# North and South America's Residential Data

1) How does Basement height, condtions and exposure effect the sales of the property ?

Ans)

Basement Height : Basement conditions truly effect the sales of the property. Basement height with 100 inches has the highest sales in property.Also most of the customers are having interest towards 90 – 99 inches more. And 100 inches height has a minimum user count.When height of basement is 90-99 inches then sales price is okay. When height of basement decreased to 80 - 89 inches from 90 - 99 inches then Sale Price also decreased. As basement height increases sales price also increases which means both are linearly dependent on each other. This can be observed in below image.

Conclusion : In future company need to construct basements with 100+ inches , 90 – 99 inches, 80 -89 inches more. Basements with heights 70 – 79 inches and less then 70 inches need to be constructed less in amount. These inturn help in gaining Sales Amount from buyers.

Height of Basement

How does basement Height affect Sales Price ?
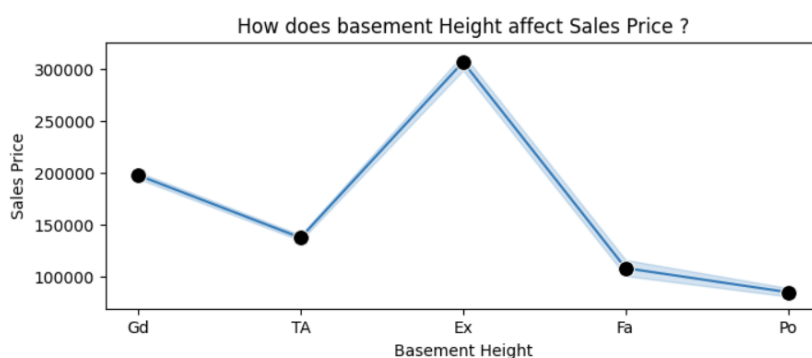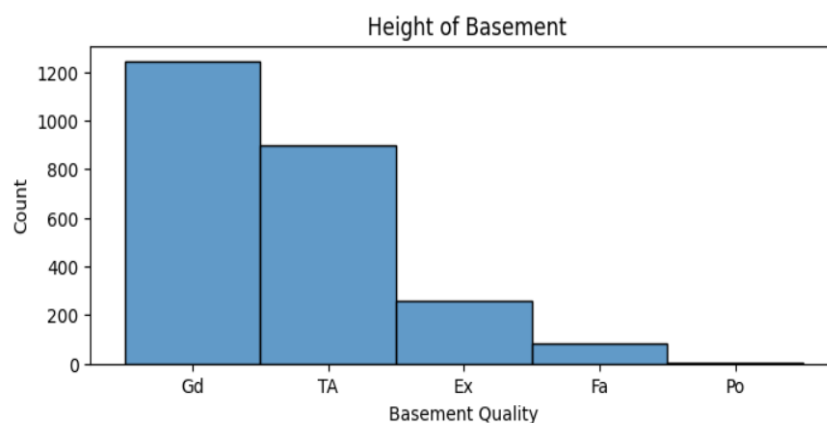
Basement Condition : Typical - slight dampness allowed is preffered most often in Basement condition. So construct such basements more in coming future. If basement condition is good, most of the people consider to buy the that specific residence which is well organized. Dampness or some cracking or settling type of basement condition is also choosen while buying residences. People considered in this are average class, middle class. Excellent basement condition is choosen very less. This priority is choosen by high class people. We can see from this graph that very minimal people

does'nt choose excellent finished basement. This means that Fully equipped basement is not preffered by maximum people.

Conclusion : In future company need to construct basements with "typical - slight dampness", "dampness or some cracking or settling" and also "good" condition type more in number.


General Condition of basement
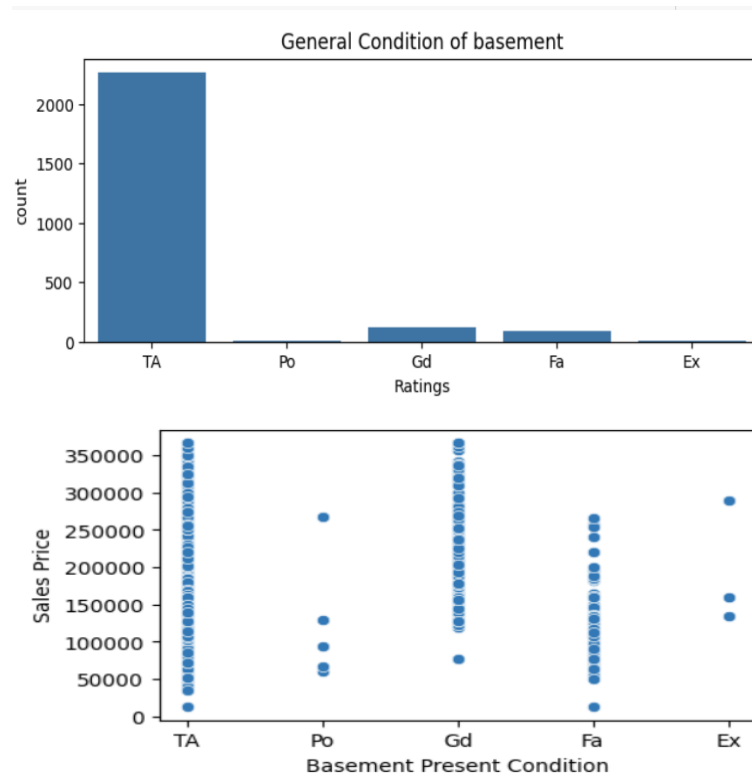
Basement Exposure : Good amount of exposure is mostly preffered by people. Even No, Minimum and Average Exposure is selected almost equally. Properties must be build with equal weightage in all kinds of Basement Exposure. There is no specific Exposure of Basement in which customers are specific. So company can construct all kinds of exposure in basement.

Conclusion : Company need to construct all kinds of basement exposure as people are intrested in all types of exposure in basement.


