## sales-analysis

## February 2, 2024

[2]: import pandas as pd

```
import os
    mergin all the datas in a single file
[3]: df = pd.read_csv("E:\\PYTHON\\Sales_
      Analysis\\Pandas-Data-Science-Tasks-master\\SalesAnalysis\\Sales_Data\\Sales_April_2019.
      ⇔csv")
     files = [fle for fle in os.listdir("E:\\PYTHON\\Sales_
      Analysis\\Pandas-Data-Science-Tasks-master\\SalesAnalysis\\Sales_Data")]
     all_months_data = pd.DataFrame()
     for file in files:
         df = pd.read_csv("E:\\PYTHON\\Sales_
      →Analysis\\Pandas-Data-Science-Tasks-master\\SalesAnalysis\\Sales_Data\\"+file)
         all_months_data = pd.concat([all_months_data, df])
     all_months_data.to_csv("all_data.csv", index=False)
[4]: all_data = pd.read_csv("all_data.csv")
     all_data.head()
[4]:
      Order ID
                                    Product Quantity Ordered Price Each \
         176558
                       USB-C Charging Cable
                                                                   11.95
     1
        176559 Bose SoundSport Headphones
                                                            1
                                                                   99.99
     2
         176560
                               Google Phone
                                                            1
                                                                     600
     3
        176560
                           Wired Headphones
                                                            1
                                                                   11.99
         176561
                           Wired Headphones
                                                                   11.99
                                              Purchase Address
              Order Date
                                  917 1st St, Dallas, TX 75001
          04/19/19 08:46
                             682 Chestnut St, Boston, MA 02215
     1 04-07-2019 22:30
     2 04-12-2019 14:38
                          669 Spruce St, Los Angeles, CA 90001
     3 04-12-2019 14:38
                          669 Spruce St, Los Angeles, CA 90001
          04/30/19 09:27
                             333 8th St, Los Angeles, CA 90001
```

```
clean up the data drop rows with NAN
```

```
[5]: nan_df = all_data[all_data.isna().any(axis=1)]
     nan_df.head()
     all_data = all_data.dropna(how='all')
     all data.head()
      Order ID
[5]:
                                    Product Quantity Ordered Price Each \
         176558
                       USB-C Charging Cable
                                                                    11.95
                                                                    99.99
     1
         176559
                 Bose SoundSport Headphones
                                                            1
     2
         176560
                               Google Phone
                                                            1
                                                                      600
     3
         176560
                           Wired Headphones
                                                            1
                                                                    11.99
         176561
                           Wired Headphones
                                                            1
                                                                    11.99
              Order Date
                                               Purchase Address
     0
          04/19/19 08:46
                                  917 1st St, Dallas, TX 75001
     1 04-07-2019 22:30
                             682 Chestnut St, Boston, MA 02215
                          669 Spruce St, Los Angeles, CA 90001
     2 04-12-2019 14:38
                          669 Spruce St, Los Angeles, CA 90001
     3 04-12-2019 14:38
          04/30/19 09:27
                             333 8th St, Los Angeles, CA 90001
    find 'or' and delete it
[6]: all_data = all_data[all_data['Order Date'].str[0:2] != 'Or']
    convert columns to the correct type
[7]: all_data['Quantity Ordered'] = pd.to_numeric(all_data['Quantity Ordered']) __
      →#Make int
     all_data['Price Each'] = pd.to_numeric(all_data['Price Each']) #Make float
    augment data with additional columns Add a month column
[8]: all_data['Month'] = all_data['Order Date'].str[0:2]
     all_data['Month'] = all_data['Month'].astype('int32')
     all_data.head()
[8]:
      Order ID
                                    Product
                                              Quantity Ordered Price Each \
         176558
                       USB-C Charging Cable
     0
                                                             2
                                                                      11.95
     1
         176559 Bose SoundSport Headphones
                                                             1
                                                                      99.99
     2
         176560
                               Google Phone
                                                             1
                                                                     600.00
     3
         176560
                           Wired Headphones
                                                             1
