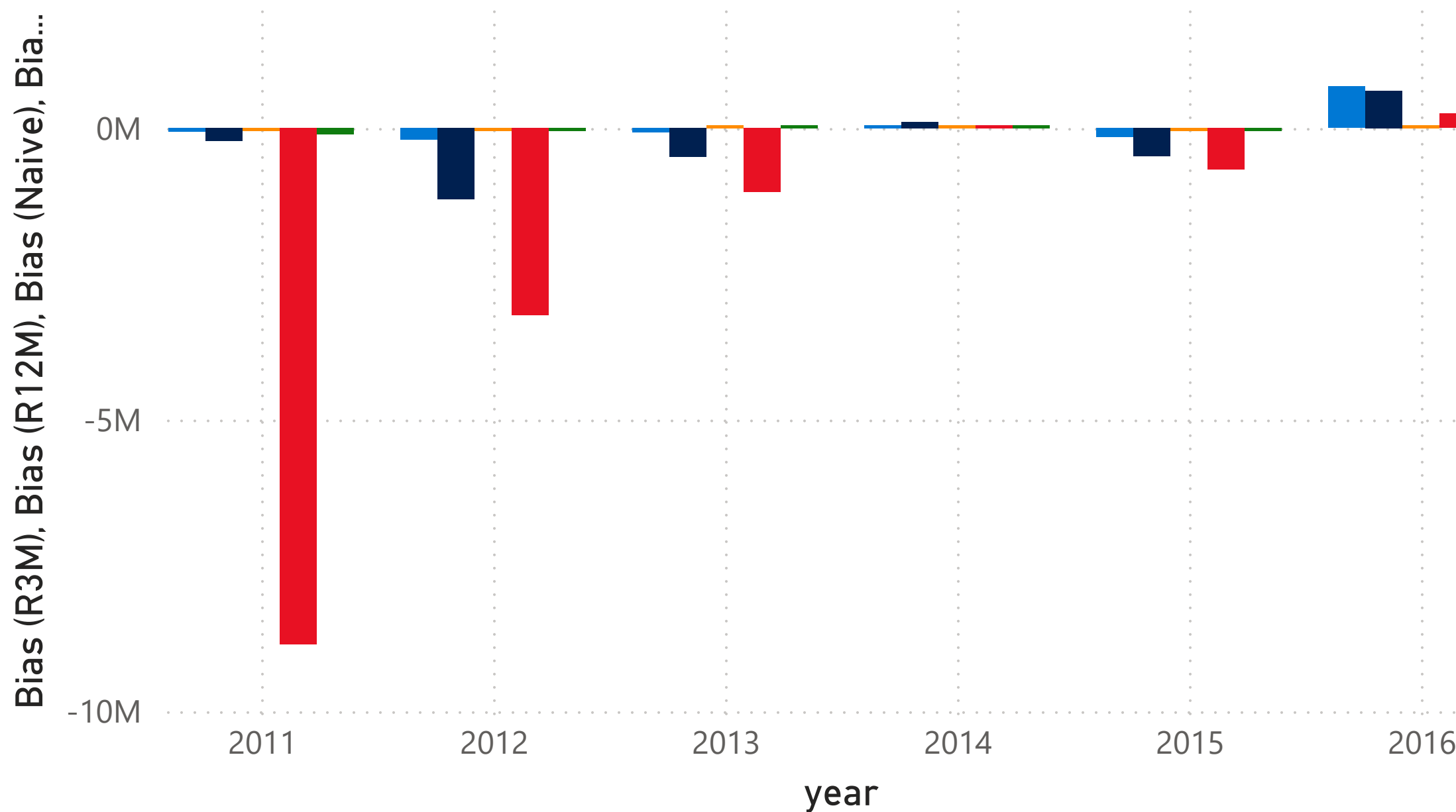| $192M	67M	$2.86	3049	71.16M
-0%	0%	0%		
Total Sales $	Actual Sales	Average Selling Price	Distinct Products Sold	Row Count
Sales $ YoY%	Sales YoY%	ASP YoY%		

