# Linear Regression - Regularization

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This analysis looks at profitability of resuturants based on restaurant characteristics.

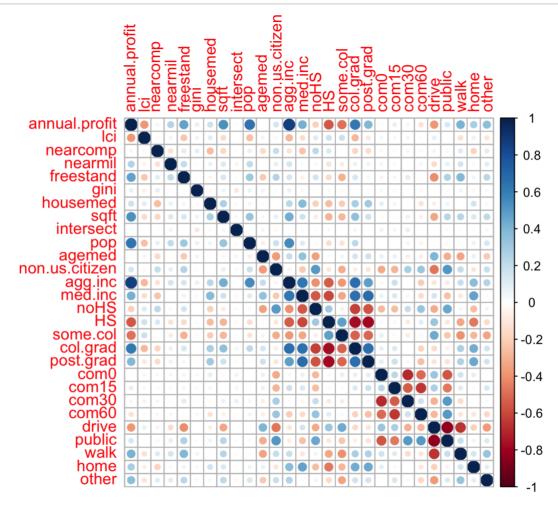
```
train = read.csv("train_data.csv")
test = read.csv("test_data.csv")
sites = rbind(train,test)
sites.const = read.csv("site_const_data.csv")
head(sites)
```

```
##
     store.number annual.profit
                                    lci nearcomp nearmil freestand
                                                                     gini
                                                                 0 0.3889
                      414343.2 5.989973
## 2
                      514644.0 8.057567
                                                    13.1
                                                                 0 0.2434
## 3
               3
                      443096.4 6.267259
                                               0
                                                    30.2
                                                                 0 0.3179
                      495031.1 8.566326
                                                   29.4
                                               0
                                                                 0 0.4132
## 5
                      962170.0 4.077841
                                               6
                                                    10.1
                                                                 0 0.4911
## 6
                      817722.2 7.847131
                                                    27.0
                                                                 0 0.5250
     housemed state sqft intersect pop agemed non.us.citizen
                                                                agg.inc
## 1
     951.0618
                 AZ 292
                                 1 1951 48.5
                                                   0.13025608 42556953
## 2
     778.0847
                 AZ 399
                                 1 3369
                                          29.0
                                                   0.35522451 71256942
     844.5556 AZ 666
                                 1 3301
                                          37.5
## 3
                                                   0.06144594 97667500
## 4 1420.1387 AZ 862
                                 1 1797
                                          33.5
                                                   0.27073658 55558839
## 5 1164.4268
                     724
                                 1 4178
                                          39.0
                                                   0.37564235 133634294
                 AZ
## 6 1654.7472
                                 0 1576
                 AZ 678
                                          47.0
                                                   0.15015384 85933836
    med.inc
                   noHS
                               HS some.col
                                              col.grad post.grad
## 1 51470.4 0.153041961 0.2676903 0.1715621 0.23547606 0.17222964 0.11960543
## 2 34083.2 0.203410991 0.3711291 0.3554073 0.03956185 0.03049071 0.03968254
## 3 33772.8 0.118452457 0.3338397 0.2138245 0.21576706 0.11811622 0.28871549
## 4 59000.0 0.140203538 0.2760033 0.3267813 0.13661874 0.12039312 0.09296482
## 5 38687.2 0.147936366 0.3334286 0.1460000 0.25977792 0.11285714 0.03206191
## 6 77612.8 0.004224841 0.1315093 0.1059135 0.33835239 0.42000000 0.09007634
        com15
                  com30
                             com60
                                       drive
                                                 public
## 1 0.2688039 0.3267571 0.28483354 0.7280912 0.17346939 0.038415366
## 2 0.3022487 0.4616402 0.19642857 0.7595223 0.19399613 0.007101356
## 3 0.3931573 0.2545018 0.06362545 0.8492837 0.07106017 0.020057307
## 4 0.1557789 0.3605528 0.39070352 0.6257745 0.32713755 0.013630731
## 5 0.2194583 0.3211719 0.42730790 0.6317957 0.32646897 0.023064250
## 6 0.1893130 0.5679389 0.15267176 0.5931507 0.19726027 0.106849315
##
           home
                     other
## 1 0.026410564 0.03361344
## 2 0.023886378 0.01549387
## 3 0.045272206 0.01432665
## 4 0.013630731 0.01982652
## 5 0.006589786 0.01208127
## 6 0.102739726 0.00000000
```

