Scenario

The highlighted worksheets (Listings Data and Leads) contain data for one sector in Bangladesh (Bproperty).

 - Listings - this is the properties that are available to sell or rent in that Area as well as they type of properties they are (commercial / residential) and the features (size, beds, value etc.)

 - Leads - this is the leads we have in Uttara (same area) as well as the sales activity against each lead including the specific requirements for each lead.

You can refer to the worksheet "Appendix" which contains some of the definitions for some of the columns.

Requirment

Can you work through and highlight what you think is going on in the area - good or bad. If the objective is more transactions (rent or sale) where should we focus / where is the demand as well as what properties should we be focussing on to rent out or sell.

You can present your findings in the form of a report or a presentation.