

# Airbnb New User Bookings

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## 1. Problem Definition

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### Define the problem

How do we predict user intent based on their online behavior? Knowing what people's motivations are as they use a web or app can help businesses and service providers show more relevant content and provide greater value.

In this report we look at a [kaggle competition posted by Airbnb](#) that asks competitors to predict the country where a new guest will book their first travel experience. Accurate predictions allow Airbnb to share more personalized content, decrease booking time, and better forecast demand. The competition is posted as a recruiting challenge and provides good motivation to explore a problem that a real-world employer considers important.

### Describe a solution and Identify metrics

Using data provided by Airbnb about US users' demographic and web session records we make 5 predictions per user of where they will stay. Of the 12 possible outcomes, there are 11 destination countries ('US', 'FR', 'CA', 'GB', 'ES', 'IT', 'PT', 'NL', 'DE', 'AU') and 1 outcome of no destination found ('NDF').

Our predictions are evaluated using [NDCG](#). The 5 predictions made per user should be ordered so the most probable destination goes first. The NDCG metric gives higher weight to correct predictions that are higher in order. A perfect score is 1.

A valid solution will produce a model that can achieve an NDCG score of 0.88 or higher on the Public Leaderboard (LB), which would make the top 150 (of 1000+ entries). The Public LB is calculated on 30% of the test data, while the final competition results (or, "Private LB") are based on the other 70%. We use the Public LB to evaluate our performance because most of our work was performed prior to the competition end date 02/11/16.

As a benchmark, we find that a model which predicts the 5 most common outcomes (in order, NDF-US-Other-FR-IT) achieves a Public LB score of 0.85359 (Private 0.85670).

## 2. Exploratory analysis

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### Analyze the problem

The train users data has 213451 users and 15 features. The target variable is `country_destination` and there is a column `date_first_booking` that appears to indicate when the booking was made (if the target variable isn't 'NDF'). There is demographic info for age and gender as well as user data such as dates of visits, signup details, and how the user accessed the service.

The test users data has 62096 users and the same 15 features found in the train set. Even though the target variable isn't

present, there is still a column for `date_first_booking` that is populated with null values.

There are also 3 additional files that may help our predictions:

**sessions.csv:** web sessions log for users

**countries.csv:** summary statistics of destination countries in this dataset and their locations

**age\_gender\_bkts.csv:** summary statistics of users' age group, gender, country of destination

## Country destination (target variable)

Over half the train users did not book a destination ('NDF'), and the 'US' is the most common destination country.

