**Task 2**

**📊 Sales & Revenue Analysis**

1. **What is the monthly trend of total car sales and revenue over the last year?**
2. **Which car models generated the highest revenue, and how does it vary across regions?**
3. **What is the average selling price per car model and brand?**
4. **How do discounts or offers affect total revenue and unit sales?**
5. **Which dealers or regions have the highest sales performance in terms of revenue?**

**📈 Performance & Growth Insights**

1. **Which car models have shown consistent month-over-month growth in sales?**
2. **What is the YoY (Year over Year) and MoM (Month over Month) sales growth across different car categories?**
3. **Which salespersons or teams are outperforming or underperforming based on targets vs. actuals?**
4. **What are the most and least profitable car variants by fuel type (Petrol, Diesel, Electric)?**
5. **Which brands dominate the market share over time, and how is the competition shifting?**

**👥 Customer Demographics & Behavior**

1. **What are the most preferred car models by different age groups or income segments (if demographic data available)?**
2. **What is the correlation between car features (e.g., transmission type, color, engine capacity) and sales volume?**
3. **Which customer types (new vs. returning) contribute the most to revenue generation?**
4. **How do customer preferences change over time across regions or seasons?**
5. **Which features drive the most customer interest leading to conversion (test drive to purchase)?**

**📍 Location & Regional Analysis**

1. **How do car sales differ across states, cities, or dealership locations?**
2. **What are the top-performing locations and what factors contribute to their success?**
3. **Which locations are underperforming and need targeted marketing or operational strategies?**