



# Echo Park Automotive

Data Monetization Concept

# Slide Agenda

B

- Meet the Team
- Business Problem
- Data Over-view
- Model
- Recomendation
- Conclusion
- Next Step



# SAMUEL ROBINS



Founder of Used Car Sales LLC



**Sound analytic  
predictions**



**Effective marketing  
tactics**

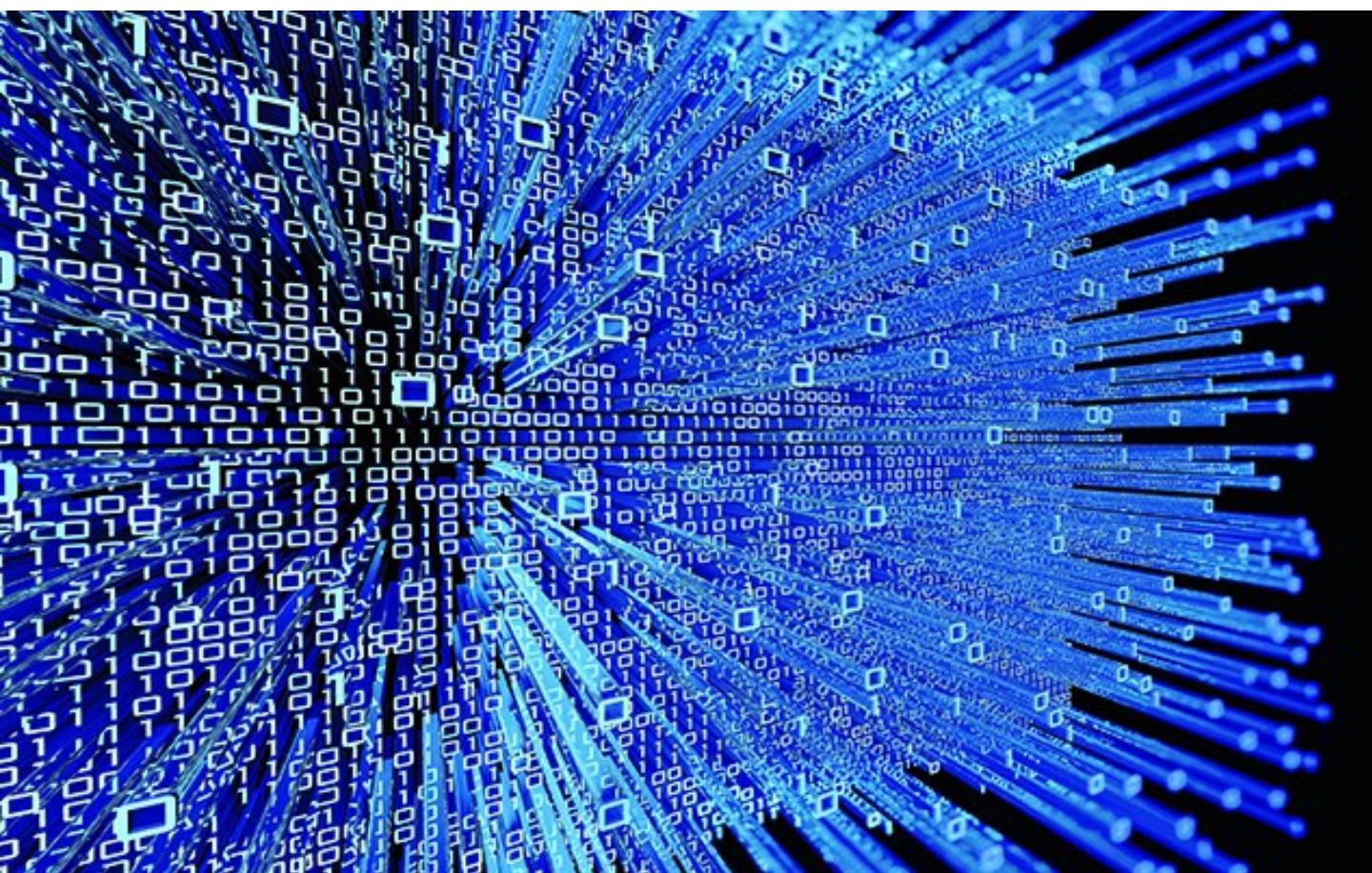


**We find the cars**

# BUSINESS PROBLEM

- Prediction
- Acquisition
- Portfolio
- Sale





# OUR DATA

 **973 entries**

Web-scraped data from car resale websites  
- 19 Features  
mileage, model, fuel Type



