About Dataset

- The dataset is formed from 997,217 rows and 11 columns.

- The date range of the dataset is from 2000 to 2020.

- The dataset includes details of residential properties in Bengaluru, India, with attributes such as List Year, Date Recorded, Town, Address, Assessed Value, and Price.

- It provides comprehensive housing data across different localities in the city, offering valuable insights into the Bengaluru real estate market.

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Objective

- Analyze and understand the residential real estate market trends in Bengaluru, India, from 2000 to 2020.

- Utilize Microsoft SQL Server for Exploratory Data Analysis (EDA).

- Extract meaningful patterns and statistics from the dataset's nearly one million records and 11 attributes.

- Present findings effectively using PowerPoint to communicate the dynamics of Bengaluru's housing market across various localities.

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Questions to answer

- Dataset Timeline: What range of years does the dataset encompass?

- Peak Sales Years: In which years were the highest number of units sold?

- Top Sales Months: Which months consistently show the highest units sold?

- Geographic Distribution: What are the towns represented in the dataset?

- What's the Maximum, Minimum and the Average Assessed Values ?

- What's the Maximum, Minimum and the Average Sale amount ?

- Maximum, Minimum and average Sales ratio ?

- In which locations are the highest and lowest sales ratios observed?

- Which Property Type have higher sales volumes?

- Finding the town with the highest number of properties sold and the total sales amount for that town ?

- What's the top 5 towns with the highest sales ratio for commercial properties, including the number of properties sold ?

- Identifying properties sold within a specific date range and calculating the total sales amount for each property type ?

- Finding the top 5 towns with the highest average sale amount for residential properties

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Residential is the most property type was sold

Identifying properties sold within 2001- 2020 and calculating the total sales amount for each property type

Total Sales Amount by Property types
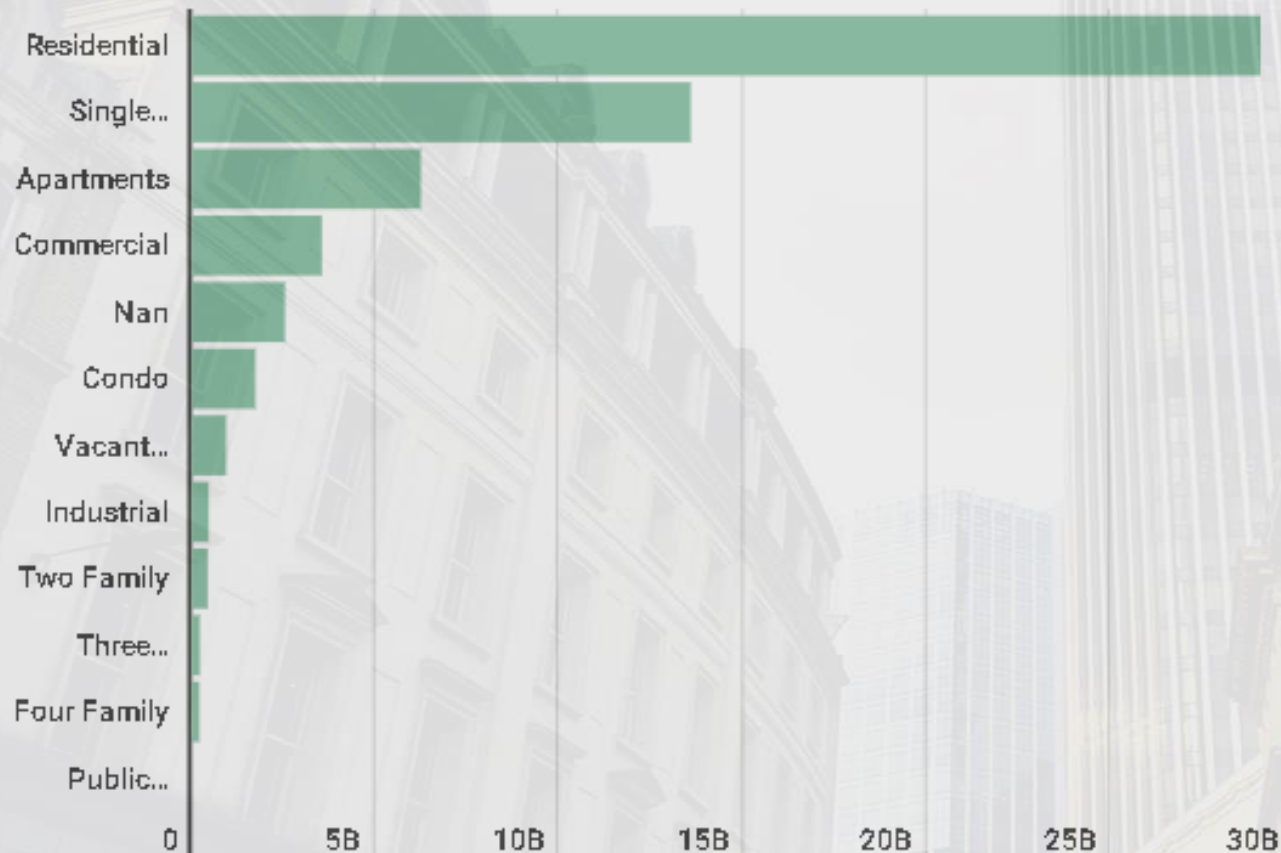
Key Facts