### destination, count, pct

NDF, 124543, .5834

US, 62376, .2922

other, 10094, .0472

FR, 5023, .0235

IT, 2835, .0132

GB, 2324, .0108

ES, 2249, .0105

CA, 1428, .0066

DE, 1061, .0049

NL, 762, .0035

AU, 539, .0025

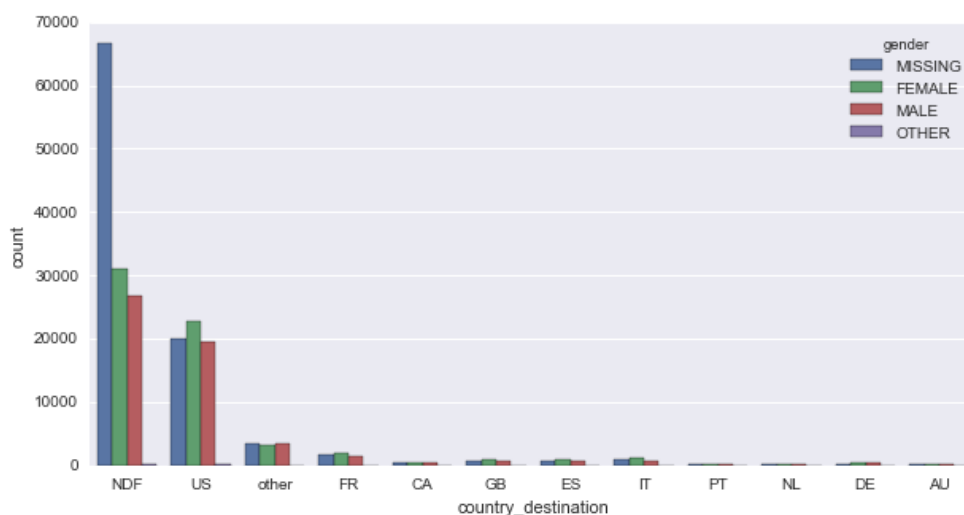
PT, 217, .0010

## Missing data

After replacing the value '-unknown-' in feature `gender` with nan there are 4 features with null values ( `date_first_booking` , `gender` , `age` , `first_affiliate_tracked` ). The `date_first_booking` nulls can be ignored because they will ultimately not be used to make predictions, and we will fill in the remaining null values.

## Gender

Many users have missing gender info, and there are more female users than male. It also appears that the overall distribution of gender in the train user data does not replicate precisely for each country, so it could be useful in our predictions.

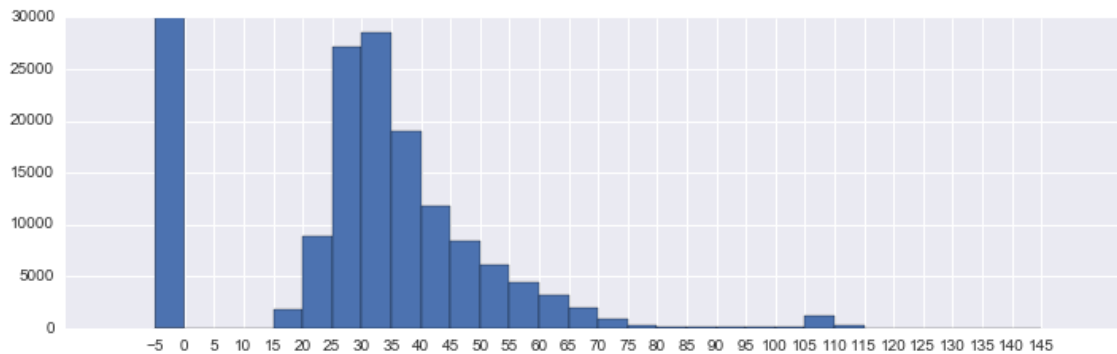


## Age

There are missing many age values, and some of the existing values appear inaccurate. There are ages as low as 1 and as high as 2014. We will address these values during feature pre-processing.

In the below chart there is a modal peak in the 30-35 bucket, with a large proportion of users falling in the 25-35 range. Removing values above 100 produces a set with mean 36.5, median 34.0, and std dev 11.7.

```
missing values: 87990
values above 1900: 779
```



## Age Gender Buckets csv file

The data is useful in exploring how user demographics seem to impact the destination, but is not merged with the train user data to make predictions. We instead rely on the trained classifier to detect these relationships.

## Countries csv file

Some tests were performed that joined `language_levenshtein_distance` in this file to the rest of the user data on `destination_language`, but the feature did not improve prediction accuracy.

## Identity suitable ML algorithm(s)

We approach this multi-class classification problem with supervised learning of [Decision trees](#). Decision trees predict a target variable by learning simple decision rules detected in feature data, and are appropriate here for some of the following reasons:

- can handle numerical and categorical data
- can handle multiple classes
- can handle missing data

However, decision trees can often produce weak classifiers, so we utilize two ensemble methods to improve predictive power. First we use a [random forest classifier](#), an ensemble method that fits a number of decision trees on subsamples of a dataset and averages results. Next we use XGBoost, which has proven [effective in kaggle competitions](#).

[XGBoost](#) is an optimized distributed gradient boosting library designed to be highly efficient, flexible and portable. It implements machine learning algorithms under the Gradient Boosting framework, which produces an ensemble of weak decision tree learners via additive training (boosting).