BIAS

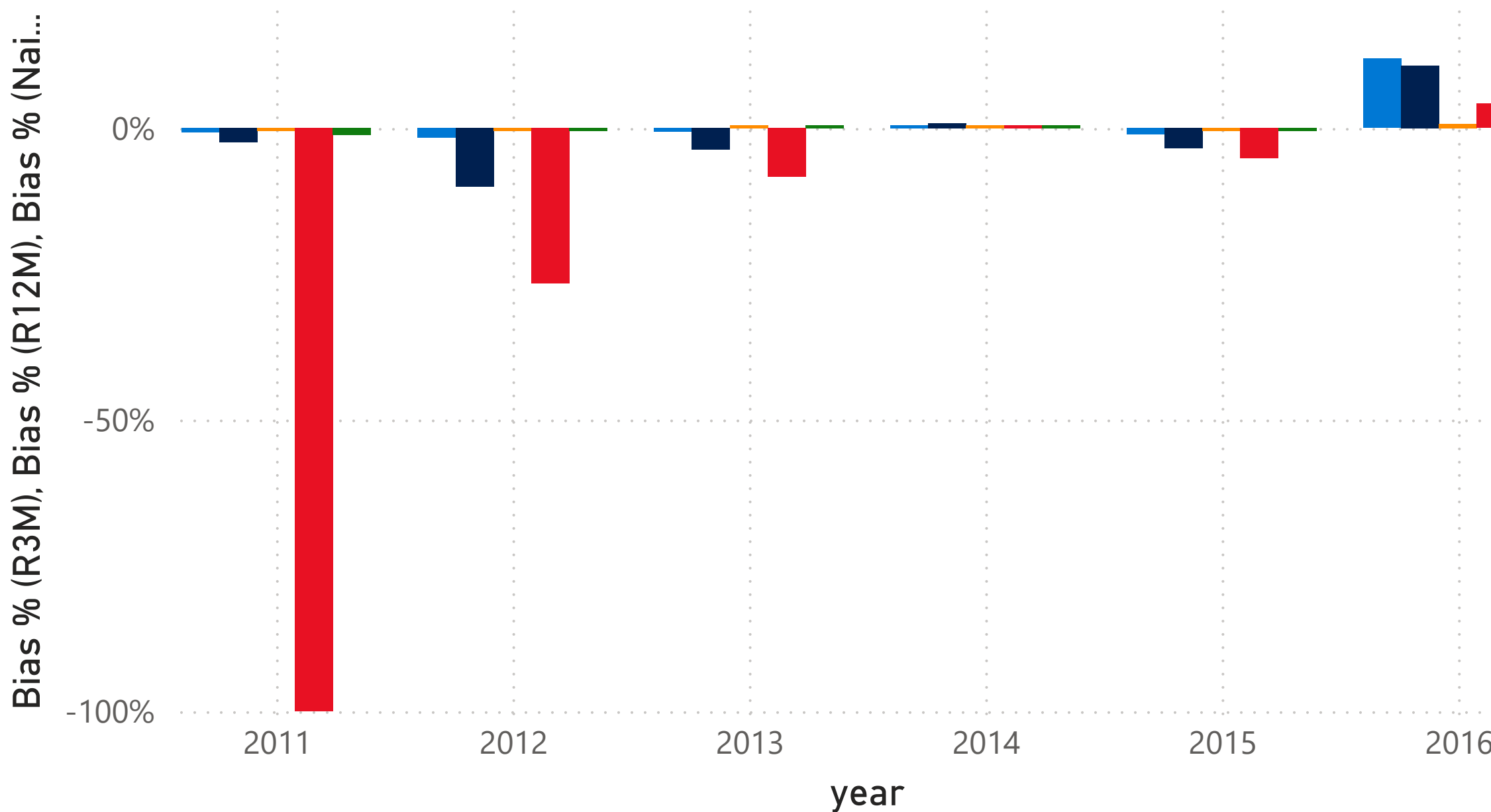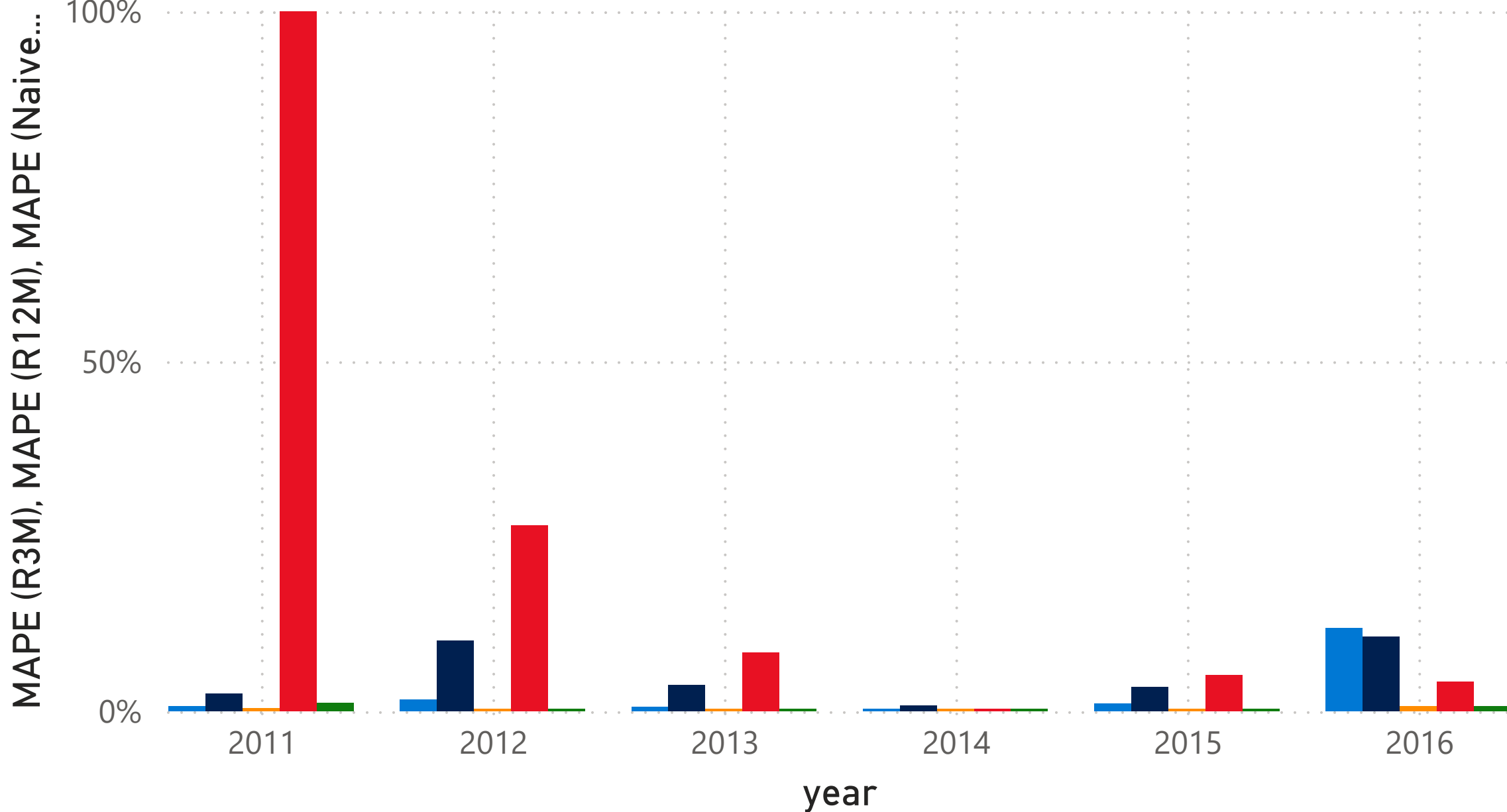● Bias (R3M) ● Bias (R12M) ● Bias (Naive) ● Bias (SNaive) ● Bias (Drift)

