Analyzing eCommerce Business Performance with SQL

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Overview:

In a company measuring business performance is very important to track, monitor, and assess the success or failure of various business processes. This can help us to see current market conditions, growth analysis, and product analysis, and to develop opportunities for new, more effective business methods. Therefore, this project will analyze the business performance of an eCommerce company, taking into account several business metrics, namely customer growth, product quality, and payment types.

In this project, an analysis will be carried out using PostgreSQL, and visualizing the results using Tableau.



Datasets:

The dataset used is provided by Rakamin Academy, <u>Brazilian E-Commerce Public Dataset by Olist</u>. Or it can be accessed on the <u>kaggle dataset</u>. This is a Brazilian e-commerce public dataset of orders made at the Olist Store. The dataset has information on 100k orders from 2016 to 2018 made at multiple marketplaces in Brazil. Its features allow viewing orders from various dimensions: from order status, price, payment, and freight performance to customer location, product attributes, and finally reviews written by customers. This also released a geolocation dataset that relates Brazilian zip codes to lat/long coordinates.

SQL Query Files:

- <u>01. Data Preparation.sql</u>
- 02. Annual Customer Activity Growth Analysis.sql
- 03. Annual Product Category Quality Analysis.sql
- 04. Annual Payment Type Usage Analysis.sql

ERD Files:

- ERD Final.pgerd
- ERD Final.png

Tugas 1 Data Preparation

1. Create Database

Create a database as a repository for datasets

CREATE DATABASE ecommerce:

2. Create Tables

Create tables for 8 csv datasets and define column names, data types, and primary keys

Table product

```
CREATE TABLE products (
    column1 int4 NULL,
    product_id varchar(50) NOT NULL,
    product_category_name varchar(50) NULL,
    product_name_lenght float8 NULL,
    product_description_lenght float8 NULL,
    product_photos_qty float8 NULL,
    product_weight_g float8 NULL,
    product_length_cm float8 NULL,
    product_length_cm float8 NULL,
    product_height_cm float8 NULL,
    product_width_cm float8 NULL,
    CONSTRAINT products_pk PRIMARY KEY (product_id)
);
```

Table order_payment

```
CREATE TABLE order_payments (
order_id varchar(50) NULL,
payment_sequential int4 NULL,
payment_type varchar(50) NULL,
payment_installments int4 NULL,
payment_value float8 NULL
);
```

• Table order_reviews

```
CREATE TABLE order_reviews (
review_id varchar(100) NULL,
order_id varchar(100) NULL,
```

```
review_score int4 NULL,
review_comment_title varchar(100) NULL,
review_comment_message varchar(400) NULL,
review_creation_date timestamp NULL,
review_answer_timestamp timestamp NULL
);
```

Table orders

```
create table orders (
order_id varchar(50) NOT NULL,
customer_id varchar(50) NULL,
order_status varchar(50) NULL,
order_purchase_timestamp timestamp NULL,
order_approved_at timestamp NULL,
order_delivered_carrier_date timestamp NULL,
order_delivered_customer_date timestamp NULL,
order_estimated_delivery_date timestamp NULL,
CONSTRAINT orders_pk PRIMARY KEY (order_id)
);
```

• Table customers

```
CREATE TABLE customers (
    customer_id varchar(50) NOT NULL,
    customer_unique_id varchar(50) NULL,
    customer_zip_code_prefix varchar(50) NULL,
    customer_city varchar(50) NULL,
    customer_state varchar(50) NULL,
    CONSTRAINT customers_pk PRIMARY KEY (customer_id)
);
```

• Table geolocation (dirty)

```
CREATE TABLE geolocation_dirty (
    geolocation_zip_code_prefix varchar(50) NULL,
    geolocation_lat float8 NULL,
    geolocation_lng float8 NULL,
    geolocation_city varchar(50) NULL,
    geolocation_state varchar(50) NULL
);
```

• Table seller

```
CREATE TABLE sellers (
seller_id varchar(50) NOT NULL,
seller_zip_code_prefix varchar(50) NULL,
seller_city varchar(50) NULL,
seller_state varchar(50) NULL,
CONSTRAINT sellers_pk PRIMARY KEY (seller_id)
);
```

• Table order_items

```
CREATE TABLE order_items (
order_id varchar(50) NULL,
order_item_id int4 NULL,
product_id varchar(50) NULL,
seller_id varchar(50) NULL,
shipping_limit_date timestamp NULL,
price float8 NULL,
freight_value float8 NULL
);
```

3. Import Datasets

After making sure column names and data types match, then we enter the .csv data into each table.