                                                                      11.99
         176561
                           Wired Headphones
                                                             1
                                                                      11.99
              Order Date
                                               Purchase Address Month
          04/19/19 08:46
     0
                                  917 1st St, Dallas, TX 75001
```

```
1 04-07-2019 22:30
                               682 Chestnut St, Boston, MA 02215
      2 04-12-2019 14:38
                            669 Spruce St, Los Angeles, CA 90001
                                                                       4
      3 04-12-2019 14:38
                            669 Spruce St, Los Angeles, CA 90001
                                                                       4
                               333 8th St, Los Angeles, CA 90001
           04/30/19 09:27
                                                                       4
     Add a sales column
 [9]: all_data['Sales'] = all_data['Quantity Ordered'] * all_data['Price Each']
      all data.head()
 [9]:
        Order ID
                                      Product
                                               Quantity Ordered Price Each
          176558
                        USB-C Charging Cable
                                                                       11.95
      1
          176559
                 Bose SoundSport Headphones
                                                               1
                                                                       99.99
      2
          176560
                                 Google Phone
                                                               1
                                                                      600.00
                             Wired Headphones
      3
          176560
                                                               1
                                                                       11.99
                             Wired Headphones
          176561
                                                               1
                                                                       11.99
               Order Date
                                                Purchase Address Month
                                                                           Sales
           04/19/19 08:46
                                    917 1st St, Dallas, TX 75001
                                                                           23.90
      0
                               682 Chestnut St, Boston, MA 02215
      1 04-07-2019 22:30
                                                                       4
                                                                           99.99
      2 04-12-2019 14:38
                            669 Spruce St, Los Angeles, CA 90001
                                                                       4 600.00
                            669 Spruce St, Los Angeles, CA 90001
      3 04-12-2019 14:38
                                                                           11.99
                               333 8th St, Los Angeles, CA 90001
           04/30/19 09:27
                                                                           11.99
     Add a city column
[10]: #using apply in this code
      def get_city(address):
          return address.split(',')[1]
      def get_state(address):
          return address.split(',')[2].split(' ')[1]
      all_data['City'] = all_data['Purchase Address'].apply(lambda x: f"{get_city(x)}_u
       \hookrightarrow({get state(x)})")
      all_data.head()
[10]:
        Order ID
                                      Product
                                               Quantity Ordered Price Each \
          176558
                        USB-C Charging Cable
      0
                                                               2
                                                                       11.95
                  Bose SoundSport Headphones
                                                                       99.99
      1
          176559
                                                               1
                                 Google Phone
      2
          176560
                                                               1
                                                                      600.00
          176560
                             Wired Headphones
      3
                                                               1
                                                                       11.99
          176561
                             Wired Headphones
                                                               1
                                                                       11.99
               Order Date
                                                Purchase Address Month
                                                                           Sales \
      0
           04/19/19 08:46
                                    917 1st St, Dallas, TX 75001
                                                                           23.90
```