BIAS %

● Bias % (R3M) ● Bias % (R12M) ● Bias % (Naive) ● Bias % (SNaive) ● Bias % (Drift)
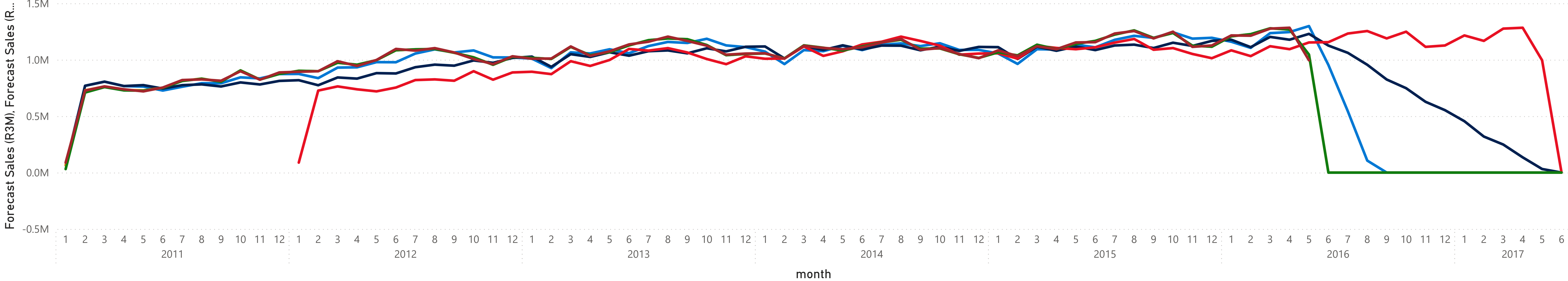

MAPE

● MAPE (R3M) ● MAPE (R12M) ● MAPE (Naive) ● MAPE (SNaive) ● MAPE (Drift)