# Initial analysis

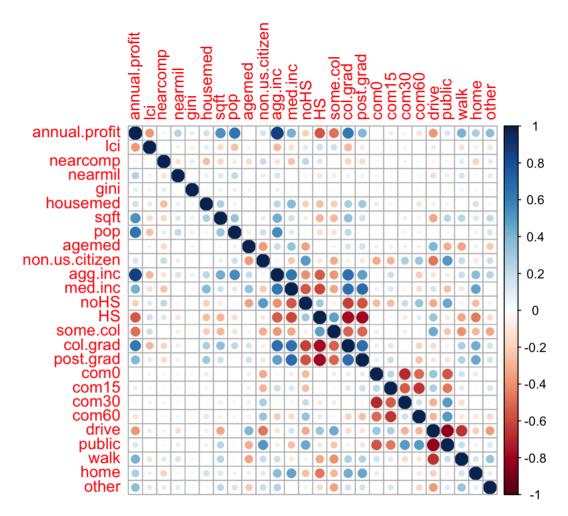
We now explore the correlation matrix of all variables. We remove store number since this is not a predictor but an index. We remove state (character variable).

```
sites_numeric = sites
sites_numeric = subset(sites_numeric, select = -c(store.number, state) )
library(corrplot)
corrplot(cor(sites_numeric), method = "circle")
```



We can further remove intersect and freestand (categorical variables).

```
sites_numeric = sites
sites_numeric = subset(sites_numeric, select = -c(store.number, state, intersect, fre
estand))
corrplot(cor(sites_numeric), method = "circle")
```



Pairs of highly correlated: - drive and public -0.8368219 - drive and walk -0.6649011 - median income and post grad 0.6714688 - pop and agg.inc 0.554165 - correlated and we should only pick one so agg.inc

# **Model Building**

We will fit a model having all available predictors, as well as a new model. At each step **we will use the datasets as follows:** 

- The **training set** will be used to train the model, inspect the coefficients and guide model selection.
- The **testing set** will be used to evaluate the model and assess its predictive performance.
- The dataset with sites under construction will be used to obtain a valuation for the new sites. For this
  we will employ the model to generate the valuation figure. Since the model was built on the training set,
  we will additionally re-train using both the training and testing set, and then compute the valuation,
  in order to obtain a more accurate figure.

# Original Model Evaluation

model.original = lm(annual.profit ~ agg.inc + sqft + col.grad + com60, data=train)
summary(model.original)

```
##
## Call:
## lm(formula = annual.profit ~ agg.inc + sqft + col.grad + com60,
      data = train)
##
## Residuals:
      Min
              1Q Median
##
                             30
                                     Max
## -502374 -134458 -33205 103566 917238
##
## Coefficients:
##
               Estimate Std. Error t value Pr(>|t|)
## (Intercept) 8.360e+04 4.108e+04 2.035 0.04258 *
## agg.inc
             2.807e-03 1.384e-04 20.288 < 2e-16 ***
## sqft
              3.834e+02 6.123e+01 6.261 1.06e-09 ***
## col.grad
             3.468e+05 1.130e+05 3.069 0.00231 **
## com60
             2.183e+05 9.821e+04 2.222 0.02687 *
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 207800 on 369 degrees of freedom
## Multiple R-squared: 0.7861, Adjusted R-squared:
## F-statistic: 339.1 on 4 and 369 DF, p-value: < 2.2e-16
```