682 Chestnut St, Boston, MA 02215

99.99

1 04-07-2019 22:30

```
669 Spruce St, Los Angeles, CA 90001
                                                                           11.99
      3 04-12-2019 14:38
                               333 8th St, Los Angeles, CA 90001
           04/30/19 09:27
                                                                           11.99
                      City
               Dallas (TX)
      0
      1
               Boston (MA)
      2
          Los Angeles (CA)
      3
          Los Angeles (CA)
          Los Angeles (CA)
     Best month for sales and how much earned that month?
[11]: results = all_data.groupby('Month').sum()
      results.head()
[11]:
                                                        Order ID \
      Month
      1
             2971502978172978172979692983442990492991253003...
      2
             1505021505031505041505051505061505071505081505...
      3
             1505331505411508121517491520361532841535441538...
      4
             1765581765591765601765601765611765621765631765...
             1769781775511777781777781790761790761791341800...
                                                         Product
                                                                  Quantity Ordered \
     Month
      1
             Lightning Charging CableiPhoneLightning Chargi...
                                                                           10903
      2
             iPhoneAA Batteries (4-pack)27in 4K Gaming Moni...
                                                                           13449
             AAA Batteries (4-pack)AAA Batteries (4-pack)Wi...
      3
                                                                           17005
             USB-C Charging CableBose SoundSport Headphones...
      4
                                                                           20558
      5
             Apple Airpods Headphones27in FHD MonitoriPhone...
                                                                           18667
             Price Each
                                                                  Order Date \
      Month
             1811768.38 01/01/20 00:3801/01/20 00:2201/01/20 00:2201/0...
      1
      2
             2188884.72 02/18/19 01:3502/13/19 07:2402/18/19 09:4602/0...
             2791207.83 03/01/19 03:0603/01/19 01:0303/01/19 02:1803/0...
      3
      4
             3367671.02 04/19/19 08:4604-07-2019 22:3004-12-2019 14:38...
             3135125.13 05-01-2019 03:2905-01-2019 00:1305-01-2019 00:...
                                               Purchase Address
                                                                       Sales \
      Month
             427 Wilson St, Dallas, TX 75001519 13th St, Ne... 1822256.73
      2
             866 Spruce St, Portland, ME 0410118 13th St, S... 2202022.42
      3
             270 Dogwood St, San Francisco, CA 94016683 Ada... 2807100.38
      4
             917 1st St, Dallas, TX 75001682 Chestnut St, B... 3390670.24
             589 Lake St, Portland, OR 97035615 Lincoln St, ... 3152606.75
      5
```

669 Spruce St, Los Angeles, CA 90001

4 600.00

2 04-12-2019 14:38

```
Month

Dallas (TX) New York City (NY) New York City ...

Portland (ME) San Francisco (CA) New York Cit...

San Francisco (CA) Portland (OR) San Francisc...

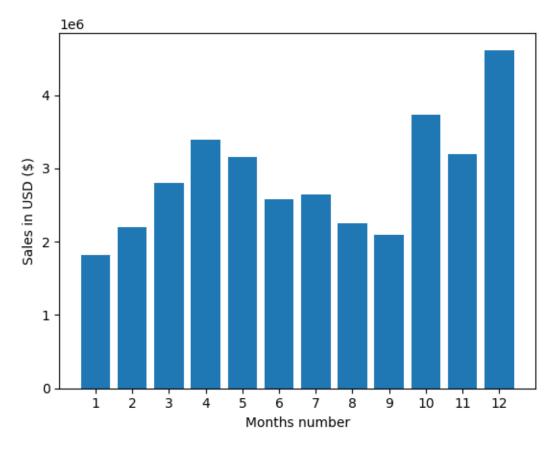
Dallas (TX) Boston (MA) Los Angeles (CA) Los ...

Portland (OR) San Francisco (CA) Boston (MA) ...
```

```
[12]: import matplotlib.pyplot as plt

Months = range(1,13)

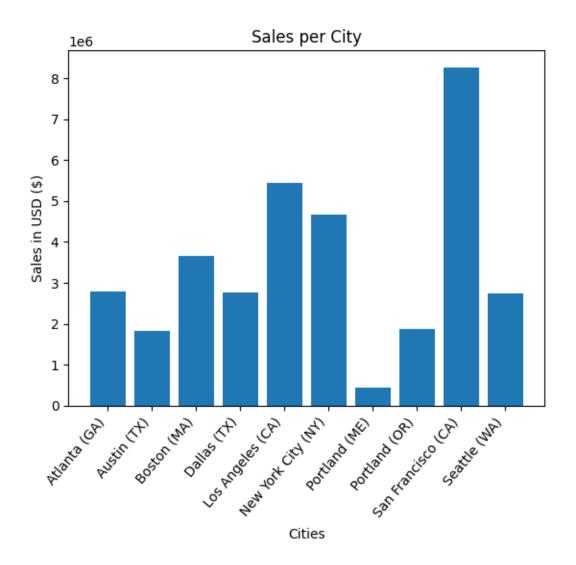
plt.bar(Months, results['Sales'])
plt.xticks(Months)
plt.ylabel('Sales in USD ($)')
plt.xlabel('Months number')
plt.show()
```