Forecast Simulations

● Forecast Sales (R3M) ● Forecast Sales (R12M) ● Forecast Sales (Naive) ● Forecast Sales (SNaive) ● Forecast Sales (Drift) ● Actual Sales

WALMART SALES ANALYSIS

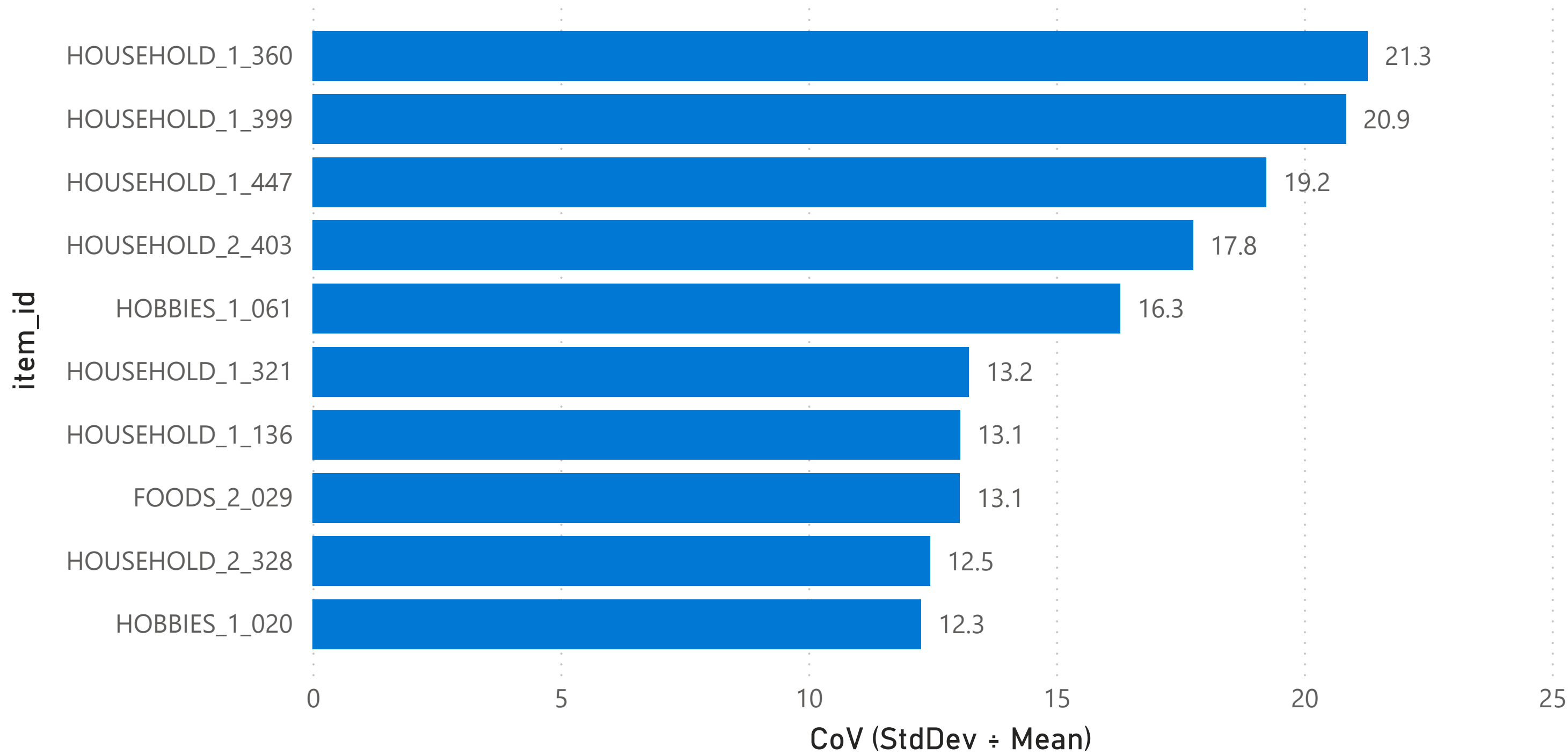| $192M	67M	$2.86	3049	19M
28% Total Sales $ Sales $ YoY%	**25%** Total Sales Sales YoY%	**2%** Average Selling Price ASP YoY%	Distinct Products Sold	Row Count

Top 10 most volatile sales by Product

item_id	CoV (StdDev ÷ Mean)
HOUSEHOLD_1_360	21.3
HOUSEHOLD_1_399	20.9
HOUSEHOLD_1_447	19.2
HOUSEHOLD_2_403	17.8
HOBBIES_1_061	16.3
HOUSEHOLD_1_321	13.2
HOUSEHOLD_1_136	13.1
FOODS_2_029	13.1
HOUSEHOLD_2_328	12.5
HOBBIES_1_020	12.3