All of the variables meet the significance threshold. We note that the values correspond to the reported figures.

```
model.original.r2 = summary(model.original)$r.squared

sst.test = sum((mean(train$annual.profit) - test$annual.profit )^2)
model.original.predict = predict(model.original, newdata=test)
model.original.sse = sum((model.original.predict - test$annual.profit)^2)
model.original.osr2 = 1 - model.original.sse/sst.test

print(model.original.r2)
```

```
## [1] 0.7861431
```

```
print(model.original.osr2)
```

```
## [1] 0.7201434
```

When predicting on the 48 stores under construction we obtain the reported \$40.02 million.

```
newpred.original = predict(model.original,newdata=sites.const)
value.original1 = sum(newpred.original)
print(value.original1)
```

```
## [1] 40016174
```

```
model.original = lm(annual.profit ~ agg.inc + sqft + col.grad + com60, data=sites)
newpred.original = predict(model.original,newdata=sites.const)
value.original2 = sum(newpred.original)
print(value.original2)
```

## [1] 40199576

# **All-Variables Model Evaluation**

We refit the model with all variables only on the training set.

```
model.all = lm(annual.profit ~. - store.number, data=train)
summary(model.all)
```

```
##
## Call:
## lm(formula = annual.profit ~ . - store.number, data = train)
## Residuals:
##
      Min
              1Q Median
                              3Q
                                    Max
## -350687 -56648 20
                           65519 470387
##
## Coefficients: (3 not defined because of singularities)
                 Estimate Std. Error t value Pr(>|t|)
##
                 5.553e+05 2.942e+05 1.887 0.059958 .
## (Intercept)
                -1.519e+04 4.103e+03 -3.703 0.000249 ***
## lci
## nearcomp
                1.816e+04 3.025e+03 6.003 4.94e-09 ***
                 1.485e+03 4.783e+02 3.106 0.002058 **
## nearmil
## freestand
                2.171e+05 2.080e+04 10.440 < 2e-16 ***
                 6.689e+03 4.333e+04 0.154 0.877419
## gini
                 3.096e+01 1.794e+01 1.726 0.085212 .
## housemed
## stateCA
                -6.087e+03 2.413e+04 -0.252 0.800995
                 1.472e+04 3.100e+04 0.475 0.635136
## stateKS
## stateNM
                 1.995e+04 2.397e+04 0.832 0.405844
                 9.503e+03 2.454e+04 0.387 0.698822
## stateNV
                 9.301e+03 3.655e+04 0.254 0.799282
## stateOK
## stateTX
                 1.654e+04 2.637e+04 0.627 0.531079
                 4.299e+04 3.381e+04 1.272 0.204411
## stateUT
## stateWY
                 3.724e+04 4.851e+04 0.768 0.443113
                 1.520e+02 3.486e+01 4.360 1.72e-05 ***
## sqft
## intersect
                 6.163e+03 1.277e+04 0.483 0.629671
                 5.723e+01 5.738e+00 9.974 < 2e-16 ***
## pop
## agemed
                 2.112e+03 1.054e+03 2.004 0.045832 *
## non.us.citizen -6.539e+04 4.802e+04 -1.362 0.174189
                 2.144e-03 1.142e-04 18.772 < 2e-16 ***
## agg.inc
## med.inc
                 1.033e-01 4.873e-01 0.212 0.832216
## noHS
                 1.246e+05 1.096e+05 1.138 0.256067
                -3.283e+04 1.136e+05 -0.289 0.772699
## HS
## some.col
                1.464e+05 1.350e+05 1.084 0.279076
                 4.340e+05 1.381e+05 3.143 0.001819 **
## col.grad
## post.grad
                        NA
                                 NA
                                         NA
                 1.148e+05 1.019e+05 1.126 0.260803
## com0
## com15
                 4.944e+04 8.393e+04 0.589 0.556231
## com30
                 5.865e+04 8.524e+04 0.688 0.491855
## com60
                        NΑ
                                  NA
                                          NA
## drive
                -7.627e+05 2.580e+05 -2.956 0.003337 **
                -2.519e+05 2.801e+05 -0.899 0.369211
## public
## walk
                -1.240e+05 2.762e+05 -0.449 0.653713
## home
                -1.390e+06 3.404e+05 -4.084 5.52e-05 ***
## other
                        NA
                                  NA
                                         NA
                                                 NA
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 106200 on 341 degrees of freedom
## Multiple R-squared: 0.9484, Adjusted R-squared: 0.9436
## F-statistic: 195.8 on 32 and 341 DF, p-value: < 2.2e-16
```

```
model.all.r2 = summary(model.all)$r.squared
model.all.predict = predict(model.all, newdata=test)
model.all.sse = sum((model.all.predict - test$annual.profit)^2)
model.all.osr2 = 1 - model.all.sse/sst.test
print(model.all.r2)
```

```
## [1] 0.9483931
```

```
print(model.all.osr2)
```

```
## [1] 0.8047443
```

```
set.seed(123)
```

```
newpred.all = predict(model.all,newdata=sites.const)
value.all1 = sum(newpred.all)
print(value.all1)
```

```
## [1] 33257851
```

```
model.all = lm(annual.profit ~. - store.number, data=sites)
newpred.all = predict(model.all,newdata=sites.const)
value.all2 = sum(newpred.all)
print(value.all2)
```

```
## [1] 34051269
```