city with highest sales

```
[13]: results = all_data.groupby('City').sum()
      results
                                                                       Order ID \
[13]:
      City
       Atlanta (GA)
                            1765641765711765821765891766231766271766341766...
       Austin (TX)
                            1765911766091766741766771766861767011767051767...
       Boston (MA)
                            1765591765661765781765811765851765851766001766...
       Dallas (TX)
                            1765581765691765701765771765961766021766101766...
       Los Angeles (CA)
                            1765601765601765611765671765741765741765761765...
       New York City (NY)
                            1765721765751765791765901765991766131766371766...
       Portland (ME)
                            1767731768791769091770721772301772331772991773...
       Portland (OR)
                            1765831765931766171766421766461766481766621767...
       San Francisco (CA)
                            1765621765651765731765841765861765861765941765...
       Seattle (WA)
                            1765631765681765881766121766241766541766631766...
                                                                       Product \
      City
       Atlanta (GA)
                            USB-C Charging CableLightning Charging CableBo...
       Austin (TX)
                            Apple Airpods HeadphonesApple Airpods Headphon...
       Boston (MA)
                            Bose SoundSport HeadphonesWired HeadphonesAppl...
                            USB-C Charging Cable27in 4K Gaming MonitorAA B...
       Dallas (TX)
       Los Angeles (CA)
                            Google PhoneWired HeadphonesWired HeadphonesGo...
                            Apple Airpods HeadphonesAAA Batteries (4-pack)...
       New York City (NY)
       Portland (ME)
                            AAA Batteries (4-pack)Flatscreen TVWired Headp...
                            AAA Batteries (4-pack)Lightning Charging Cable...
       Portland (OR)
                            USB-C Charging CableMacbook Pro LaptopUSB-C Ch...
       San Francisco (CA)
                            Bose SoundSport HeadphonesLightning Charging C...
       Seattle (WA)
                            Quantity Ordered Price Each \
      City
       Atlanta (GA)
                                       16602 2779908.20
       Austin (TX)
                                       11153 1809873.61
       Boston (MA)
                                       22528 3637409.77
       Dallas (TX)
                                       16730 2752627.82
       Los Angeles (CA)
                                       33289 5421435.23
       New York City (NY)
                                       27932 4635370.83
       Portland (ME)
                                               447189.25
                                        2750
       Portland (OR)
                                       11303 1860558.22
       San Francisco (CA)
                                       50239
                                              8211461.74
       Seattle (WA)
                                       16553 2733296.01
                                                                    Order Date \
      Citv
       Atlanta (GA)
                            04-12-2019 10:5804/19/19 14:2904/27/19 12:2004...
       Austin (TX)
                            04/21/19 07:2104-11-2019 16:5904/20/19 20:5304...
       Boston (MA)
                            04-07-2019 22:3004-08-2019 14:0504-09-2019 23:...
```

```
Dallas (TX)
                            04/19/19 08:4604/16/19 19:2304/22/19 15:0904-0...
       Los Angeles (CA)
                            04-12-2019 14:3804-12-2019 14:3804/30/19 09:27...
       New York City (NY)
                            04-04-2019 20:3004/27/19 00:3004-11-2019 10:23...
       Portland (ME)
                            04/25/19 20:0704/13/19 14:1504/22/19 09:5304-0...
       Portland (OR)
                            04/20/19 12:0004/15/19 13:4504/25/19 08:0304/1...
       San Francisco (CA)
                           04/29/19 13:0304/24/19 10:3804/27/19 18:4104/2...
                            04-02-2019 07:4604/15/19 12:1804-02-2019 04:00...
       Seattle (WA)
                                                              Purchase Address \
      City
                            790 Ridge St, Atlanta, GA 30301253 Johnson St, ...
       Atlanta (GA)
       Austin (TX)
                            600 Maple St, Austin, TX 73301267 11th St, Aus...
       Boston (MA)
                            682 Chestnut St, Boston, MA 0221583 7th St, Bo...
       Dallas (TX)
                            917 1st St, Dallas, TX 75001657 Hill St, Dalla...
       Los Angeles (CA)
                            669 Spruce St, Los Angeles, CA 90001669 Spruce...
       New York City (NY)
                            149 Dogwood St, New York City, NY 10001433 Hil...
       Portland (ME)
                            30 9th St, Portland, ME 04101370 Sunset St, Po...
       Portland (OR)
                            146 Jackson St, Portland, OR 97035906 7th St, ...
       San Francisco (CA)
                            381 Wilson St, San Francisco, CA 94016915 Will...
       Seattle (WA)
                            668 Center St, Seattle, WA 98101438 Elm St, Se...
                             Month
                                         Sales
      City
       Atlanta (GA)
                            104794 2795498.58
       Austin (TX)
                             69829 1819581.75
       Boston (MA)
                            141112 3661642.01
       Dallas (TX)
                            104620 2767975.40
       Los Angeles (CA)
                            208325 5452570.80
       New York City (NY)
                            175741 4664317.43
       Portland (ME)
                             17144
                                     449758.27
       Portland (OR)
                             70621 1870732.34
       San Francisco (CA)
                            315520 8262203.91
       Seattle (WA)
                            104941 2747755.48
[14]: import matplotlib.pyplot as plt
      Cities = [city for city , df in all_data.groupby('City')]
      plt.bar(Cities, results['Sales'])
      plt.xticks(rotation=50, ha='right') # Rotate x-axis labels for better
       \neg readability
      plt.ylabel('Sales in USD ($)')
      plt.xlabel('Cities')
      plt.title('Sales per City')
      plt.show()
```