Sales by Week

Data points: $84K, $119K, $140K, $122K, $153K, $148K, $175K, $192K (Total Sales $ by date, 2012–2016)
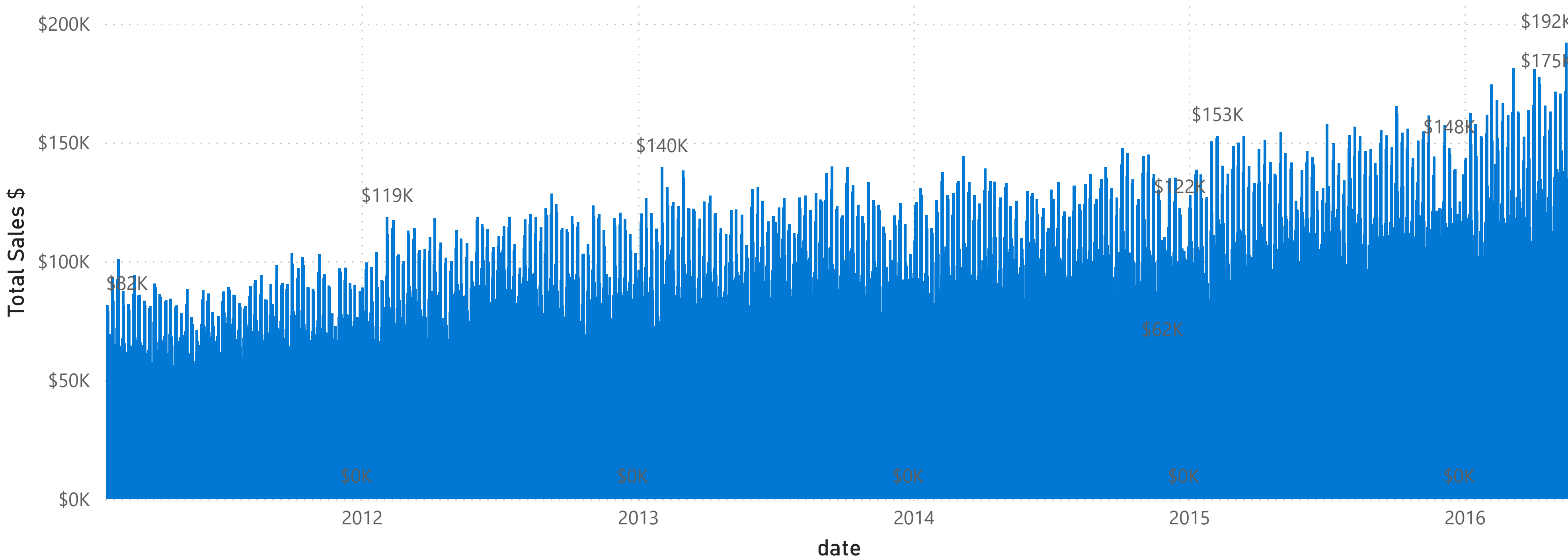
Top 10 Products that have sales fluctuate from the average

item_id	Sales StdDev
FOODS_3_073	179
HOUSEHOLD_2_141	139
FOODS_3_825	133
FOODS_2_139	84
FOODS_1_119	77
HOUSEHOLD_2_459	74
HOUSEHOLD_2_196	58
FOODS_2_389	53
FOODS_3_472	52
HOUSEHOLD_2_377	50

Unusual Weeks (Z-score >2)