**We aim to collect more data**

maintain surveillance on data oriented sales price  
-portfolio



# STAY UP TO DATE WITH VALUES

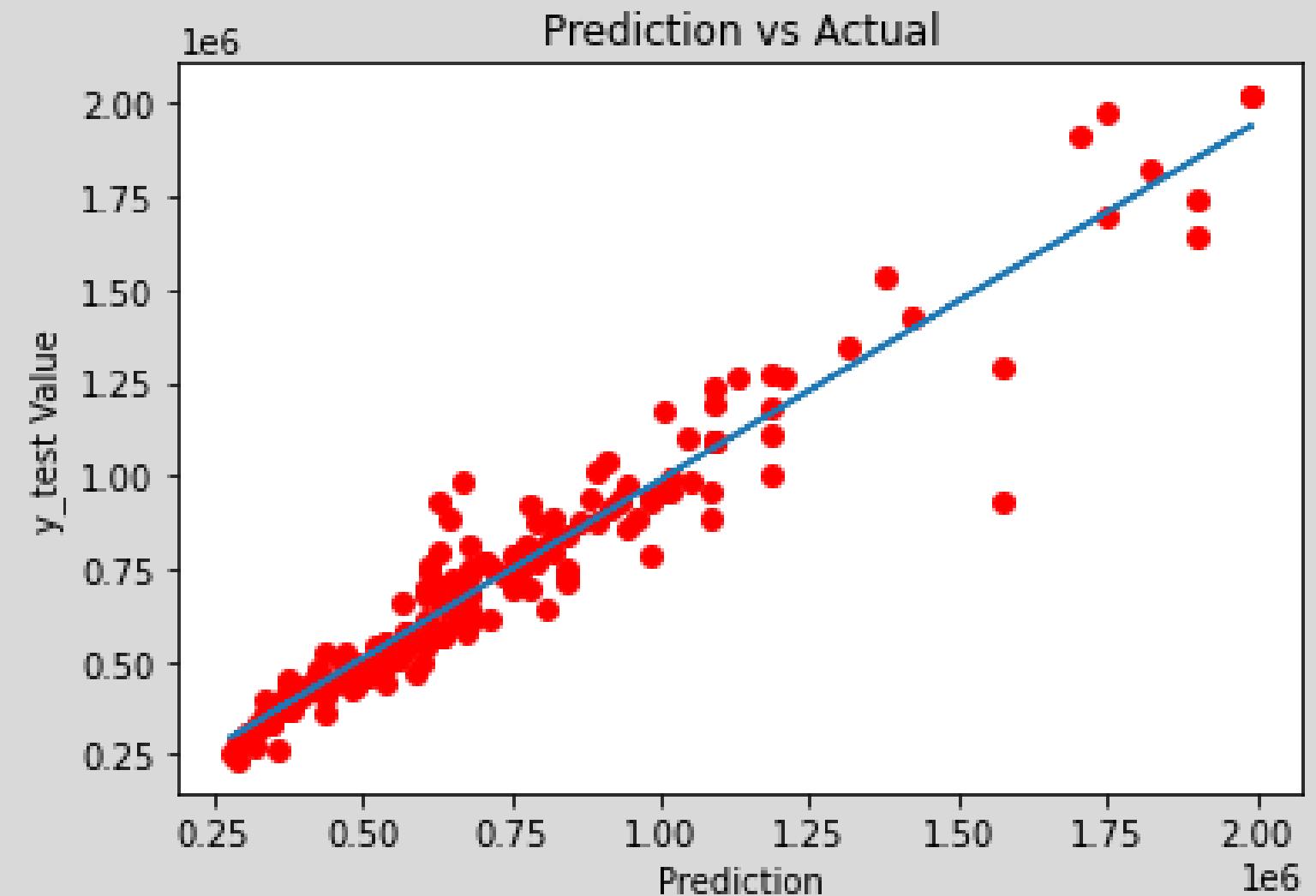
- High end model
- Grid Search
- Decision Tree Regression
- avg 7.8% difference in predicted value