- Residential properties achieved a total sales volume of $30 billion.

- Single-family homes and apartments followed closely in sales volume.

- Three-family homes, four-family homes, and public utility properties recorded the lowest sales figures.

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Willington has the highest average sale amount for residential properties

Average Sale amount by 5 top town

Key fact

- Willington, Greenwich, Darien, New Canaan, and Stamford have emerged as the leading areas in terms of average sale amounts for residential properties.

- Willington has the highest average sale amount for residential properties with more than $ 6.5M

- Top 5 towns have average sale amount Around 13.7M

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In 2004, a record was set with 84,056 properties sold, marking the highest number of sales in a single year.

Up and downs in number of property sold from 2000 - 2020

Number of properties sold by years

Key Facts

• The years 2004 and 2020 were the best years for property sales.

• The years 2008 and 2011 recorded the lowest property sales.

• From 2004 to 2011, there was a decline in property sales, followed by a gradual increase until 2020.

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Summer months were the best in total number of sold property

Increasing and decreasing in monthly properties which sold (2001 – 2020)

Number of properties sold by months

102K

103K   103K

88K   87K

82K

87K

76K

78K

72K

63K

55K

April   August   December   February   January   July   June   March   May   November   October   September

Key Facts

- Jun, July and August are the top months in property selling with 305K units

- Jan and Feb are the lowest months with 118k units

- May, April and October was with average numbers of properties sold

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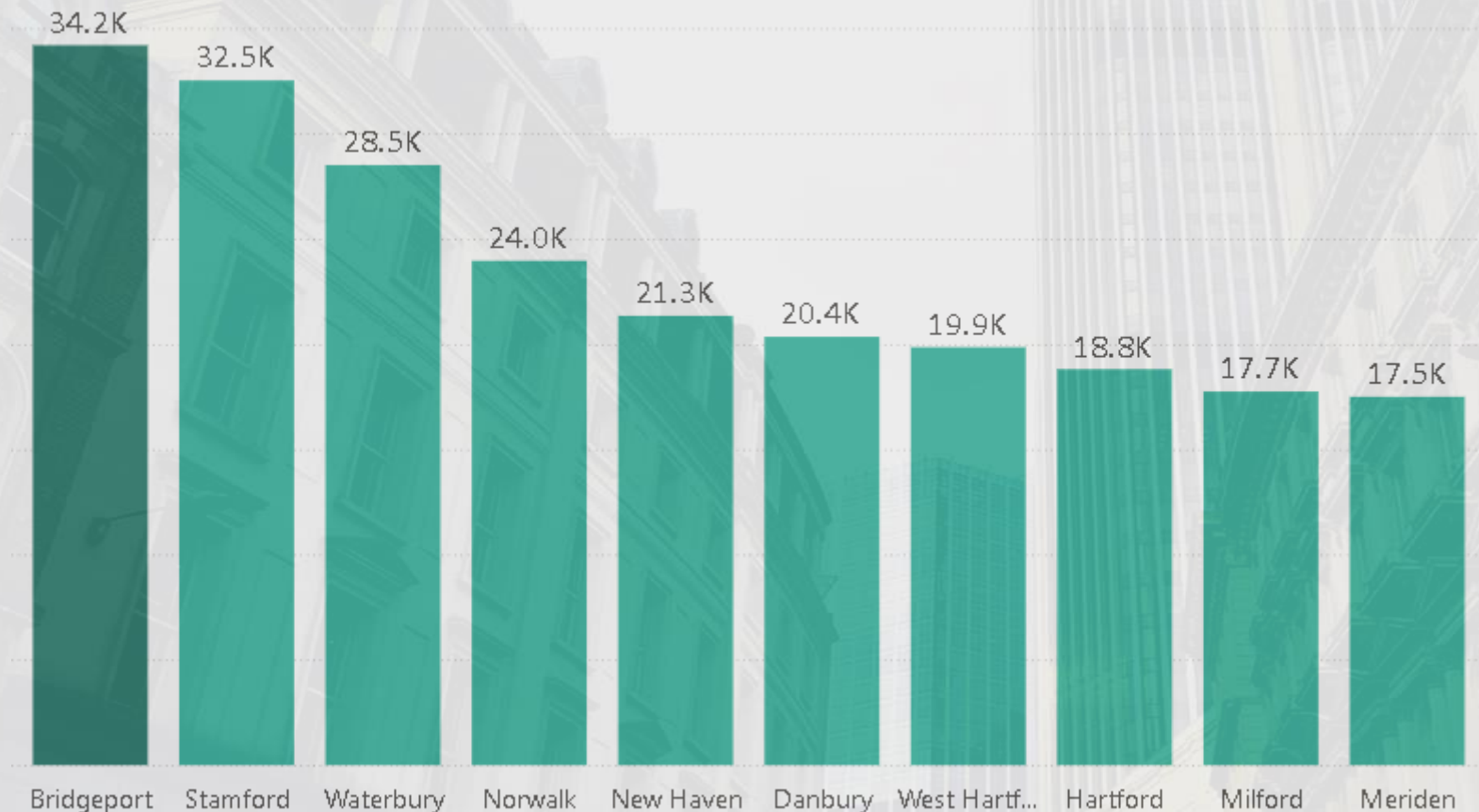
Conclusion

- **Market Trends**: Residential single properties led the market with $30 billion in sales, while three-family homes, four-family homes, and public utility properties had the lowest sales.