## **New Model**

We start by adding all of the new variables into a model, in addition to the original variables.

```
##
## Call:
## lm(formula = annual.profit ~ agg.inc + sqft + col.grad + com60 +
      lci + nearcomp + nearmil + freestand, data = train)
##
## Residuals:
##
      Min
              1Q Median
                             30
                                     Max
## -457859 -70744 -11132 93100 365010
##
## Coefficients:
##
                Estimate Std. Error t value Pr(>|t|)
## (Intercept) 1.256e+05 5.349e+04 2.348 0.019397 *
               2.673e-03 8.739e-05 30.581 < 2e-16 ***
## agg.inc
## sqft
               2.994e+02 3.876e+01 7.726 1.08e-13 ***
## col.grad
              3.130e+05 7.218e+04 4.337 1.87e-05 ***
              1.783e+05 6.164e+04 2.893 0.004051 **
## com60
## lci
             -1.763e+04 4.866e+03 -3.624 0.000332 ***
## nearcomp
              3.167e+04 3.327e+03 9.519 < 2e-16 ***
              2.648e+03 5.575e+02 4.749 2.94e-06 ***
## nearmil
## freestand 3.673e+05 2.049e+04 17.927 < 2e-16 ***
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 129600 on 365 degrees of freedom
## Multiple R-squared: 0.9177, Adjusted R-squared: 0.9159
## F-statistic: 508.7 on 8 and 365 DF, p-value: < 2.2e-16
model.new.r2 = summary(model.new)$r.squared
model.new.predict = predict(model.new, newdata=test)
```

```
model.new.sse = sum((model.new.predict - test$annual.profit)^2)
model.new.osr2 = 1 - model.new.sse/sst.test
print(model.new.r2)
```

```
## [1] 0.9176995
```

```
print(model.new.osr2)
```

```
## [1] 0.8419712
```

```
newpred.new = predict(model.new,newdata=sites.const)
value.new1 = sum(newpred.new)
print(value.new1)
```

```
## [1] 36292492
```

```
model.new = lm(annual.profit ~ agg.inc + sqft + col.grad + com60 +
                      lci + nearcomp + nearmil + freestand, data=sites)
newpred.new = predict(model.new,newdata=sites.const)
value.new2 = sum(newpred.new)
print(value.new2)
```

```
## [1] 36612889
```