• Import product dataset

```
COPY products(
    column1,
    product_id,
    product_category_name,
    product_name_lenght,
    product_description_lenght,
    product_photos_qty,
    product_weight_g,
    product_length_cm,
    product_height_cm,
    product_width_cm
)
FROM
'\Dataset\product_dataset.csv'
DELIMITER "
CSV HEADER;
ALTER TABLE products DROP COLUMN column1;
```

• Import order_payments dataset

```
COPY order_payments(
    order_id,
    payment_sequential,
    payment_type,
    payment_installments,
    payment_value
)
FROM
'\Dataset\order_payments_dataset.csv'
DELIMITER',
CSV HEADER;
```

• Import order_reviews dataset

```
COPY order_reviews(
    review_id,
    order_id,
    review_score,
    review_comment_title,
    review_comment_message,
    review_creation_date,
    review_answer_timestamp
)
FROM
'\Dataset\order_reviews_dataset.csv'
DELIMITER';
CSV HEADER;
```

• Import orders dataset

```
COPY orders(
    order_id,
    customer_id,
    order_status,
    order_purchase_timestamp,
    order_approved_at,
    order_delivered_carrier_date,
    order_delivered_customer_date,
    order_estimated_delivery_date
)
FROM
'\Dataset\orders_dataset.csv'
DELIMITER';
CSV HEADER;
```

• Import customers dataset

```
COPY customers(
    customer_id,
    customer_unique_id,
    customer_zip_code_prefix,
    customer_city,
    customer_state
)
FROM
'\Dataset\customers_dataset.csv'
DELIMITER',
CSV HEADER;
```

• Import sellers dataset

• Import order_items dataset

```
COPY order_items(
    order_id,
    order_item_id,
    product_id,
    seller_id,
    shipping_limit_date,
    price,
    freight_value
)
FROM
'\Dataset\order_items_dataset.csv'
DELIMITER',
CSV HEADER;
```

• Import geolocation (dirty) dataset

```
COPY geolocation_dirty(
    geolocation_zip_code_prefix,
    geolocation_lat,
    geolocation_lng,
    geolocation_city,
    geolocation_state
)
FROM
'\Dataset\geolocation_dataset.csv'
DELIMITER',
CSV HEADER:
```

Specifically for geolocation data, cleaning will be carried out first including:

- 1. Drop Duplicate Rows
- 2. Change Special Character in City
- 3. Input new geolocations from customers and sellers

```
-- ===== geolocation (clean) ======
-- create geolocation clean
CREATE TABLE geolocation_dirty2 AS
SELECT geolocation_zip_code_prefix, geolocation_lat, geolocation_lng,
REPLACE(REPLACE(
TRANSLATE(TRANSLATE(TRANSLATE(TRANSLATE(
TRANSLATE(TRANSLATE(TRANSLATE(TRANSLATE(
geolocation_city, '£,3,´,', "), ``, ""),
'é,ê', 'e,e'), 'á,â,ã', 'a,a,a'), 'ô,ó,õ', 'o,o,o'),
    'ç', 'c'), 'ú,ü', 'u,u'), 'í', 'i'),
    '4o', '4°'), '* ', "), '%26apos%3b', ""
) AS geolocation_city, geolocation_state
from geolocation_dirty gd;
CREATE TABLE geolocation AS
WITH geolocation AS (
    SELECT geolocation_zip_code_prefix,
    geolocation_lat,
    geolocation_lng,
    geolocation_city,
    geolocation_state FROM (
              SELECT*,
                       ROW_NUMBER() OVER (
                                 PARTITION BY geolocation_zip_code_prefix
                       ) AS ROW_NUMBER
```

```
FROM geolocation_dirty2
    ) TEMP
    WHERE ROW_NUMBER = 1
),
custgeo AS (
    SELECT customer_zip_code_prefix, geolocation_lat,
    geolocation_lng, customer_city, customer_state
    FROM (
              SELECT *.
                       ROW_NUMBERO OVER (
                                PARTITION BY customer_zip_code_prefix
                      ) AS ROW_NUMBER
              FROM (
                       SELECT customer_zip_code_prefix, geolocation_lat,
                       geolocation_lng, customer_city, customer_state
                       FROM customers cd
                       LEFT JOIN geolocation_dirty gdd
                       ON customer_city = geolocation_city
                       AND customer_state = geolocation_state
                       WHERE customer_zip_code_prefix NOT IN (
                                SELECT geolocation_zip_code_prefix
                                FROM geolocation gd
                      )
              ) geo
    ) TEMP
    WHERE ROW_NUMBER = 1
),
sellgeo AS (
    SELECT seller_zip_code_prefix, geolocation_lat,
    geolocation_lng, seller_city, seller_state
    FROM (
              SELECT *.
                       ROW_NUMBER() OVER (
                                PARTITION BY seller_zip_code_prefix
                      ) AS ROW_NUMBER
              FROM (
                       SELECT seller_zip_code_prefix, geolocation_lat,
                       geolocation_lng, seller_city, seller_state
                       FROM sellers cd
                       LEFT JOIN geolocation_dirty gdd
                       ON seller_city = geolocation_city
                       AND seller_state = geolocation_state
                       WHERE seller_zip_code_prefix NOT IN (
                                SELECT geolocation_zip_code_prefix
```

```
FROM geolocation gd
                             UNION
                             SELECT customer_zip_code_prefix
                             FROM custgeo cd
                    )
            ) geo
    ) TEMP
    WHERE ROW_NUMBER = 1
)
SELECT *
FROM geolocation
UNION
SELECT *
FROM custgeo
UNION
SELECT *
FROM sellgeo;
```

ALTER TABLE geolocation ADD CONSTRAINT geolocation_pk PRIMARY KEY (geolocation_zip_code_prefix);

4. Entity Relationship (Constraint & Foreign Key)

First of all, we will define the relationship between columns based on primary key to foreign key by storing them

products → order_items

```
ALTER TABLE order_items
ADD CONSTRAINT order_items_fk_product
FOREIGN KEY (product_id) REFERENCES products(product_id)
ON DELETE CASCADE ON UPDATE CASCADE;
```

sellers → order_items

```
ALTER TABLE order_items
ADD CONSTRAINT order_items_fk_seller
FOREIGN KEY (seller_id) REFERENCES sellers(seller_id)
ON DELETE CASCADE ON UPDATE CASCADE:
```

orders → order_items

```
ALTER TABLE order_items
ADD CONSTRAINT order_items_fk_order
```

FOREIGN KEY (order_id) REFERENCES orders(order_id) ON DELETE CASCADE ON UPDATE CASCADE;

• orders → order_payments

ALTER TABLE order_payments

ADD CONSTRAINT order_payments_fk

FOREIGN KEY (order_id) REFERENCES orders(order_id)

ON DELETE CASCADE ON UPDATE CASCADE:

orders → order_reviews

ALTER TABLE order_reviews

ADD CONSTRAINT order_reviews_fk

FOREIGN KEY (order_id) REFERENCES orders(order_id)

ON DELETE CASCADE ON UPDATE CASCADE:

• customers → orders

ALTER TABLE orders

ADD CONSTRAINT orders_fk

FOREIGN KEY (customer_id) REFERENCES customers(customer_id)

