

# **SALES MONITORING & SALES PREDICTION**

## **A PROJECT REPORT**

*Submitted by*

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*in partial fulfilment for the award of the degree of*

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**BONAFIDE CERTIFICATE**

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## **ABSTRACT**

The Car Sales Prediction project aims to develop a data-driven model that forecasts car sales based on historical sales data, economic indicators, and market trends. By utilizing machine learning algorithms and regression analysis, the project seeks to provide accurate predictions for future car sales, helping dealerships and manufacturers optimize inventory management, marketing strategies, and production planning. The model's performance will be evaluated using various metrics, and its insights could contribute to more informed business decisions in the automotive industry