We note that the predictive accuracy has improved but the above brings us to a valuation of 36 million. After trial-and-error we observe that the below model with **lci** (retail store labor cost) and nearcomp (compeating nearby businesses) preserves the valuation to over 40 million.

```
## [1] 0.8289329
```

```
print(model.new.osr2)
```

```
## [1] 0.7686991
```

```
newpred.new = predict(model.new,newdata=sites.const)
value.new1 = sum(newpred.new)
print(value.new1)
```

```
## [1] 40054717
```

```
## [1] 40576369
```

```
##
          ModelName In_Sample_R2 Out_Of_Sample_R2 Valuation_train
## 1 Original Model
                       0.7861431
                                        0.7201434
                                                          40016174
## 2 All Predictors
                       0.9483931
                                        0.8047443
                                                          33257851
          New Model
                       0.8289329
                                        0.7686991
                                                          40054717
## Valuation all
## 1
         40199576
## 2
          34051269
## 3
          40576369
```

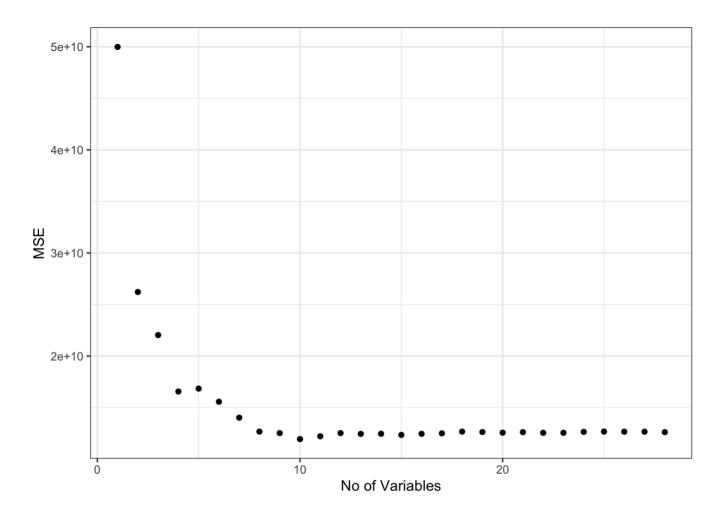
### Best subset selection

### Forward step selection

```
library(leaps)
n.predictors <- ncol(train)-2
forward.subset <- regsubsets(annual.profit~.- store.number,train,nvmax=n.predictors,m
ethod="forward")</pre>
```

#### **Cross-validation**

```
set.seed(144)
predict.regsubsets = function(object, newdata, id, ...) {
  form = as.formula(object$call[[2]])
  mat = model.matrix(form, newdata)
  coefi = coef(object, id = id)
  mat[, names(coefi)] %*% coefi
}
folds <- sample(1:10,nrow(train),replace=TRUE)</pre>
MSE.forward.subset <- matrix(NA,10,n.predictors)</pre>
for (i in 1:10){
  forward.subset <- regsubsets(annual.profit~.- store.number,train[folds!=i,],nvmax=</pre>
n.predictors,method="forward")
  for (j in 1:n.predictors){
    prediction.forward.subset <- predict.regsubsets(forward.subset,train[folds==i,],i</pre>
d=j)
    MSE.forward.subset[i,j] = sum((prediction.forward.subset - train[folds==i,]$annua
1.profit)^2) /nrow(train[folds==i,])
  }
}
MSE.average = rep(NA, n.predictors)
for (j in 1:n.predictors){
  MSE.average[j] = mean(MSE.forward.subset[, j])
}
```



## Best subset model evaluation

We see that the MSE drops and then remains constant. We pick the minimum value which leads to the lowest Mean Squared Error.

```
best.no = which.min(MSE.average)
print(best.no )
## [1] 10
coef(forward.subset,best.no)
##
                                                     nearmil
                                                                  freestand
     (Intercept)
                            lci
                                     nearcomp
##
    4.981576e+05 -1.541868e+04
                                 1.925204e+04
                                                1.727756e+03
                                                              2.182301e+05
##
            sqft
                            pop
                                      agg.inc
                                                    col.grad
                                                                      drive
##
    1.532351e+02
                  4.960588e+01
                                 2.309402e-03
                                                4.425625e+05 -4.634572e+05
            home
##
## -9.501210e+05
```