ON DELETE CASCADE ON UPDATE CASCADE:

geolocation -> customers

ALTER TABLE customers

ADD CONSTRAINT customers_fk

FOREIGN KEY (customer_zip_code_prefix) REFERENCES geolocation(geolocation_zip_code_prefix)

ON DELETE CASCADE ON UPDATE CASCADE;

geolocation → sellers

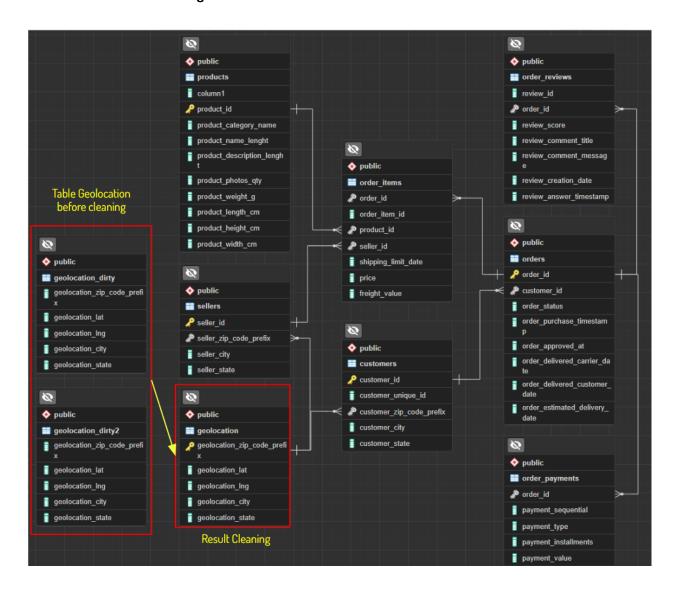
ALTER TABLE sellers

ADD CONSTRAINT sellers_fk

FOREIGN KEY (seller_zip_code_prefix) REFERENCES geolocation(geolocation_zip_code_prefix)

ON DELETE CASCADE ON UPDATE CASCADE;

So that the Generate ERD Diagram results are as follows:



Tugas 2 Annual Customer Activity Growth Analysis

1. Average Monthly Active User (MAU) per year

Displays the average number of monthly active users (monthly active users) for each year

- Create a subquery that shows the number of customers in each month in each year
- Perform the aggregation function to get the average monthly customer per year

year double precision	avg_monthly_active_user numeric
2016	108
2017	3694
2018	5338

2. Total new customers per year

Displays the number of new customers in each year

- Create a subquery that shows first date orders from each customer
- Perform the aggregation function to get the number of new customers per year

```
SELECT

date_part('year', first_date_order) AS year,

count(customer_unique_id) AS new_customers

FROM (

SELECT

c.customer_unique_id,

min(o.order_purchase_timestamp) AS first_date_order
```

```
FROM orders o
JOIN customers c
ON o.customer_id = c.customer_id
GROUP BY 1
) first_order
GROUP BY 1
ORDER BY 1;
```

year double precision	new_customers bigint
2016	326
2017	43708
2018	52062

3. The number of customers who make repeat orders per year

Displays the number of customers who make purchases more than once (repeat orders) in each year

- Create a subquery that shows the number of orders for each customer
- Do a filter on customers who have the number of orders >1
- Perform the aggregation function to get the number of customers who make repeat orders
 SELECT

```
year,
         count(DISTINCT customer_unique_id) AS repeat_customers
FROM (
         SELECT
                  date_part('year', o.order_purchase_timestamp) AS year,
                  c.customer_unique_id,
                  count(c.customer_unique_id) AS n_customer,
                  count(o.order_id) AS n_order
         FROM orders o
         JOIN customers c
         ON o.customer_id = c.customer_id
         GROUP BY 1,2
         HAVING count(o.order_id) > 1
) repeat_order
GROUP BY 1
ORDER BY 1:
```