Year	wm_yr_wk	Weekly Sales Z Score
2016	11621	-4.1
2016	11620	-4.1
2016	11619	-4.1
2016	11618	-4.1
2016	11617	-2.5
	11548	-3.6
2...	11448	-5.9
2014	11448	-3.1
	11349	-5.3
2013	11349	-3.8
	11249	-4.2
2012	11249	-4.5
	11149	-2.2
2...	11149	-5.6
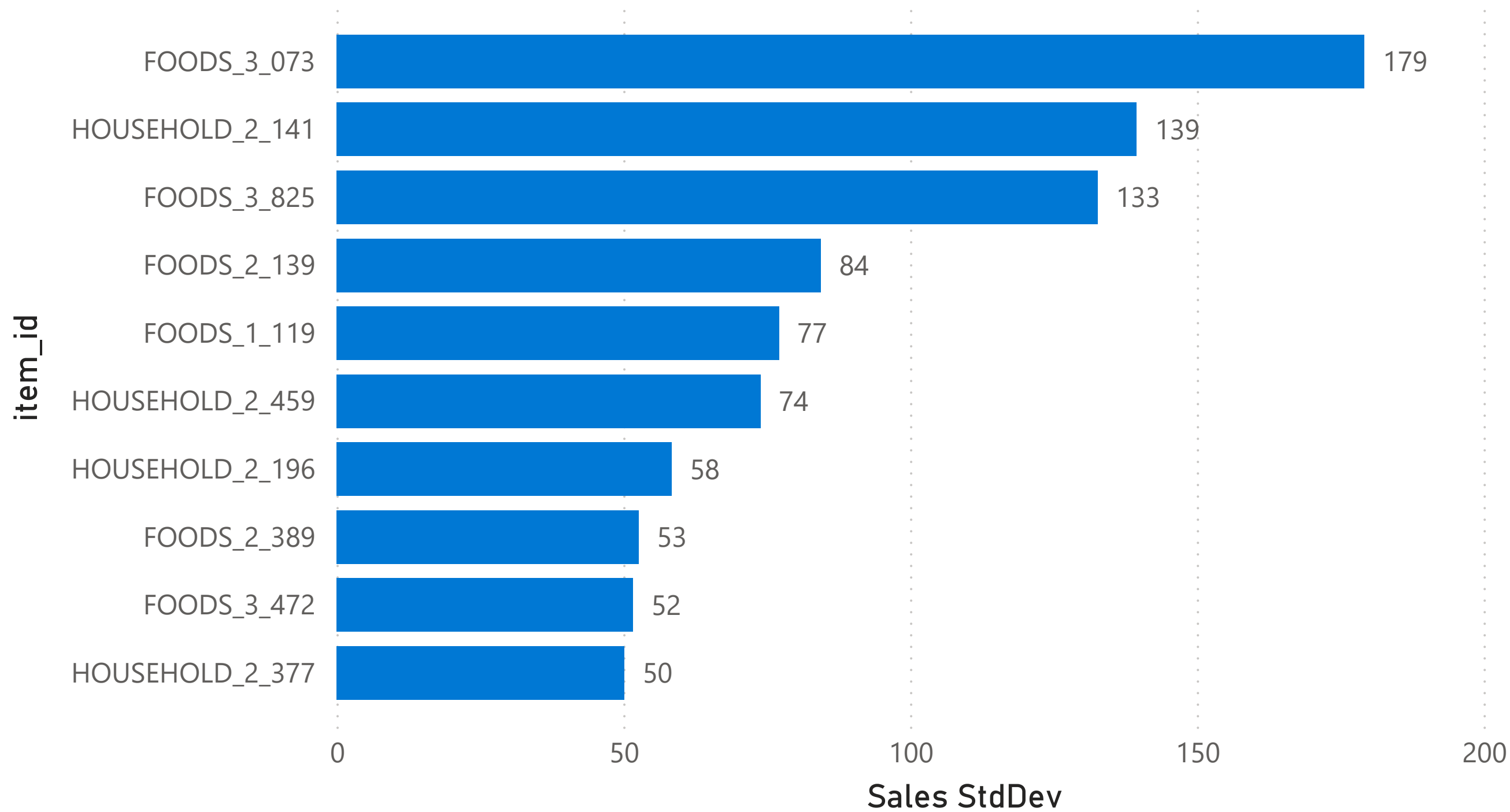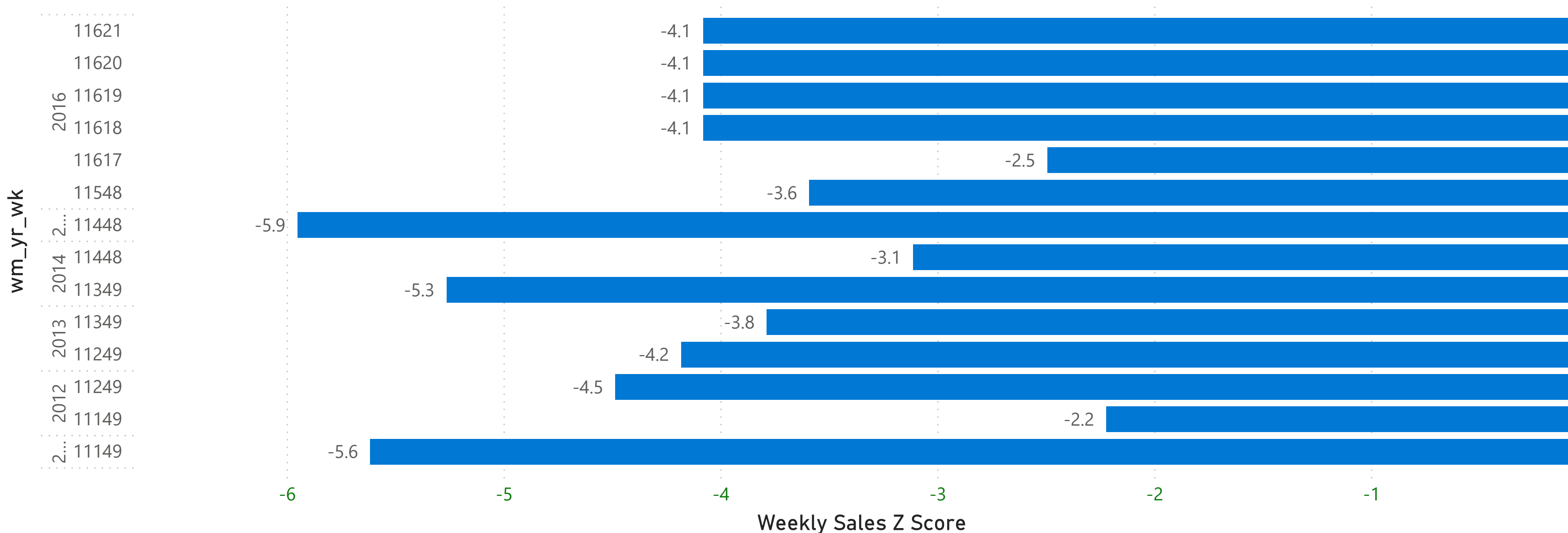
WALMART SALES ANALYSIS