Walkout or Garden level walls

Basement Exposure Vs Sales Price ?
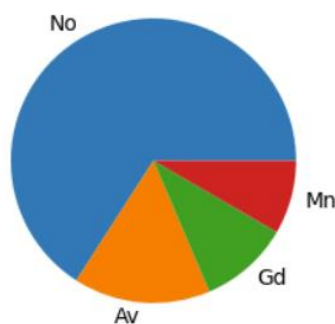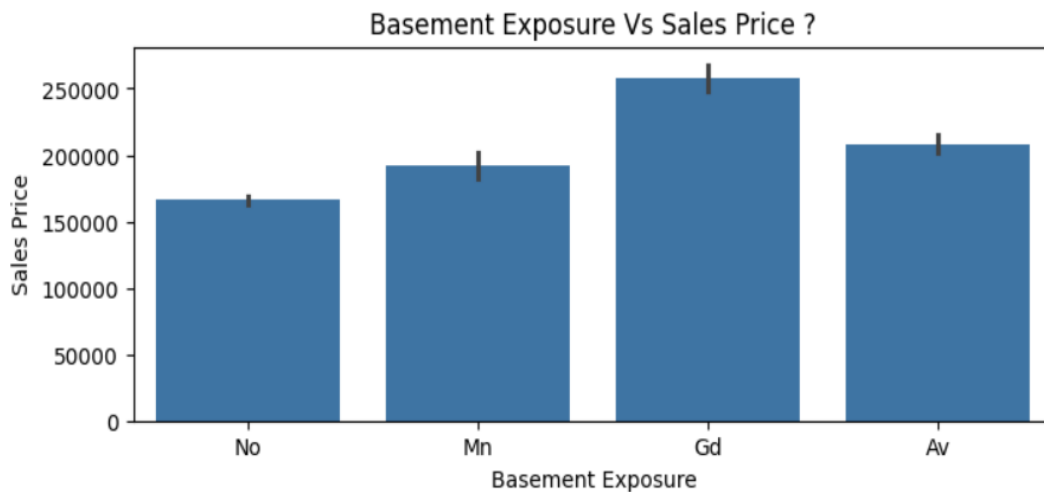
2) Analyse monthly sales on properties. Which months have selling rate more ?

Ans)

Properties were more sold with maximum amount in January, September, November and December. Also on the month of "June" there were many customer counts to buy fifferent kinds of Plot. On an average every month has sales in good amount. Customers buy land/property/residence in more number in January, November and December because people get year end bonus and hikes. And eveen might save money from January , so they ae able to store good amount to buy residences.

Conclusion : January, September, November and December months have high rate in sales. So release new properties with highest rates in those months. Also release new properties in month of "June" with all different kinds plot size.


Montly Sales

Monthly Property Sales
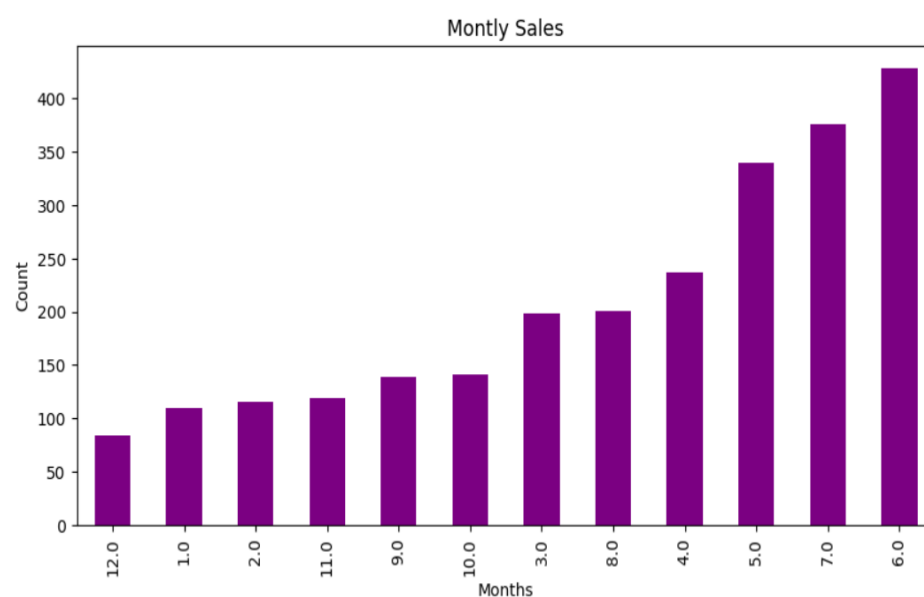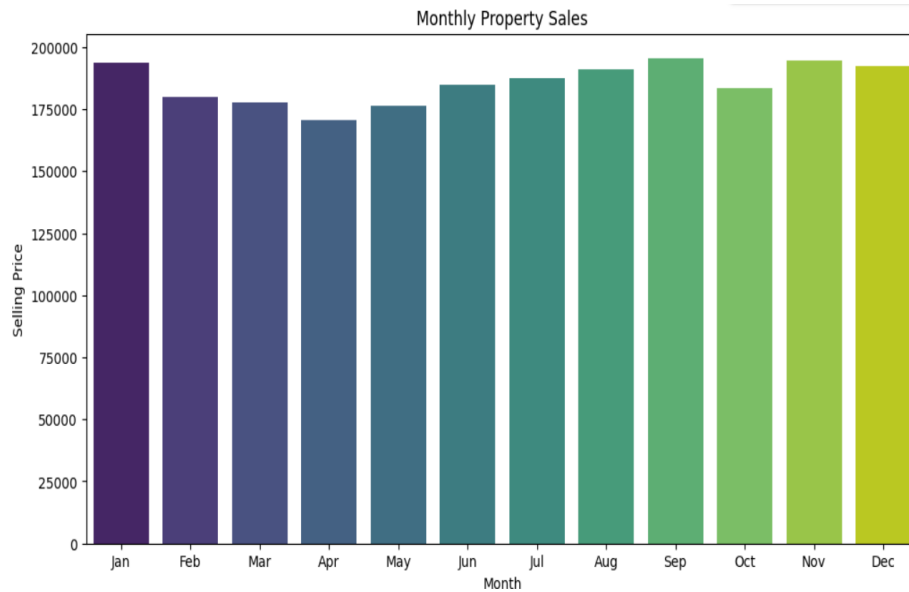
3) Analyse Lot Area. Which are the top 15 lots that are getting sold ?

Ans)

10,000 square feet is sold in larger number to customers which means buyers are more intrested to buy 10,000 square feet land. 2,500 to 5000 square feet has average count for sales. 100 square feet is mostly preffered by north and south US staying people. Square feets with 30 to 35 range has the second highest sales. 0 to 20 square feet land is prefered by numerous customers for buying. Lands with 40 square feet to 99 squeare feet is not preffered by the people staying in US. Company which gives lands to customers must not create plots with 40 to 99 square feet as no one buys those.

Conclusion : Company which makes plots in future must not make plots with size 40 to 99 square feet as no one buys those. 10,000 square feet land can be created as more count of people preferred it to buy. Also more and more 100 squeare feet land needs to be created much as more frequency members are into 100 sq feet plot.