year double precision	repeat_customers bigint
2016	3
2017	1256
2018	1167

4. Average order frequency for each year

Displays the average number of orders made by customers for each year

- Create a subquery that shows the number of orders for each customer
- Perform aggregation function to get average orders per year

```
SELECT
        year,
        round(avg(n_order), 2) AS avg_num_orders
FROM (
        SELECT
                 date_part('year', o.order_purchase_timestamp) AS year,
                 c.customer_unique_id,
                 count(c.customer_unique_id) AS n_customer,
                 count(o.order_id) AS n_order
        FROM orders o
         JOIN customers c
        ON o.customer_id = c.customer_id
        GROUP BY 1,2
) order_customer
GROUP BY 1
ORDER BY 1;
```

year double precision	avg_num_orders numeric
2016	1.01
2017	1.03
2018	1.02

5. Master table which contains all the above information

Combines the four metrics that have been successfully displayed into one table view

• Create a temporary table for the previous subtasks first

```
WITH tbl_mau AS (
SELECT
```

```
year,
                  floor(avg(n_customers)) AS avg_monthly_active_user
         FROM (
                  SELECT
                           date_part('year', o.order_purchase_timestamp) AS year,
                           date_part('month', o.order_purchase_timestamp) AS month,
                           count(DISTINCT c.customer_unique_id) AS n_customers
                  FROM orders o
                  JOIN customers c
                  ON o.customer_id = c.customer_id
                  GROUP BY 1,2
         ) monthly
         GROUP BY 1
),
tbl newcust AS (
         SELECT
                  date_part('year', first_date_order) AS year,
                  count(customer_unique_id) AS new_customers
         FROM (
                  SELECT
                          c.customer_unique_id,
                           min(o.order_purchase_timestamp) AS first_date_order
                  FROM orders o
                  JOIN customers c
                  ON o.customer_id = c.customer_id
                  GROUP BY 1
         ) first_order
         GROUP BY 1
),
tbl_repcust AS (
         SELECT
                  count(DISTINCT customer_unique_id) AS repeat_customers
         FROM (
                  SELECT
                           date_part('year', o.order_purchase_timestamp) AS year,
                           c.customer_unique_id,
                           count(c.customer_unique_id) AS n_customer,
                          count(o.order_id) AS n_order
                  FROM orders o
                  JOIN customers c
                  ON o.customer_id = c.customer_id
                  GROUP BY 1,2
                  HAVING count(o.order_id) > 1
```

```
) repeat_order
         GROUP BY 1
),
tbl_avgorder AS (
         SELECT
                  year,
                 round(avg(n_order), 2) AS avg_num_orders
         FROM (
                 SELECT
                          date_part('year', o.order_purchase_timestamp) AS year,
                          c.customer_unique_id,
                          count(c.customer_unique_id) AS n_customer,
                          count(o.order_id) AS n_order
                  FROM orders o
                  JOIN customers c
                  ON o.customer_id = c.customer_id
                  GROUP BY 1,2
         ) order_customer
         GROUP BY 1
)
SELECT
         tm.year,
         tm.avg_monthly_active_user,
         tn.new_customers,
         tr.repeat_customers,
         ta.avg_num_orders
FROM tbl_mau tm
JOIN tbl_newcust tn
ON tm.year = tn.year
JOIN tbl_repcust tr
ON tm.year = tr.year
JOIN tbl_avgorder ta
ON tm.year = ta.year
ORDER BY 1;
```

year double precision	avg_monthly_active_user numeric	new_customers bigint	repeat_customers bigint	avg_num_orders numeric
2016	108	326	3	1.01
2017	3694	43708	1256	1.03
2018	5338	52062	1167	1.02

Tugas 3 Annual Product Category Quality Analysis

Reset Table

To ensure the results do not increase or differ from the initial input

```
DROP TABLE IF EXISTS total_revenue_year;
DROP TABLE IF EXISTS total_canceled_orders_year;
DROP TABLE IF EXISTS top_product_category_revenue_year;
DROP TABLE IF EXISTS top_product_category_canceled_year;
```