## 3. Solution implementation

## Pre-process the data

### Date features

There are two date format features ( `date_account_created` , `timestamp_first_active` ) that we separate into 3 columns each: year, month, day. We then create a new feature to capture the days difference between the two ( `dac_tfa` ).

### Age

We keep all age values between 0-99 and explore two options to deal with values >99.

- Option 1: treat all ages 100+ the same as nulls by converting to -1.
- Option 2: retain all values up to 1900 and assume that those above 1900 refer to a year that can convert to age by subtracting from 2015.

### One hot encoding features

We engineer categorical data so that each value gets a separate column with a 1 or 0 value.

## Implement and measure performance

We first train the random forest model with 25 estimators using [grid search](#) and a [custom NDCG scorer](#) from kaggle scripts. The parameters we search over are:

```
'min_samples_split': [2, 20],  
'max_depth': [6, 8]
```

After doing the grid search, we find the best classifier has max depth 6 and min samples split 20.

```
mean: 0.79675, std: 0.00522, params: {'min_samples_split': 20, 'max_depth': 6}
```

We [submit our predictions](#) on the test data and get a result of 0.85407 (Private score 0.85702). This is only slightly better than our benchmark of 0.85359 (Private 0.85670).

## Iterate and reflect

To improve our performance, we do the following:

- Revisit age feature: use Option 2 to deal with the age values >99.
- Merge sessions data: use the sessions data by grouping users by `user_id` and `action_detail` and counting each unique `action_detail` event per `user_id`.
- Train XGBoost classifier: use the [sklearn interface for XGBoost](#) to train our model for 50 rounds.

Below are some of the parameters tuned in the XGBoost model:

- change the objective to 'multi:softprob' to handle multiclass classification
- increase the `max_depth` to 6 to enable learning a more complex model
- increase `learning_rate` to 0.25 to make boosting less conservative
- decrease `subsample` to 0.8 and `colsample_bytree` to 0.7 to help prevent overfitting

Instead of grid search we split the train data further into training and validation sets and stop training early if our validation error does not improve in 10 rounds. Our evaluation metric is 'merror', which calculates  $\#(\text{wrong cases})/\#(\text{all cases})$ . During previous experiments this metric was shown to have generally the same success on the test set as multiclass logloss.

Attempts to use NDCG were not successful.

## Comparing the predictions

Below we see the resulting NDCG scores. Another XGBoost classifier was also trained with the "Option 1" treatment of age used with the Random Forest model.

The XGBoost with "Option 2" treatment of age was the only approach that achieved a Public score above 0.88. However, the XGBoost with "Option 1" did have a slightly better Private score.

## NDCG Scores

Model	Convert age	Validation score	Test (Public score)	Test (Private score)
XGBoost	Option 2	0.83187	0.88007	0.88454
XGBoost	Option 1	0.83337	0.87924	0.88458
Random Forest (no sessions data)	Option 1	0.79675	0.85407	0.85702
Benchmark (repeat top 5)	—	—	0.85359	0.85670

## Concluding remarks

Working on this project illustrated how much work can go into pre-processing data before fitting a model, including joining data from multiple files, one hot encoding categorical variables, and handling missing or erroneous data

In addition, the process of feature selection showed how much flexibility exists in the creation and utilization of features. There were many parts of the provided data that were used but ultimately discarded, and there are many more features that could have been created but were not tested out.

Some of the ideas that were explored but didn't improve performance include:

- PCA reduced data to 30 dimensions
- Discarding age values at "reasonable" points like under 14 and over 90
- Summing `secs_elapsed` in session data didn't improve on using the number of unique `action_detail` events
- Adding `language_levenshtein_distance` from the countries file

Lastly, it was fun to iterate on predictions to the kaggle site to see how much improvement could be made on the leaderboard. The process definitely gave me confidence to enter future competitions as well as apply machine learning techniques to new datasets outside Udacity.