We see that the best model picked via subset selection has 10 variables. Let us fit a linear model with these coefficients.

```
## [1] 0.9450826
```

```
print(model.fwd.selection.osr2)
```

```
## [1] 0.8447191
```

```
newpred.fwd.selection = predict(model.fwd.selection,newdata=sites.const)
value.fwd.selection1 = sum(newpred.fwd.selection)
print(value.fwd.selection1)
```

```
## [1] 33634405
```

## [1] 33194053

# **LASSO** Regularization

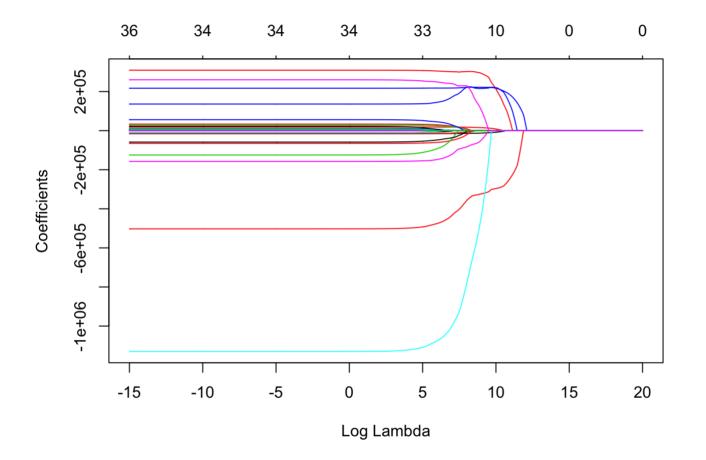
We note that none of the new stroes are located in Ocklahoma, hence we need to add a new column to the matrix having only 0 values.

```
x.train=model.matrix(annual.profit~.-store.number-1,data=train)
y.train=train$annual.profit
x.test=model.matrix(annual.profit~.-store.number-1,data=test)
y.test=test$annual.profit
x.sites=model.matrix(annual.profit~.-store.number-1,data=sites)
y.sites=sites$annual.profit
x.newsites=model.matrix(Kathleen.Previous.Prediction~.-store.number-1,data=sites.cons
t)
x.newsites = cbind(x.newsites, stateOK = rep(0, 48))
order <- c(1:11, 36, 12:35)
x.newsites <- x.newsites[, order]</pre>
```

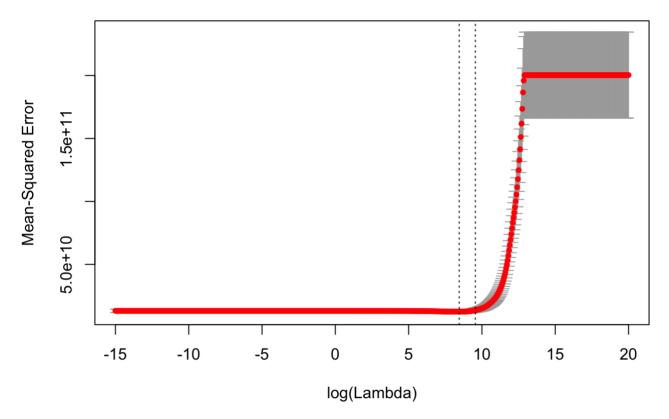
#### LASSO model

We now create the LASSO model and plot the coefficients as a function of Log Lambda. We choose the sequence -15 to 20 as we observed it yelds lammbda values which lead to models will all variables (36 variables to 0 variables), exemplifying LASSO's subset selection properties.