1. Table of revenue per year

Create a table that contains total company revenue information for each year

- Create CTE revenue_orders to store the amount of revenue for each order, this is to reduce computation on joins
- Revenue is obtained by adding up the price and freight value
- Using the aggregation function to add up the amount of revenue from orders each year
- Setting filter = 'delivered' because it is necessary to approve that the transaction is fully completed

```
CREATE TABLE total_revenue_year AS
WITH revenue orders AS (
         SELECT
                  order_id.
                  sum(price + freight_value) AS revenue
         FROM order_items oi
         GROUP BY 1
)
SELECT
         date_part('year', o.order_purchase_timestamp) AS year,
         sum(po.revenue) AS revenue
FROM orders o
JOIN revenue_orders po
ON o.order_id = po.order_id
WHERE o.order status = 'delivered'
GROUP BY 1
ORDER BY 1:
```

year double precision	revenue double precision
2016	46653.74000000004
2017	6921535.239999719
2018	8451584.769999959

2. Table of the number of canceled orders per year

Create a table that contains information on the total number of cancel orders for each year

- Using the aggregation function to add up the number of orders from orders each year
- Setting filter = 'canceled' because it is necessary to approve that the transaction is canceled

```
CREATE TABLE total_canceled_orders_year AS

SELECT

date_part('year', order_purchase_timestamp) AS year,
count(order_id) AS total_cancel

FROM orders o

WHERE order_status = 'canceled'

GROUP BY 1

ORDER BY 1;
```

year double precision	total_cancel bigint
2016	26
2017	265
2018	334

3. Table of the top categories that generate the largest revenue per year

Create a table containing the product category names that provide the highest total revenue for each year

- Create CTE for total revenue for each product category each year.
- Using the window function ROW_NUMBER() to rank revenue
- Setting filter rank = 1 to get the top product category each year

```
CREATE TABLE top_product_category_revenue_year AS
WITH revenue_category_orders AS (

SELECT

date_part('year', o.order_purchase_timestamp) AS year,
p.product_category_name,
sum(oi.price + oi.freight_value) AS revenue,
ROW_NUMBER() OVER(

PARTITION BY date_part('year', o.order_purchase_timestamp)
ORDER BY sum(oi.price + oi.freight_value) desc
) AS rank
FROM orders o
JOIN order_items oi
ON o.order_id = oi.order_id
JOIN products p
ON oi.product_id = p.product_id
```

```
WHERE order_status = 'delivered'
GROUP BY 1, 2

SELECT

year,

product_category_name,

revenue

FROM revenue_category_orders

WHERE rank = 1;
```

year double precision	product_category_name character varying (50)	revenue double precision
2016	furniture_decor	6899.349999999999
2017	bed_bath_table	580949.2000000025
2018	health_beauty	866810.3399999987

4. Table of categories that experienced the most canceled orders per year

Create a table containing the names of the product categories that have the highest number of canceled orders for each year

- Create a CTE for the number of orders canceled for each product category each year.
- Uses the window function ROW_NUMBER() to rank the number of canceled numbers
- Setting filter rank = 1 to get the top cancel product category each year

```
CREATE TABLE top_product_category_canceled_year AS
WITH canceled_category_orders AS (
         SELECT
                  date_part('year', o.order_purchase_timestamp) AS year,
                  p.product_category_name,
                  count(*) AS total_cancel,
                  ROW_NUMBER() OVER(
                          PARTITION BY date_part('year', o.order_purchase_timestamp)
                          ORDER BY count(*) desc
                  ) AS rank
         FROM orders o
         JOIN order_items oi
         ON o.order_id = oi.order_id
         JOIN products p
         ON oi.product_id = p.product_id
         WHERE order_status = 'canceled'
         GROUP BY 1.2
)
```

SELECT

year,

product_category_name, total_cancel

FROM canceled_category_orders

WHERE rank = 1;

year double precision	product_category_name character varying (50)	total_cancel bigint
2016	toys	3
2017	sports_leisure	25
2018	health_beauty	27