Time should we display advertisments to maximize likehood of customers buying product

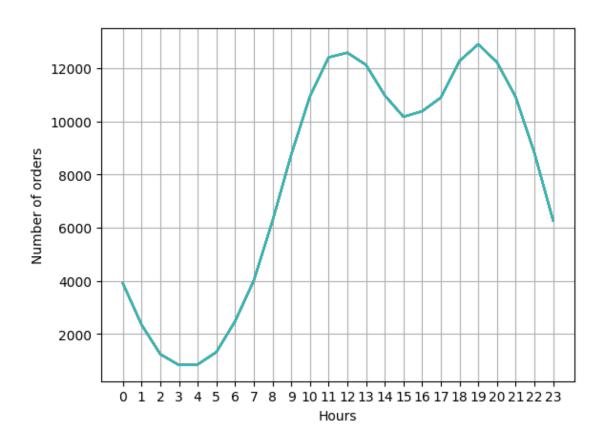
```
[15]: all_data['Order Date'] = pd.to_datetime(all_data['Order Date'])
```

C:\Users\Admin\AppData\Local\Temp\ipykernel\_13952\3800722887.py:1: UserWarning: Could not infer format, so each element will be parsed individually, falling back to `dateutil`. To ensure parsing is consistent and as-expected, please specify a format.