- **Top Towns**: Willington had the highest average sale amount at $6.7 million, followed by Greenwich, Darien, New Canaan, and Stamford.

- **Yearly Sales**: The highest number of properties sold was in 2004, with a decline until 2011, then a gradual increase until 2020.

- **Commercial Sales**: Stamford led commercial property sales in Bengaluru, with over 130 properties sold.

- **Seasonal Trends**: Summer months saw the highest property sales, while January and February had the lowest.

- **Top 10 Towns**: Bridgeport had the highest number of properties sold, followed by Stamford and other towns,
- indicating strong demand.

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Recommendations

- **Invest in Key Towns**: Focus on Bridgeport, Stamford, Willington, Greenwich, Darien, Hartford, Waterbury, New Haven, and Norwalk due to their strong sales figures and potential for high returns.

- **Diversify Investments**: Spread investments across various towns and property types (residential single properties, single-family homes, apartments, and lower-demand properties) to mitigate risks and capitalize on market strengths.

- **Monitor Market Trends**: Keep an eye on market dynamics, emerging trends, and economic indicators to adjust investment strategies accordingly.

- **Strategic Planning**: Develop strategies to handle market downturns and leverage growth periods by increasing investments and marketing efforts during favorable times.

- **Maximize Seasonal Sales**: Focus marketing efforts during peak seasons (summer) and develop strategies to boost sales during slower months (January and February).

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Thank You

I hope this presentation was successful in providing valuable insights. Your feedback is greatly appreciated, and I welcome any recommendations to improve my presentation skills. Thank you for taking the time to read through this presentation.

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