LR  
Avg CVS = -3.8 e

DTR Dummy R<sup>2</sup>  
Score = 0

DTR  
Avg CVS = 90

Final Model R<sup>2</sup>  
Score = 92



# Recomendation

predict sales price

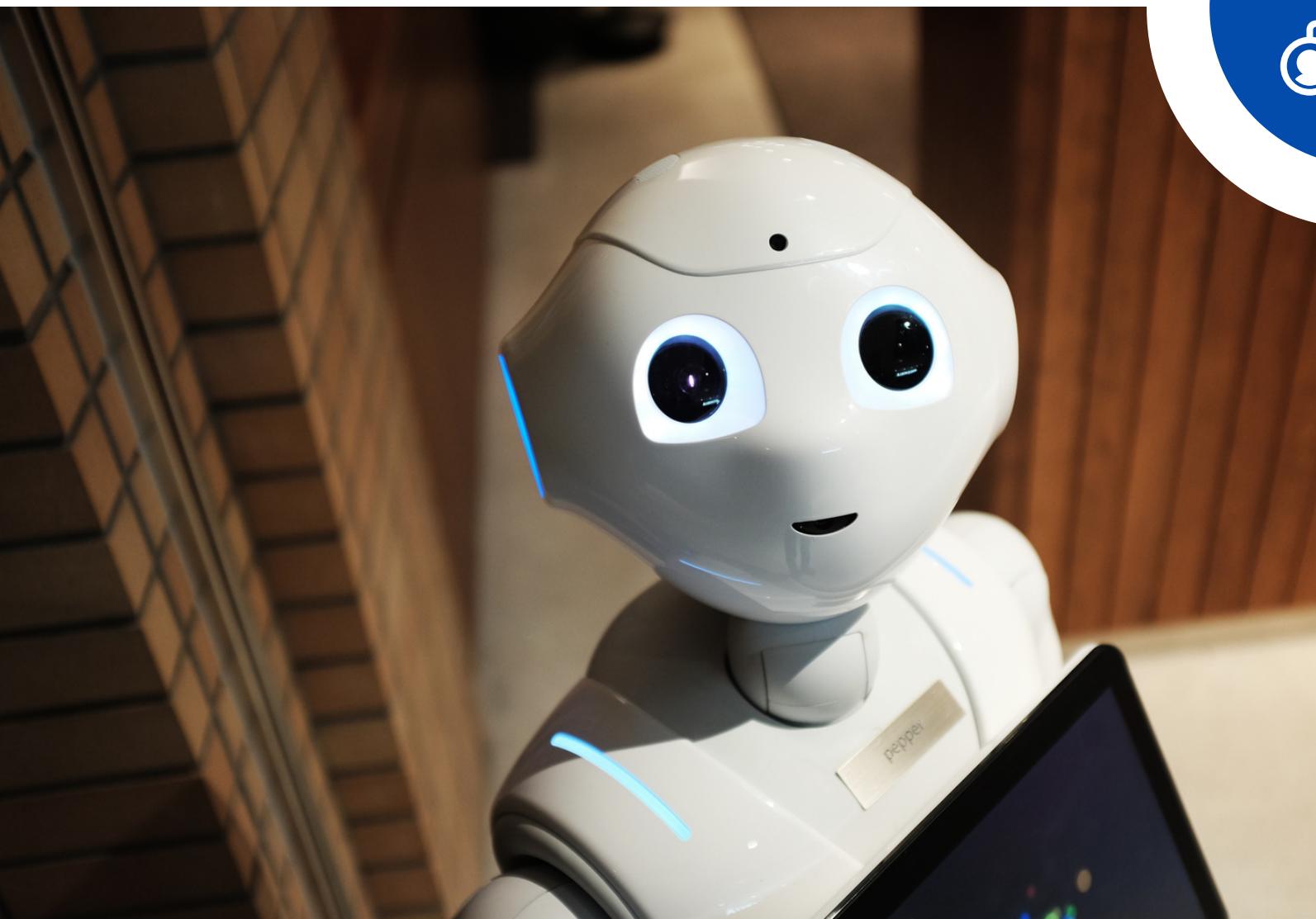
Buy low

Sell high

	Real Values	Predicted Values	Difference
578	485000	514000.00	29000.00
327	498000	539000.00	41000.00
878	617000	713500.00	96500.00
849	430000	483666.67	53666.67
801	454000	427000.00	-27000.00

# CONCLUDE & EVOLVE

- Model
- Buy/Sell



Limitations : Car Data

We can predict the  
sale of anything at  
anytime

All out Sales Platform



# Contact Us



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