Lot Area in square feet

Top 15 Lot Area square feets
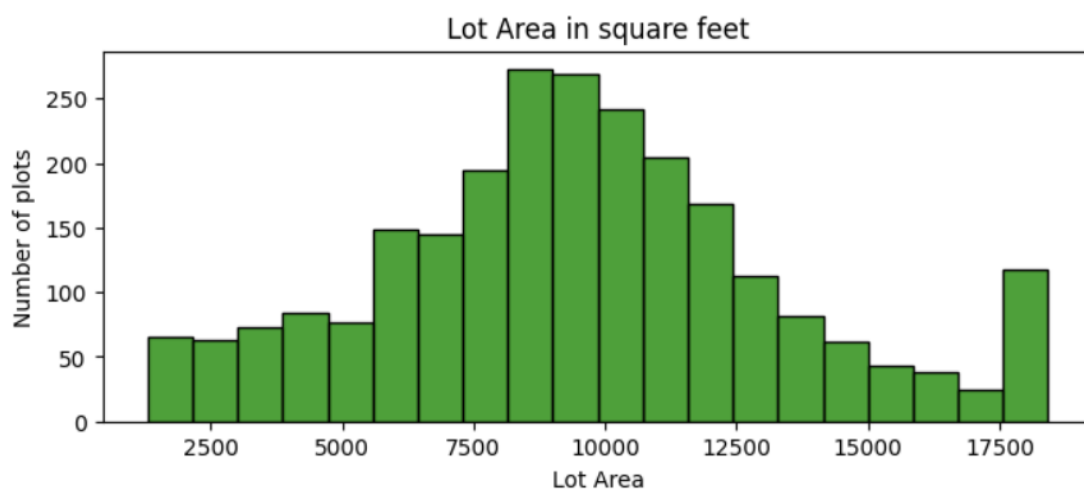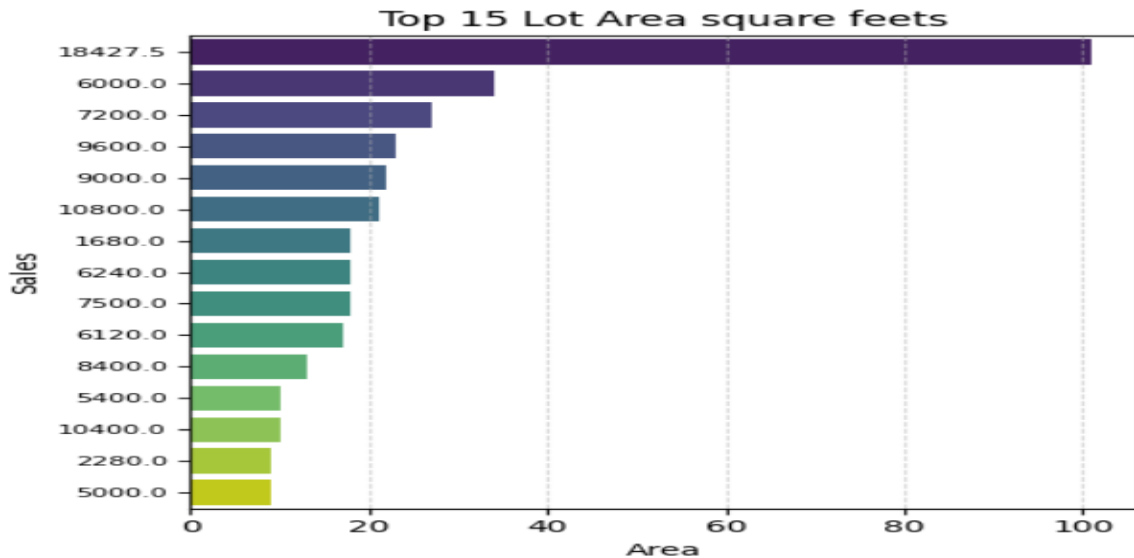
4) How does neighbourhood places have an impact on sales of property ? Mention top 5 neighbourhood places selected much by customers .

Ans)

"Clear Creek" is famous place among all other places nearby. "Old Town" is the second famous place among all. Lowest priority was given to "Green Hills". This means most of the people live in "Clear Creek" as their might be all the facilities like schools, colleges, entertainment places, office area's and etc are near to it. "Green Hills" migh not have basic human requirements full pledgely. So people are not interested in that neighbourhood. "Edwards" has the top third priority in selecting the neighbourhood place. "Somerset" has the 4th highest priority in selecting the neighbourhood place. "Northridge Heights" has 5th highest priority in selecting the neighbourhood place. Similarly we can can observe for all other places. Company need to provide more and more plots in top 5 famous places.

Conclusion : Top 5 famous places are "Clear Creek", "Old Town", "Edwards", "Somerset" and "Northridge Heights". This means these are the neighbourhood places in which users are favourable towards. On mentioned 5 places land plots segregation must be more in future.

Mean Monthly charges for each payment method

Top 10 Neighbourhood Places
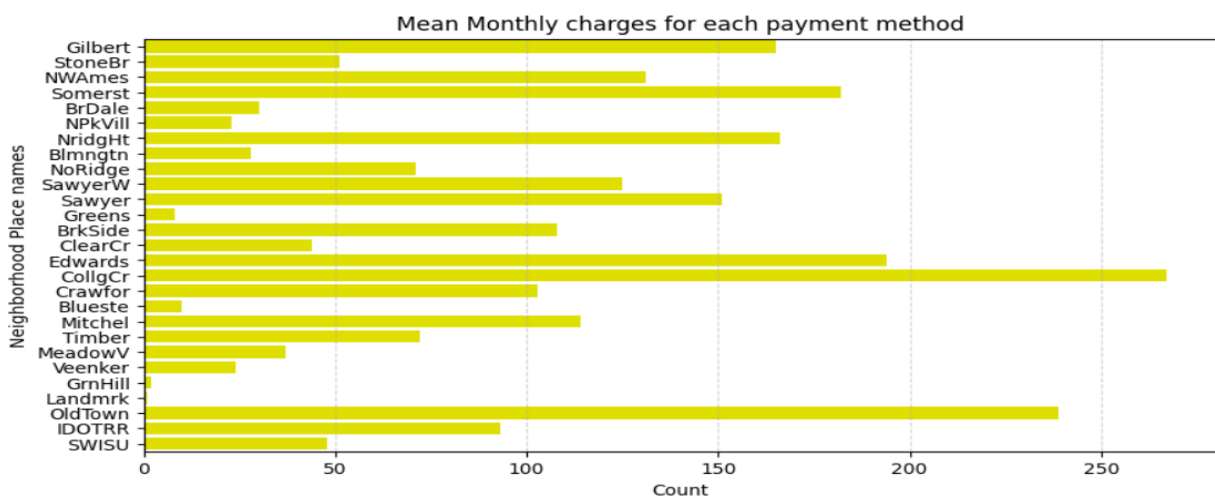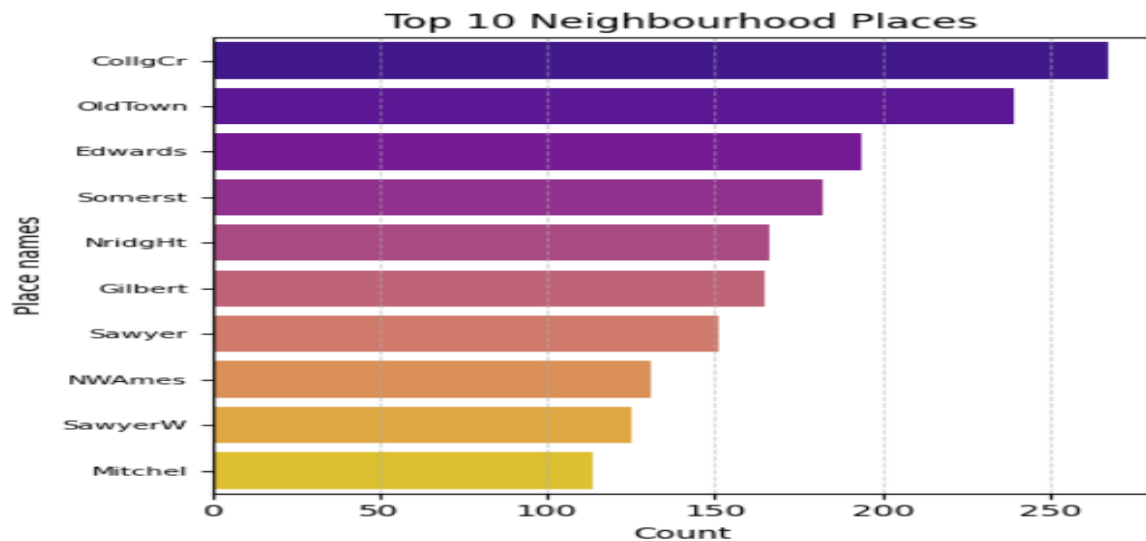
5) Identify the trend in Zoning. What kind of zones i.e Agriculture, Commercial, Floating Village Residential, Industrial and etc are prefered and why ?