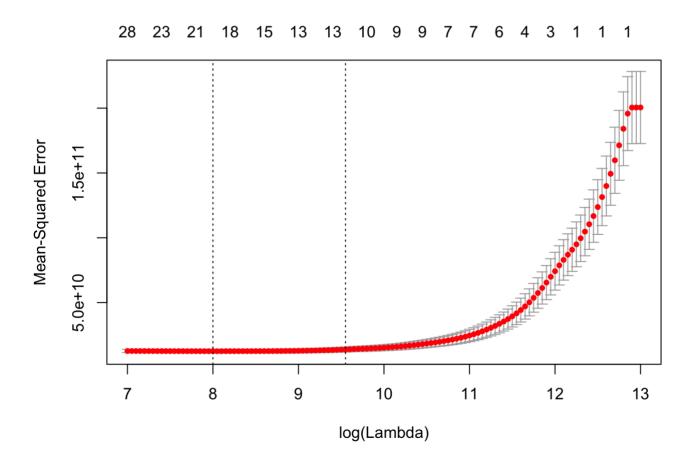
```
library(glmnet)
set.seed(144)
lambdas.lasso = exp(seq(20, -15, -0.05))
model.lasso = glmnet(x.train,y.train,alpha=1,lambda=lambdas.lasso)
plot(model.lasso ,"lambda")
```



cv.lasso <- cv.glmnet(x.train,y.train,lambda=lambdas.lasso,alpha=1,nfolds=10)
plot(cv.lasso)</pre>



We can further zoom into the above graph for a bettwe depiction of the MSE.



```
lasso.lambda.cv <- cv.lasso$lambda.min
lasso.lambda.1SE.cv <- cv.lasso$lambda.1se
print(lasso.lambda.cv)

## [1] 2980.958

print(lasso.lambda.1SE.cv)

## [1] 14044.69

print(log(lasso.lambda.cv))

## [1] 8

print(log(lasso.lambda.1SE.cv))</pre>
```

We see the values of lambda and the log(lamda) which we can also track on the graph. We choose the **lambda + 1 standard error** because, in this case we prefer interpretability over minimizing the MSE. The model must drive decison making in a sensitive business scenario (where the store valuation will influence a buyout decision). Hence a smaller number of coefficients leading to increased interpretability is preferable. We also note that the MSE does not drastically change betweent the optimal lambda and 1 standard error above

## Repeated cross-validation

```
library(coefplot)

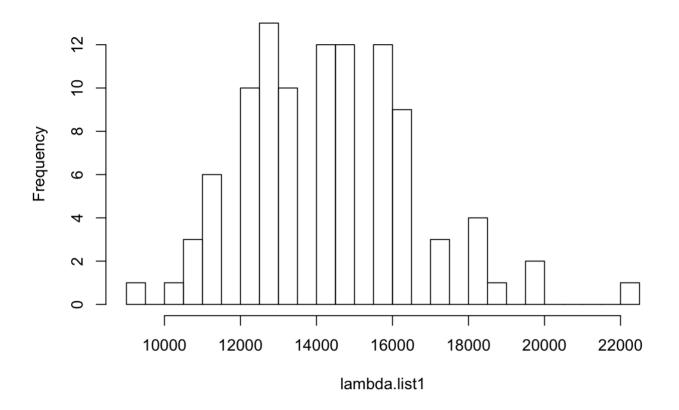
lambda.list1 = rep(NA, 100)

coeff.list1 = rep(NA, 100)

for (i in 1:100){
    lambdas.lasso = exp(seq(13, 7, -0.05))
    model.lasso = glmnet(x.train,y.train,alpha=1,lambda=lambdas.lasso)
    cv.lasso <- cv.glmnet(x.train,y.train,alpha=1,lambda=lambdas.lasso,nfolds=10)
    lasso.lambda.cv <- cv.lasso$lambda.1se
    lambda.list1[i] = lasso.lambda.cv
    coeff.list1[i] = nrow(extract.coef(cv.lasso)) -1
}</pre>
```

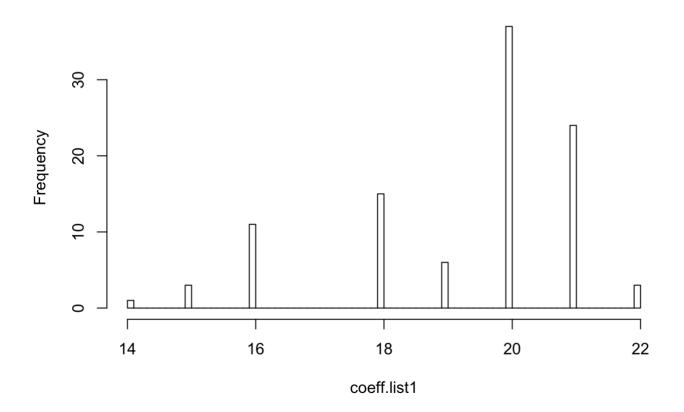
```
hist(lambda.list1, breaks = 20)
```

#### Histogram of lambda.list1



hist(coeff.list1, breaks = 100)

