**Car Sales Overview**

* **Individual sellers dominate** the market, accounting for over 80% of listings.
* **First-owner cars** are the majority (66%), indicating high trust in low-ownership vehicles.
* **Diesel vehicles** are the most listed and sell for the highest average price.
* **Automatic cars** are significantly more expensive than manual ones, suggesting they are seen as premium options.

**Regional Insights**

* **South India** leads with the highest average selling prices.
* **Central and East regions** show similar pricing, slightly above Western states.
* Price differences may reflect regional income levels, fuel preferences, or urban vehicle demand.

**Pricing Trends**

* **Average selling price increases** with engine size and power.
* **Max power** has the strongest positive correlation with selling price (+0.75).
* **Mileage (km per liter)** negatively correlates with price, suggesting that fuel efficiency is less valued than performance.

**Technical Specifications**

* **Diesel cars average ₹8.02 lakh**, nearly double petrol cars.
* **Automatic transmission cars** sell for over ₹18 lakh on average, compared to ₹4.6 lakh for manuals.
* **Test drive cars** have unusually high prices, indicating possible data anomalies or luxury models.

**Vehicle Age & Usage**

* Cars aged **6 years** command the highest prices (~₹17.7 lakh).
* **Older vehicles (9+ years)** show a steep decline in value.
* **Higher kilometers driven** lowers resale value, but not as significantly as age or engine size.

**Ownership Impact**

* Selling price drops notably with each additional owner:
  + First Owner: ₹7.9 lakh
  + Second Owner: ₹4.0 lakh
  + Third Owner: ₹2.9 lakh
  + Fourth+ Owner: ₹2.3 lakh
* **First-owner vehicles retain value best**, aligning with buyer preferences.