Ans)

"Residential Low Density" is most oftenly preffered by US people. "Residential High Density", "Agriculture", "Commercial", "Industrial" are less widely selected. As "Residential Low Density" zone is preffered by most of the people. Future Land Management strategies should prioritize making a larger number of Residential Low Density zone available for sale. This is because customers are interested in Houses/homes/Villas/etc with low population density in the specified zone. If there is huge population density then there may be chances of residential issues raising. These issues include water scarcity, busy areas, increase in Dollar value and etc.

Floating Village Residential" is preffered mostly by customers when Sales Price came into picture.This is because citizens are interested to stay in Floating Villages. When Sales Price of the Residence comes into consideration then people might feel "Floating Village Residential" would better fit them. At last money is also one of the priority.

Conclusion :

"Residential Low Density" and "Floating Village Residential" are frequently buyed in comparision to other zones. As per customer's budget and comfort these two zones have full filled. Sooner or Later in future Lands in these zones must be kept in sale more in number.

General Zoning Classification of the sale

Distribution of Zones along with Sales Price
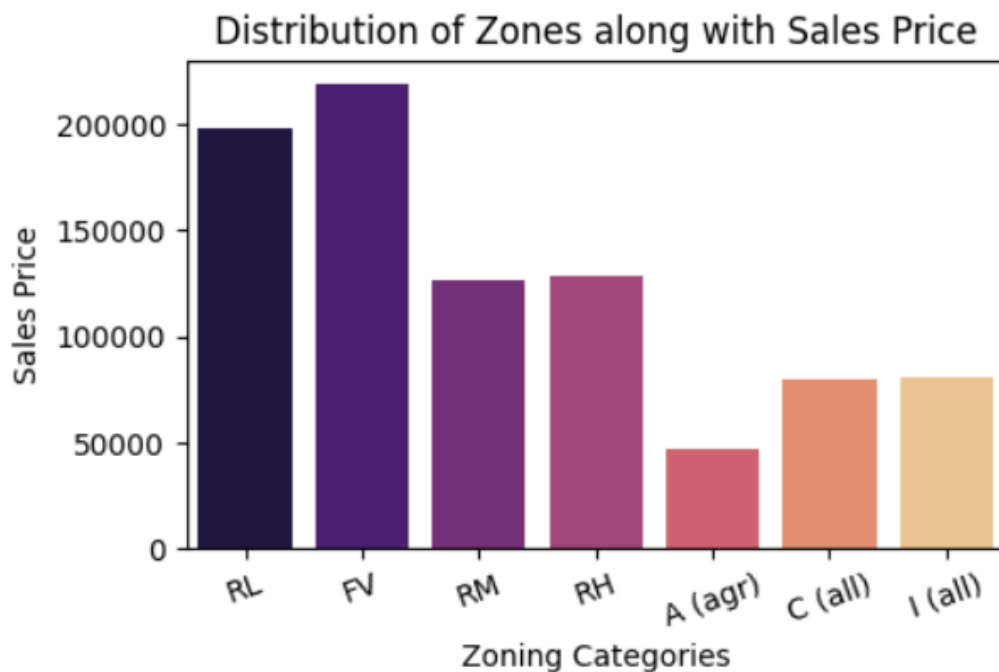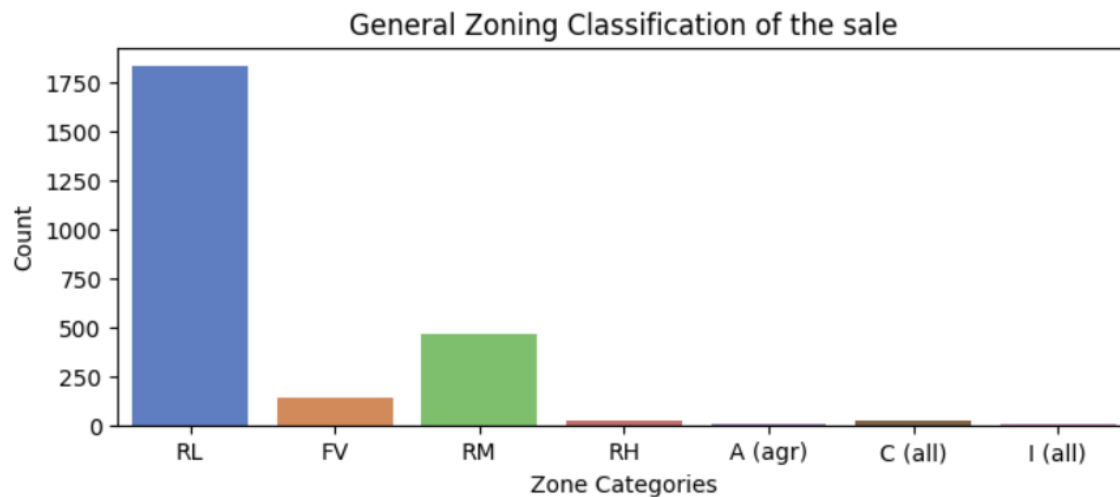
6) How does Garage condition impact sales ?

