

## Project Design Phase

### Problem – Solution Fit Template

Date	27 June 2025
Team ID	LTVIP2025TMID49022
Project Name	Visualizing Housing Market Trends: An Analysis of Sale Prices and Features using Tableau
Maximum Marks	2 Marks

#### Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

#### Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

#### Template:

Toy Craft Tales: Vizualizing Housing Market Trends -An Analysis of Sale Prices and Features Using Tableau

Stand-Yes	<b>1. CUSTOMER SEGMENTS</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">CS</span> <small>Why's your decadal customer?</small>	<b>5. CUSTOMER CONSTRAINTS</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">CC</span> <small>When proud-@ customers for managing from taking action or less than photo</small>	<b>5. AVAILABLE SOLUTIONS</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">AS</span> <small>What solvates falterrednce direct ranks available to thesflight new? the Welbbs reparturited Oedior efesities</small>
	<b>2. JOBS-TO-D-DONE / PROBLEMS</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">JBP</span> <small>What specific task or problem does customer c iur customer?</small>	<b>5. PROBLEM ROOT CAUSE</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">RC</span> <small>Loss of distark to wledge gap</small>	<b>7. BEHAVIOUR</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">BE</span> <small>Why do the subnier dke to solve the problem and get this job stone? fe. Las fete on from hualts</small>
Tb-cobllts	<b>7. TRIGGERS</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">TR</span> <small>What promple coloutions s ta start looking for a property /TD Day?</small>	<b>18. YOUR SOLUTION</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">SL</span> <small>What deep your ee elenccortio gnibiem de fle: cluffer, shows job solutions do/ Wbaators, Lured for vto-st-weadue the d.bibler, rows ofons. ( or leveuae ruty dloing market, nends, tess cluffer, shores pro ced parameters in key atuo mallecta</small>	<b>7. CHANNELS &amp; BEHAVIOUR</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">CH</span> <small>8 / Untal thats What terms do consultants duange tate action? leep, to.caff showuplice shoos.</small>
	<b>8. EMOTIONS BEFORE / AFTER</b> <span style="float: right; background-color: #00b09b; color: white; padding: 2px 5px; font-weight: bold;">EM</span> <small>What terms to gelut saying the sollectly genantly / ? &amp; information? they foat fectons knowing citty ve mmed at lther had cleoson!! / se on decision.</small>		<b>8.DEFINE</b> <small>What terms do ccstioner-3 Lake action? Westerns lced balancers, deioned</small>