state_id, store_id
All

cat_id, dept_id, item_id
All

result
All

layer
Select all | L0 | L1 | L2

result
Select all | FAIL | PASS | >

metric_type
Select all | distinct_count | dtype | max | min | null_count | row_count | sum

target_table

Search
- Select all
- calendar
- dim_calendar
- dim_sell_prices
- l1_sales
- l2_sales
- l2_sales_long
- sales_train_eval...
- sales_train_valid...
- sample_submiss...
- sell_prices

column_name

Search
- Select all
- --
- cat_id
- d
- d_1
- d_10
- d_100
- d_1000
- d_1001
- d_1002
- d_1003
- d_1004
- d_1005
- d_1006
- d_1007
- d_1008
- d_1009
- d_101

truth_source	layer	target_table	column_name	metric_type	truth_value	actual_value	result
calendar.csv	L0	calendar		row_count	1969.0	1969.0	PASS
calendar.csv	L0	calendar	d	distinct_count	1969.0	1969.0	PASS
calendar.csv	L0	calendar	d	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	d	null_count	0.0	0.0	PASS
calendar.csv	L0	calendar	date	distinct_count	1969.0	1969.0	PASS
calendar.csv	L0	calendar	date	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	date	max		<NA>	SKIPPED
calendar.csv	L0	calendar	date	min		<NA>	SKIPPED
calendar.csv	L0	calendar	date	null_count	0.0	0.0	PASS
calendar.csv	L0	calendar	event_name_1	distinct_count	30.0	30.0	PASS
calendar.csv	L0	calendar	event_name_1	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	event_name_1	null_count	1807.0	1807.0	PASS
calendar.csv	L0	calendar	event_name_2	distinct_count	4.0	4.0	PASS
calendar.csv	L0	calendar	event_name_2	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	event_name_2	null_count	1964.0	1964.0	PASS
calendar.csv	L0	calendar	event_type_1	distinct_count	4.0	4.0	PASS
calendar.csv	L0	calendar	event_type_1	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	event_type_1	null_count	1807.0	1807.0	PASS
calendar.csv	L0	calendar	event_type_2	distinct_count	2.0	2.0	PASS
calendar.csv	L0	calendar	event_type_2	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	event_type_2	null_count	1964.0	1964.0	PASS
calendar.csv	L0	calendar	month	distinct_count	12.0	12.0	PASS
calendar.csv	L0	calendar	month	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	month	max	12.0	12.0	PASS
calendar.csv	L0	calendar	month	min	1.0	1.0	PASS
calendar.csv	L0	calendar	month	null_count	0.0	0.0	PASS
calendar.csv	L0	calendar	month	sum	12455.0	12455.0	PASS
calendar.csv	L0	calendar	snap_CA	distinct_count	2.0	2.0	PASS
calendar.csv	L0	calendar	snap_CA	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	snap_CA	max	1.0	1.0	PASS
calendar.csv	L0	calendar	snap_CA	min	0.0	0.0	PASS
calendar.csv	L0	calendar	snap_CA	null_count	0.0	0.0	PASS
calendar.csv	L0	calendar	snap_CA	sum	650.0	650.0	PASS
calendar.csv	L0	calendar	snap_TX	distinct_count	2.0	2.0	PASS
calendar.csv	L0	calendar	snap_TX	dtype	<NA>	<NA>	PASS
calendar.csv	L0	calendar	snap_TX	max	1.0	1.0	PASS