Ans)

Garage condition is "Typical/Average" for maximum places. No garage Condition is Excellent. "Fair" and "Poor" condition is only for few residencies. Typical/Average and Fair Garage conditions were present when Sales Price came into existence. Fully furnished garage is nothing but excellent condition of garage which was very low in percentage. Company which was tied up with work related to garage need to concentrate more about Garage Condition. So that no customer concern raises in future.

Conclusion :

Most of the garage condition is Average. Garage Condition work must be impoved in coming future so that no customer concern raises about it.


How was the Garage Condition ?

Garage Condition vs. Sales Price
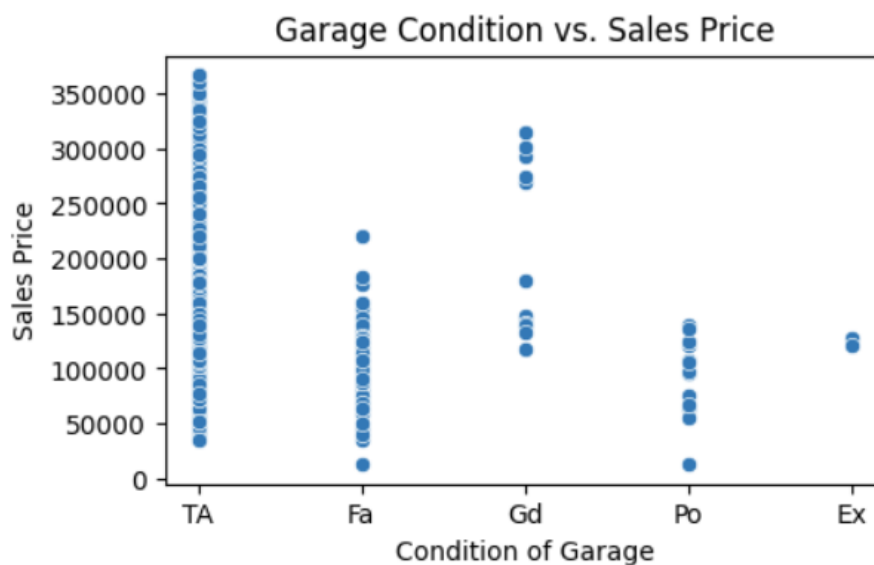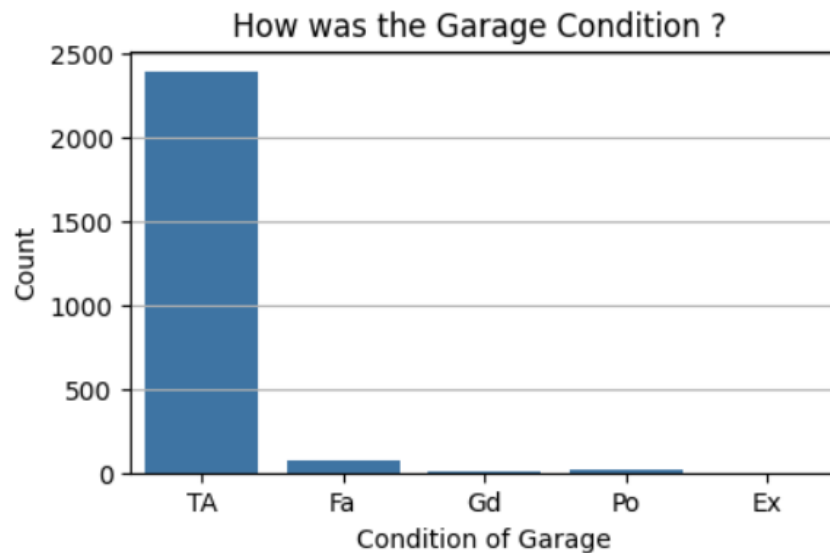
7) Learn and Analyse about Fireplace . How many Fireplaces are required for any place ?

Ans)

0 or 1 Fire place is there in residencies mostly. 2 Fire places are also present in recidencies. 2 Fire places are preffered by people who don't want to share fire with other person. And hence they require 2. Existence of number of fire places does not have any impact when Sales Price comes into

consideration. Fire place is required by people taking shulter in cool season like Winter. In Winter's maximum amount of people prefer to use Fire place to keep themselves warm.

Conclusion : Most of the customers prefer to have 1 fire place for entire house/home. 2 fire places are also prefered buy some of the customers. Number of fire places have very minimal impact on Sales Price.


Fire Places

Fireplaces vs. Sales Price
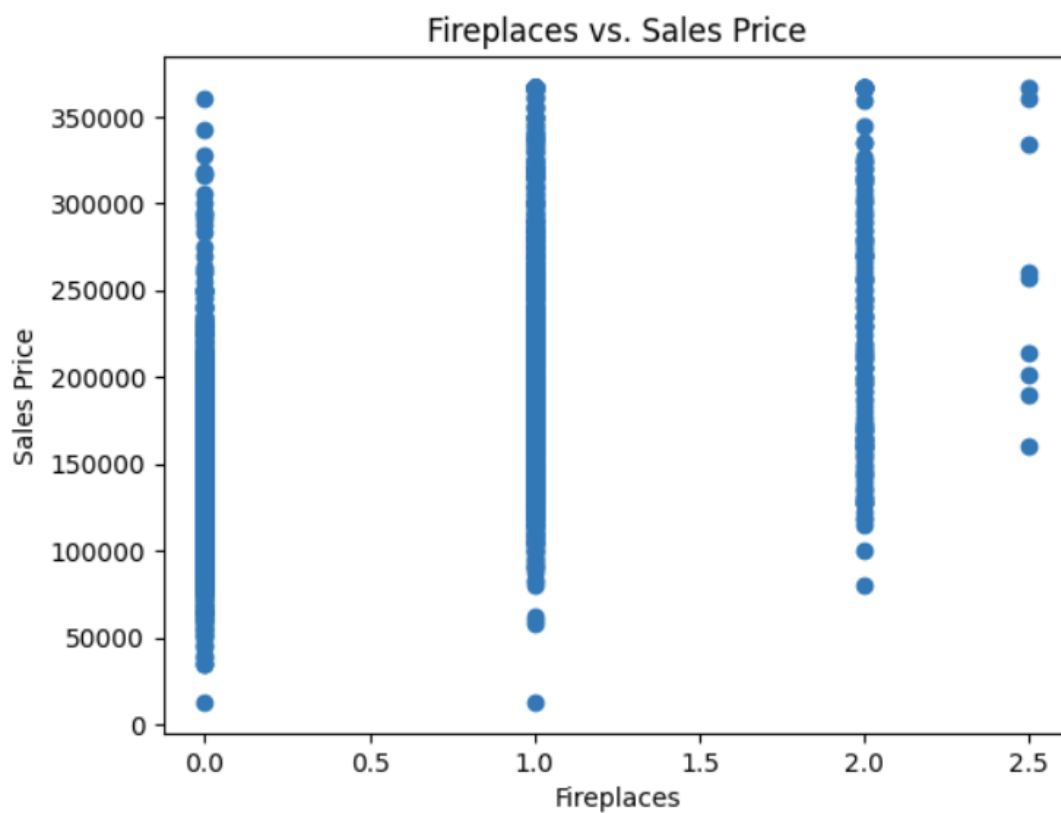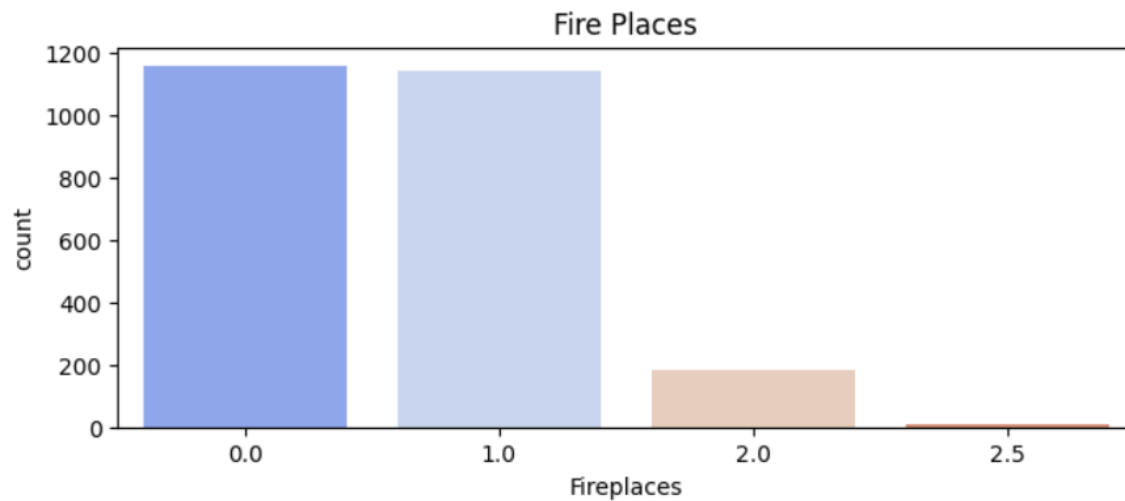
8) How was the Kitchen Quality ? Will Kitchen Quality have any impact ?