### Histogram of coeff.list1



```
median(lambda.list1)
```

```
## [1] 14044.69
```

We note that once more the LASSO fits models with 20 coefficients as the most frequent value. We pick the best lambda value as the median value.

```
best.lambda = median(lambda.list1)
```

#### ##Final LASSO model

```
model.lasso.final = glmnet(x.train,y.train,alpha=1,lambda=best.lambda)
model.lasso.predict = predict(model.lasso.final,x.train)
model.lasso.r2 <- 1-sum((model.lasso.predict-train$annual.profit)^2)/sum((mean(train
$annual.profit)-train$annual.profit)^2)

model.lasso.predict.test = predict(model.lasso.final,x.test)
model.lasso.osr2 <- 1-sum((model.lasso.predict.test-test$annual.profit)^2)/sum((mean
(train$annual.profit)-test$annual.profit)^2)
newpred.lasso = predict(model.lasso.final,x.newsites)
value.lasso1 = sum(newpred.lasso)

model.lasso.final = glmnet(x.sites,y.sites,alpha=1,lambda=best.lambda)
newpred.lasso = predict(model.lasso.final,x.newsites)
value.lasso2 = sum(newpred.lasso)

print(model.lasso.r2)</pre>
```

```
## [1] 0.9392624
```

```
print(model.lasso.osr2)
```

```
## [1] 0.8728999
```

```
print(value.lasso1)
```

```
## [1] 33589376
```

```
print(value.lasso2)
```

```
## [1] 33534244
```

We note that 13 of the coefficients are non-zero.

```
library(coefplot)
coef(model.lasso.final)
```

```
## 37 x 1 sparse Matrix of class "dgCMatrix"
##
                 3.347111e+05
## (Intercept)
## lci
                 -1.013454e+04
## nearcomp
                 1.303005e+04
## nearmil
                 5.923266e+02
## freestand
                 2.222225e+05
## gini
## housemed
## stateAZ
## stateCA
## stateKS
## stateNM
## stateNV
## stateOK
## stateTX
## stateUT
## stateWY
## sqft
                  1.592681e+02
## intersect
## pop
                  4.498665e+01
## agemed
## non.us.citizen .
## agg.inc
                  2.264830e-03
## med.inc
## noHS
## HS
                -1.062138e+04
## some.col
                -3.988171e+04
## col.grad
                 2.286954e+05
## post.grad
## com0
## com15
## com30
## com60
## drive
                 -2.197112e+05
## public
## walk
                  3.074855e+05
## home
## other
                  6.616181e+04
```

Let us finally take a look at all the models.

```
##
          ModelName In_Sample_R2 Out_Of_Sample_R2 Valuation_train
                       0.7861431
                                                          40016174
## 1 Original Model
                                         0.7201434
## 2 All Predictors
                       0.9483931
                                        0.8047443
                                                          33257851
## 3
          New Model
                       0.8289329
                                         0.7686991
                                                          40054717
## 4
        Best Subset
                       0.9450826
                                        0.8447191
                                                          33634405
## 5
                       0.9392624
                                        0.8728999
                                                          33589376
              LASSO
##
     Valuation all
## 1
         40199576
## 2
          34051269
          40576369
## 3
## 4
          33194053
## 5
          33534244
```

As a final model we choose **Best Subset Selection**, as it achieves the best predictive performance with the and fewer coefficents. As we mentioned, we value interpretability, and a more parsimonious model is more valuable to guide Milagro and Harriman Capital's decision making.