L0 DQ Tests Pass/Fail/Skipped

result ● PASS ● SKIPPED

(bar chart, target_table vs Count of metric_type)
- sell_prices
- sample_submission
- sales_train_validation
- sales_train_evaluation
- calendar

0% 20% 40% 60% 80% 100%
Count of metric_type

L1 DQ Tests Pass/Fail/Skipped

result ● PASS ● SKIPPED

(bar chart, target_table vs Count of metric_type)
- l1_sales
- dim_sell_prices
- dim_calendar

0% 20% 40% 60% 80% 100%
Count of metric_type
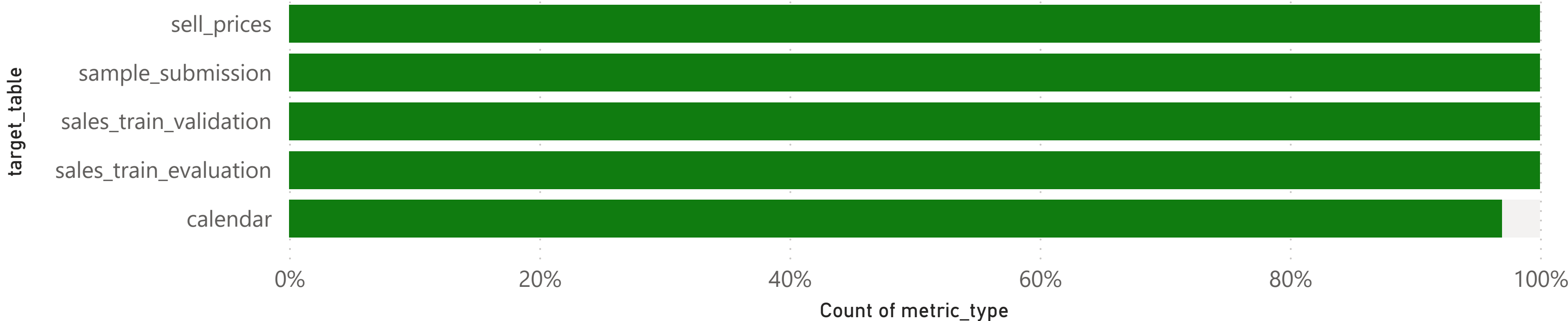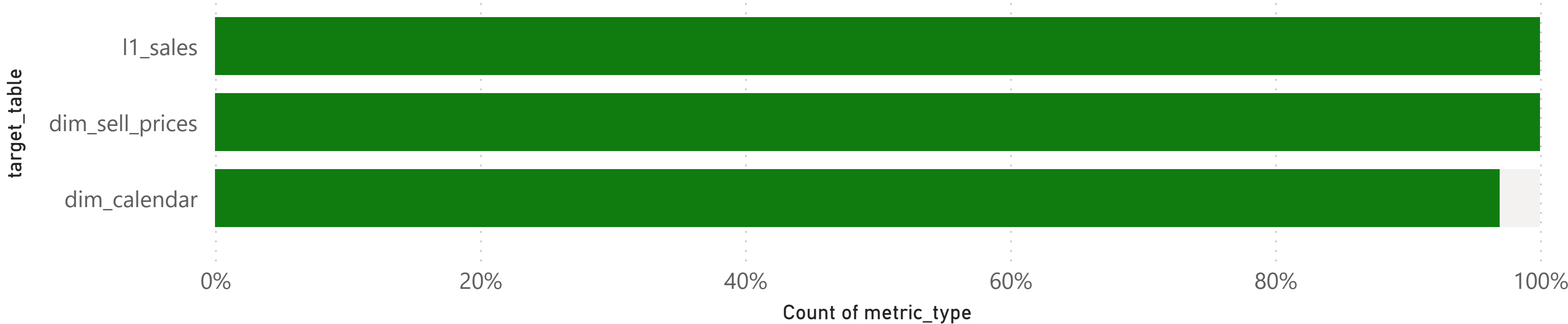
L2 DQ Tests Pass/Fail/Skipped

result ● FAIL ● PASS ● SKIPPED

(bar chart, target_table vs Count of metric_type)
- l2_sales_long
- l2_sales
- dim_sell_prices
- dim_calendar

0% 20% 40% 60% 80% 100%
Count of metric_type