Ans)

Average and Good Kitchen maintenanace are more in the recidencies.Poor and Fair quality kitchen are low in number. Poor Quality kitchen is minimum i.e 1 or 2 or 3 in number when Sales Price came into existence. Poor Quality Kitchen is almost negligable when Sales Price comes. When Kitchen quality is good then obviously it becomes one of the parameter for condersidering any residence to buy.

Conclusion : Kitchen quality is good and not so bad or worst. Kitchen quality will be taken into one of the consideration by customers who buy recidence.

Kitchen Quality

How kitchen quality impact the sales ?
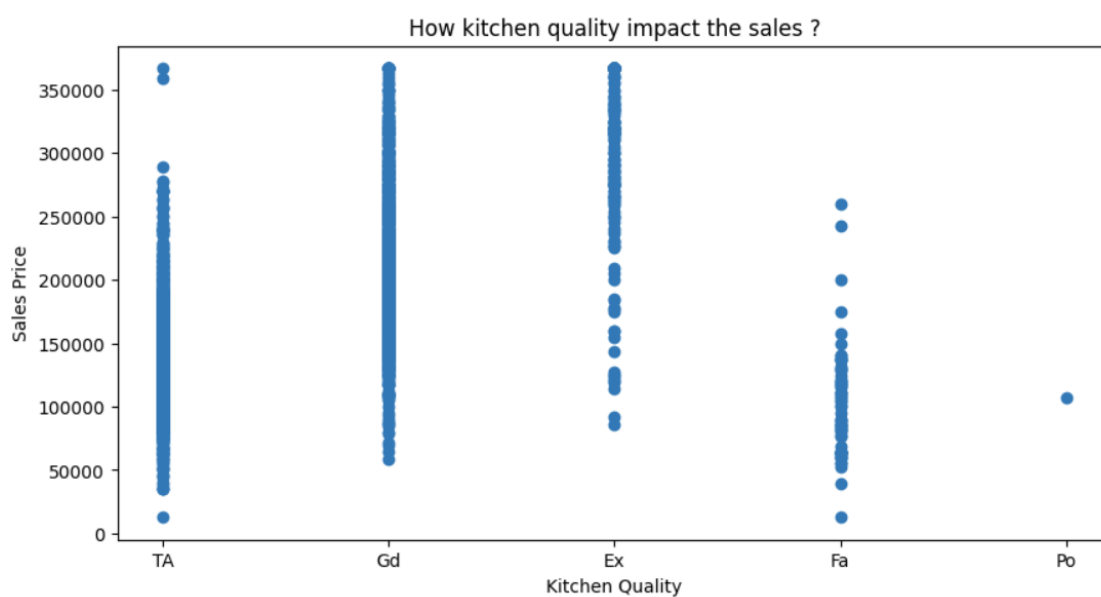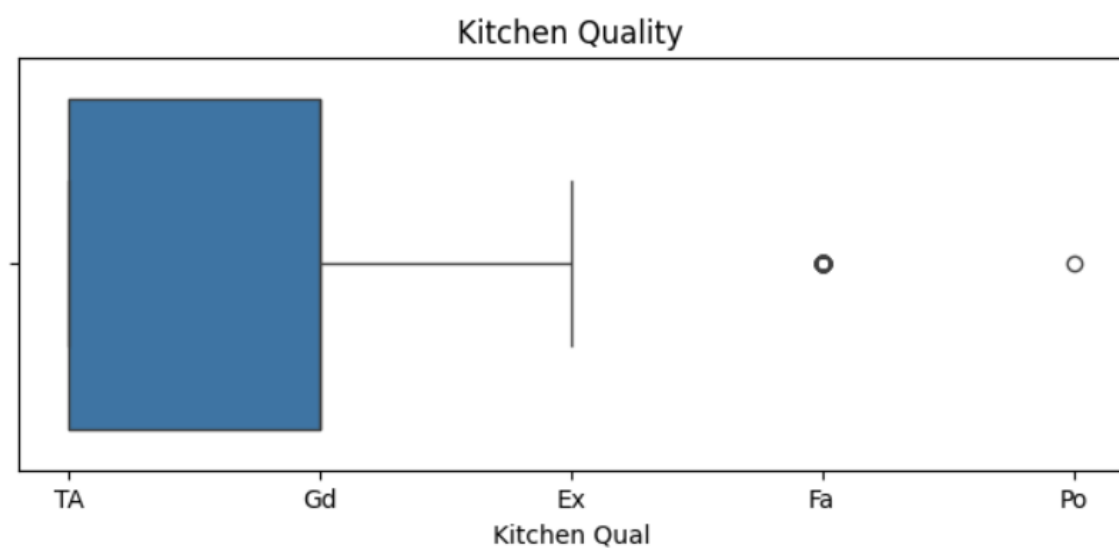
9) What kind of roof style and material is mostly used ? Do Analysis on roof style and material.