all\_data['Order Date'] = pd.to\_datetime(all\_data['Order Date'])

```
[18]: all_data['Hour'] = all_data['Order Date'].dt.hour
all_data['Minute'] = all_data['Order Date'].dt.minute
all_data.head()
```

```
[18]:
       Order ID
                                     Product
                                              Quantity Ordered Price Each \
          176558
                        USB-C Charging Cable
                                                                      11.95
                                                              2
                                                                      99.99
      1
          176559 Bose SoundSport Headphones
                                                              1
      2
          176560
                                Google Phone
                                                              1
                                                                     600.00
                            Wired Headphones
      3
          176560
                                                              1
                                                                      11.99
      4
          176561
                            Wired Headphones
                                                              1
                                                                      11.99
                 Order Date
                                                 Purchase Address Month
                                                                            Sales \
      0 2019-04-19 08:46:00
                                     917 1st St, Dallas, TX 75001
                                                                            23.90
      1 2019-04-07 22:30:00
                                682 Chestnut St, Boston, MA 02215
                                                                            99.99
      2 2019-04-12 14:38:00 669 Spruce St, Los Angeles, CA 90001
                                                                        4 600.00
      3 2019-04-12 14:38:00
                             669 Spruce St, Los Angeles, CA 90001
                                                                            11.99
                                333 8th St, Los Angeles, CA 90001
      4 2019-04-30 09:27:00
                                                                            11.99
                      City Hour Minute
      0
               Dallas (TX)
                               8
                                      46
      1
               Boston (MA)
                              22
                                      30
      2
         Los Angeles (CA)
                              14
                                      38
      3
          Los Angeles (CA)
                              14
                                      38
          Los Angeles (CA)
                                      27
                               9
[26]: hours = [hour for hour, df in all_data.groupby('Hour')]
      plt.plot(hours, all_data.groupby(['Hour']).count())
      plt.xticks(hours)
      plt.grid()
      plt.xlabel('Hours')
      plt.ylabel('Number of orders')
      plt.show()
```



## Products most often sold together

```
[33]: df = all_data[all_data['Order ID'].duplicated(keep=False)]
df['Grouped'] = df.groupby('Order ID')['Product'].transform(lambda x: ','.

→join(x))
df = df[['Order ID', 'Grouped']].drop_duplicates()
df.head()
```

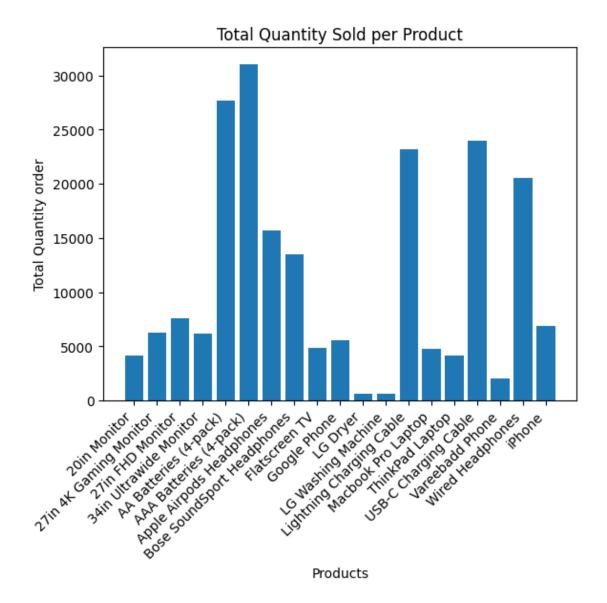
C:\Users\Admin\AppData\Local\Temp\ipykernel\_13952\868064316.py:2:
SettingWithCopyWarning:

A value is trying to be set on a copy of a slice from a DataFrame. Try using .loc[row\_indexer,col\_indexer] = value instead

See the caveats in the documentation: https://pandas.pydata.org/pandas-docs/stable/user\_guide/indexing.html#returning-a-view-versus-a-copy df['Grouped'] = df.groupby('Order ID')['Product'].transform(lambda x: ','.join(x))