5. Master table containing the above information

Combine the information that has been obtained into a single table view

SELECT

tpr.year,

tpr.product_category_name AS top_product_category_revenue,

tpr.revenue **AS** top_category_revenue,

try.revenue **AS** total_revenue_year,

tpc.product_category_name AS top_product_category_canceled,

tpc.total_cancel AS top_category_num_canceled,

tco.total_cancel **AS** total_canceled_orders_year

FROM top_product_category_revenue_year tpr

JOIN total_revenue_year try

ON tpr.year = try.year

JOIN top_product_category_canceled_year tpc

ON tpr.year = tpc.year

JOIN total_canceled_orders_year tco

ON tpr.year = tco.YEAR;

year double precision	top_product_category_revenue character varying (50)	top_category_revenue double precision	total_revenue_year double precision
2016	furniture_decor	6899.35	46653.74000000004
2017	bed_bath_table	580949.200000002	6921535.239999719
2018	health_beauty	866810.3399999987	8451584.769999959

top_product_category_canceled character varying (50)	top_category_num_canceled bigint	total_canceled_orders_year bigint
toys	3	26
sports_leisure	25	265
health_beauty	27	334

Tugas 4 Annual Payment Type Usage Analysis

1. Total usage of each type of payment all time

Displays the total usage of each type of payment at all time, sorted from the favorite

- Create a table that shows the amount of payment usage for each type of payment for all time
- Sort data number of usage from the largest to the smallest payment type

SELECT

```
op.payment_type,
count(*) AS num_of_usage
FROM orders o
JOIN order_payments op
ON o.order_id = op.order_id
GROUP BY 1
ORDER BY 2 DESC;
```

payment_type character varying (50)	num_of_usage bigint
credit_card	76795
boleto	19784
voucher	5775
debit_card	1529
not_defined	3

2. Details of the amount used for each type of payment for each year

Displays detailed information on the amount of usage for each type of payment for each year

- Create a table that shows the amount of payment usage for each type of payment for each year
- Sort data number of usage from the largest to the smallest payment type

SELECT

year double precision	payment_type character varying (50)	num_of_usage bigint
2016	credit_card	258
2016	boleto	63
2016	voucher	23
2016	debit_card	2
2017	credit_card	34568
2017	boleto	9508
2017	voucher	3027
2017	debit_card	422
2018	credit_card	41969
2018	boleto	10213
2018	voucher	2725
2018	debit_card	1105
2018	not_defined	3

3. One summary table of the number of payment types used for each year.

- Utilize the CASE WHEN function to pivot data (rows: payment_type, columns: year)
- Combining CASE WHEN into an aggregate function with year value windowing for dividing values in the column
- Sort data number of usage from the largest to the smallest payment type

```
    Method 1
```

```
WITH type_payments AS (
        SELECT
                 date_part('year', o.order_purchase_timestamp) as year,
                 op.payment_type,
                 count(*) AS num_of_usage
        FROM orders o
        JOIN order_payments op
        ON o.order_id = op.order_id
         GROUP BY 1,2
)
select
payment_type,
sum(case when year = '2016' then num_of_usage else 0 end) as year_2016,
sum(case when year = '2017' then num_of_usage else 0 end) as year_2017,
sum(case when year = '2018' then num_of_usage else 0 end) as year_2018
from type_payments
GROUP BY 1
ORDER BY 4 DESC:
```

Method 1

SELECT

payment_type,

count(CASE WHEN date_part('year', order_purchase_timestamp) = '2016' THEN o.order_id END) AS year_2016,
count(CASE WHEN date_part('year', order_purchase_timestamp) = '2017' THEN o.order_id END) AS year_2017,
count(CASE WHEN date_part('year', order_purchase_timestamp) = '2018' THEN o.order_id END) AS year_2018

FROM orders o

JOIN order_payments op

ON o.order_id = op.order_id

GROUP BY 1

ORDER BY 4 DESC;

payment_type character varying (50)	year_2016 bigint	year_2017 bigint	year_2018 bigint
credit_card	258	34568	41969
boleto	63	9508	10213
voucher	23	3027	2725
debit_card	2	422	1105
not_defined	0	0	3