Ans)

'Gable' and 'Hip' style of roof were most oftenly preffered by customers. 'Shed', 'Mansard', 'Gambrel' and 'Flat' were preffered very minimum. Standard (Composite) Shingle is maximum customers selected material for roof top. If we see the trend it increases and decreases in some places. 'Hip' style of roof making is preffered with highest sales in price. "Wood Shingles" style of roof is preffered with highest Sales Price. "Clay or Tile" style of roof is preffered with lowest Sales Price. Data points are maximum observed from below visualizations.

Conclusion : Style of Roof and Material of Roof are just customer prefereneces which were mostly choosen. These must be taken into consideration because at last every attribute is important for buying a residence for a customer.


Style of Roof

Style of Roof

Roof Style Vs SalesPrice

Roof Material Vs SalesPrice
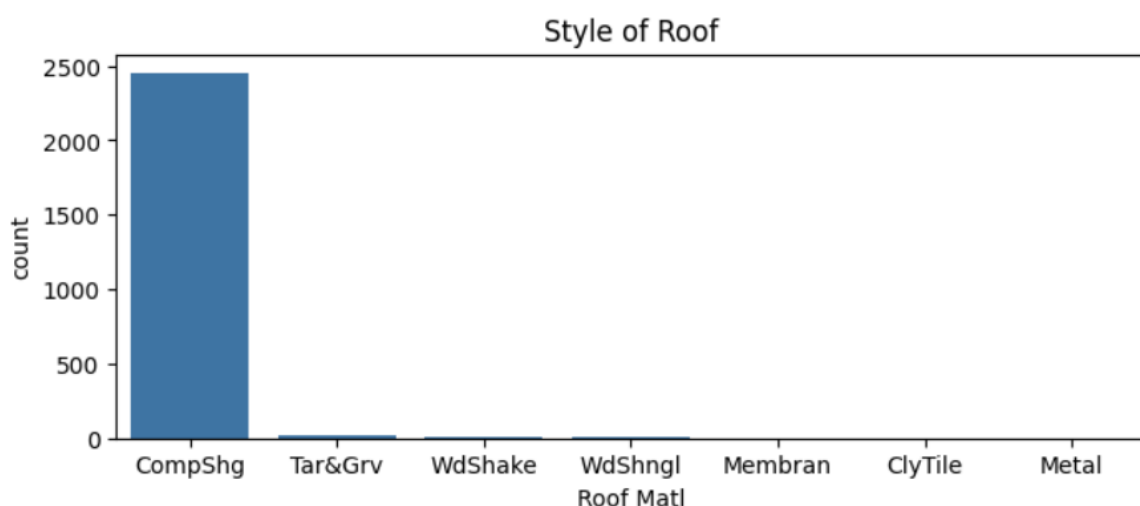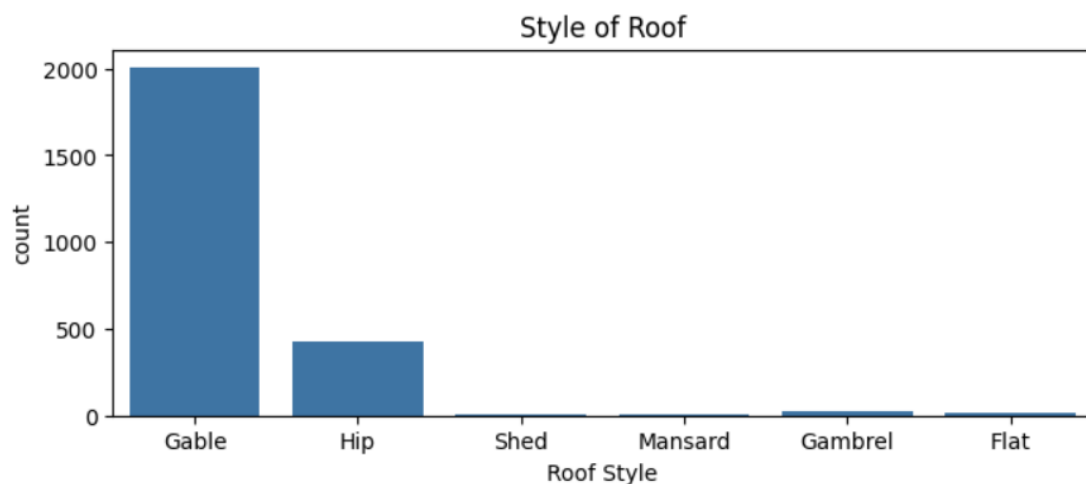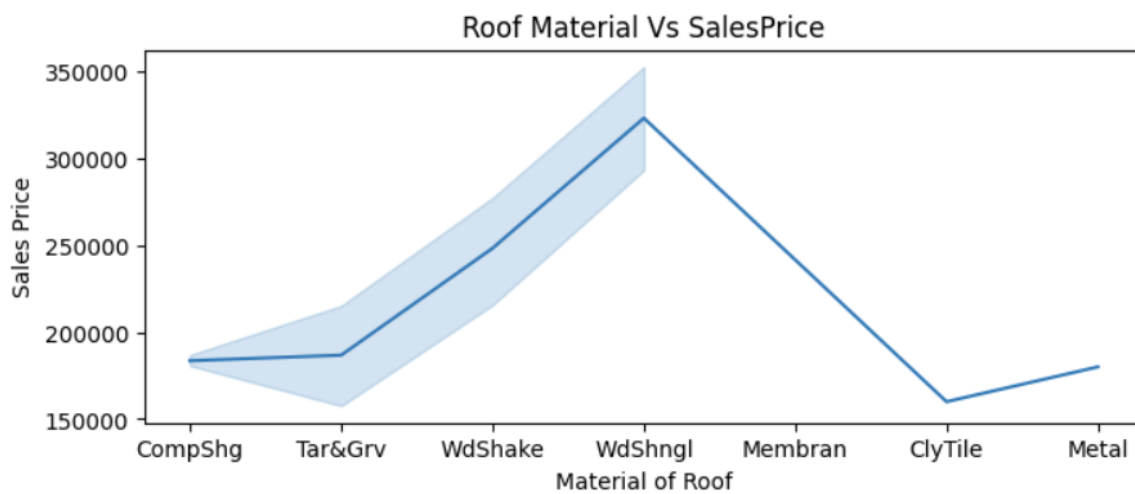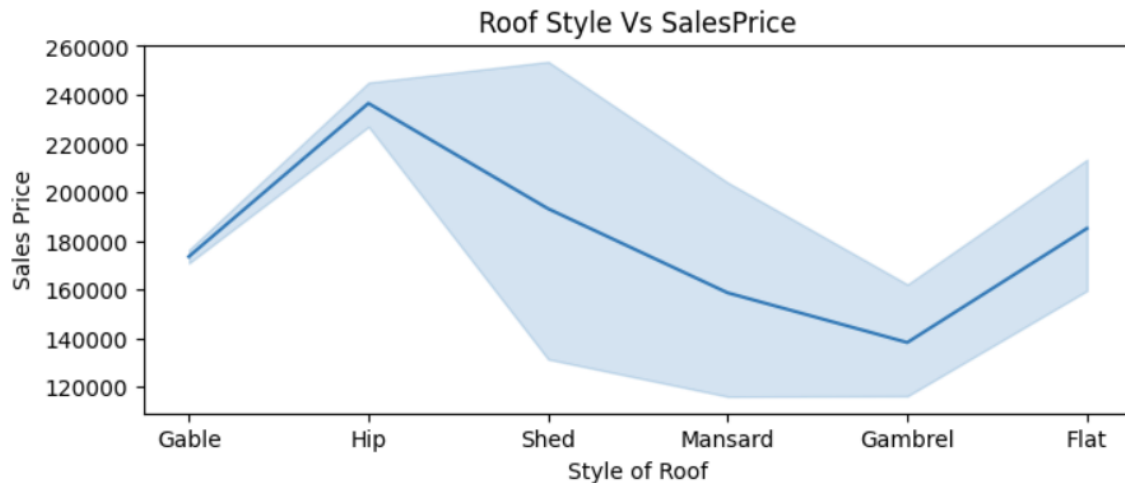
10) How does overall condition and quality of place impact sales ?