[33]: Order ID Grouped
2 176560 Google Phone, Wired Headphones
17 176574 Google Phone, USB-C Charging Cable
29 176585 Bose SoundSport Headphones, Bose SoundSport Hea...

```
31
            176586
                                  AAA Batteries (4-pack), Google Phone
                        Lightning Charging Cable, USB-C Charging Cable
      118
            176672
[35]: from itertools import combinations
      from collections import Counter
      count = Counter()
      for row in df['Grouped']:
          row_list = row.split(',')
          count.update(Counter(combinations(row list, 2)))
      for key, value in count.most common(10):
          print(key, value)
     ('iPhone', 'Lightning Charging Cable') 1005
     ('Google Phone', 'USB-C Charging Cable') 987
     ('iPhone', 'Wired Headphones') 447
     ('Google Phone', 'Wired Headphones') 414
     ('Vareebadd Phone', 'USB-C Charging Cable') 361
     ('iPhone', 'Apple Airpods Headphones') 360
     ('Google Phone', 'Bose SoundSport Headphones') 220
     ('USB-C Charging Cable', 'Wired Headphones') 160
     ('Vareebadd Phone', 'Wired Headphones') 143
     ('Lightning Charging Cable', 'Wired Headphones') 92
     product sold most and why its sold most
[56]: # Assuming 'all data' is a DataFrame with 'Quantity' and 'Order Date' columns
      all_data['Order Date'] = pd.to_datetime(all_data['Order Date']) # Convert to__
       ⇔datetime if not already
      # Group by 'Product' and sum the 'Quantity' column
      product_group = all_data.groupby('Product').agg({'Quantity Ordered': 'sum'})
      # Resetting the index to make 'Product' a regular column
      product_group = product_group.reset_index()
      # Plotting
      plt.bar(product_group['Product'], product_group['Quantity Ordered'])
      plt.xticks(rotation=45, ha='right')
      plt.ylabel('Total Quantity order')
      plt.xlabel('Products')
      plt.title('Total Quantity Sold per Product')
      plt.show()
```



[72]: Price = all\_data.groupby('Product').agg({'Price Each':'count'})
print(Price)

	Price Each
Product	
20in Monitor	4101
27in 4K Gaming Monitor	6230
27in FHD Monitor	7507
34in Ultrawide Monitor	6181
AA Batteries (4-pack)	20577
AAA Batteries (4-pack)	20641
Apple Airpods Headphones	15549
Bose SoundSport Headphones	13325

```
Flatscreen TV
                                   4800
Google Phone
                                   5525
LG Dryer
                                    646
LG Washing Machine
                                    666
Lightning Charging Cable
                                  21658
Macbook Pro Laptop
                                   4724
ThinkPad Laptop
                                   4128
USB-C Charging Cable
                                  21903
Vareebadd Phone
                                   2065
Wired Headphones
                                  18882
                                   6842
iPhone
```

```
[]: # Price = all_data.groupby('Product').agg({'Price Each':'count'})

# fig, ax1 = plt.subplots()

# ax2 = ax1.twinx()

# ax1.bar(product_group['Product'], product_group['Quantity Ordered'])

# ax2.plot(product_group, Price, 'b-')

# ax1.set_xlabel('product_group')

# ax1.set_ylabel('Quantity Ordered', color='b')

# ax2.set_ylabel('Price ($)', color='g')

# ax1.set_xticklabels(product_group, rotation='vertical', size=8)

# plt.show()
```

```
lines, labels = ax1.get_legend_handles_labels()
lines2, labels2 = ax2.get_legend_handles_labels()
ax2.legend(lines + lines2, labels + labels2, loc='upper left')
plt.show()
```

C:\Users\Admin\AppData\Local\Temp\ipykernel\_13952\558073947.py:16: UserWarning: set\_ticklabels() should only be used with a fixed number of ticks, i.e. after set\_ticks() or using a FixedLocator.

ax1.set\_xticklabels(quantity\_ordered.index, rotation='vertical', size=8)