Ans)

Average, Above Average and Good are the most given rating's for the Total quality of residence. Very Excellent kind of rating is given by minimal amount of people. Average is the rating given for overall condition of recidence which was quite big in number. Overall Quality need to improve alot because ratting 10 is not given given by maximum people. If overall rating is good then customers will be interested in buying Lands/Residences/Place. Below visualizations depicts the dependencies of Overall Quality, Overall Condition and Sales Price on each other.

Conclusion : Overall quality need to be improved for residencies/houses/places/land . So that number of customers will in increase in buying houses/recidencies.

Overall Quality
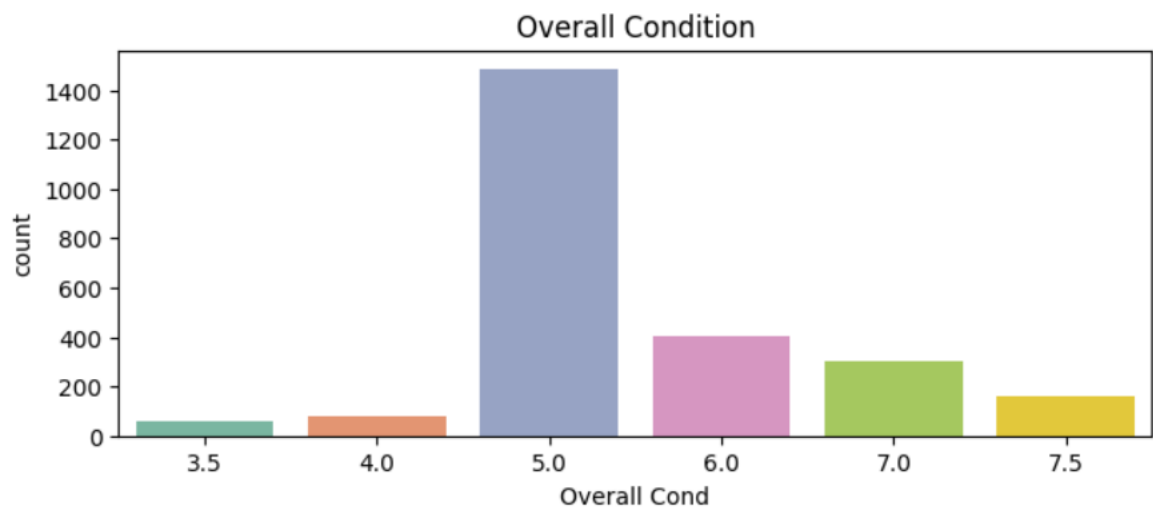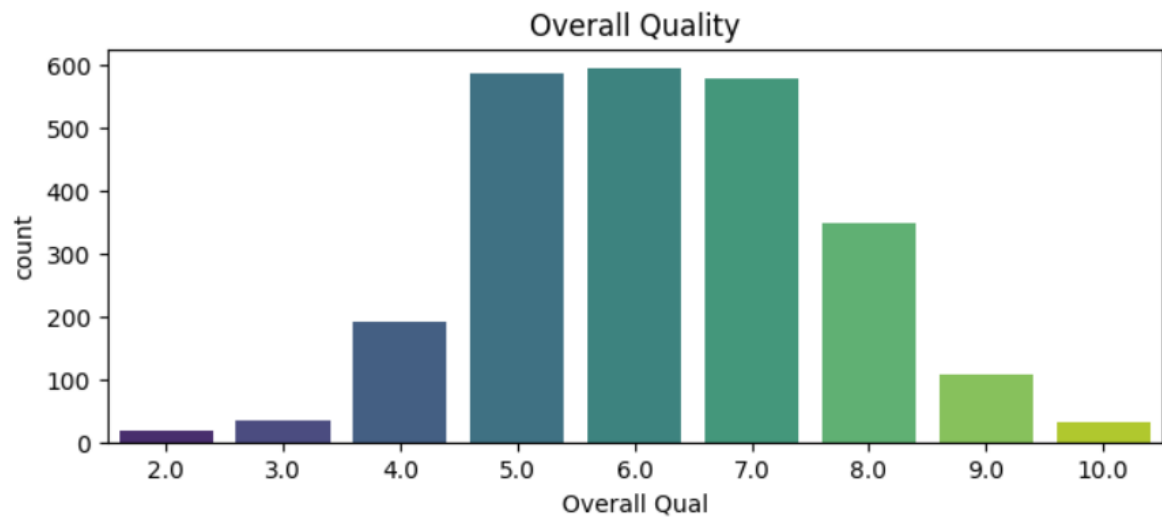
Overall Condition

	SalePrice	Overall Qual	Overall Cond
SalePrice	1.000000	0.821452	-0.150331
Overall Qual	0.821452	1.000000	-0.152930
Overall Cond	-0.150331	-0.152930	1.000000

Heat Map showing correlation between "Sales Price", "Overall Quality" and "Overall Condition'

	SalePrice	Overall Qual	Overall Cond
SalePrice	1.00	0.82	-0.15
Overall Qual	0.82	1.00	-0.15
Overall Cond	-0.15	-0.15	1.00