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DATA 520.1OL - Data Mining/Cleaning/Visualization

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New Cars Price 2019

Finance and Travel Industries

The following data set I chose contains 32,317 observations of car models manufactured in the United States between 1990 and 2019. Each row of data includes its original MSRP, MPG for cars that are not electric, engine type, weight, horsepower, torque, year manufactured, manufacturer, and whether it is a car or an SUV. This dataset will be used in the scenario of a used car dealership, analyzing the differences between the car make and each characteristic listed above. As part of the used car dealerships’ operations, they acquire cars and SUVs from auctions at low prices and sell them at higher prices to make a profit. Those who consider themselves car enthusiasts look for cars to buy based on those above characteristics and an affordable price. Used car dealerships look to keep their clientele years down the road. However, they need a data-driven way to purchase vehicles at auction that would keep these enthusiasts impressed, which most times can be challenging as the Auto Remarketing magazine described, “dealers still scrambling for inventory to others experiencing a softening of demand and the beginning return of margin compression.” (Rubenoff, 2023). As a member of an investment group looking to start a chain of used car dealerships, our mission is to ensure transparency between our customers and management, providing them with options of the best vehicles on our lots, ensuring a positive relationship while adding profit to build the dealership of the future.

I chose this data set to discover which cars are the most affordable to acquire at an auction by the MSRP. I want to compare the MSRP of different car models to determine which carmaker will fulfill this goal. I am also analyzing whether I should acquire cars or SUVs, and determine which affordable models have a higher MPG rating, year manufactured, horsepower, torque, and engine type. With this dataset, I believe that all the answers I am looking for will be provided with the following KPIs I will be using.

**Manufacturer by MSRP**

* KPI from a customer perspective.
* I chose this KPI to determine which car manufacturers have the lowest average MSRP rating within the dataset.
* This KPI is being measured to determine which manufacturers my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average MSRP of all car manufacturers listed in the dataset.
* The target I hope to achieve with my data is to find the car manufacturers with the lowest average MSRP and the highest average MSRP to determine the cars we should avoid acquiring.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. I will use the columns MSRP and manufacturer in the dataset to determine the lowest and highest average MSRP. The results will be shown on a bar chart, with each bar showing each manufacturer’s average MSRP.
* This KPI will relate to the firm’s goal by providing our potential customers with the most affordable cars they can purchase. Acquiring cars at auction without regard to their average price would not make our potential business profitable.

**Category by MSRP**

* KPI from a customer perspective.
* I chose this KPI because I want to determine which category of vehicles, either cars, pickups, SUVs, or vans, have the lowest average MSRP rating within the dataset.
* This KPI is being measured to determine which category of vehicles my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average MSRP of all vehicles listed in the dataset and compares the average MSRPs of each vehicle category.
* The target I hope to achieve with my data is to find the vehicle category with the lowest average MSRP and the highest average MSRP to determine which category we should focus on acquiring at auction.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. I will use the columns titled MSRP and category in the dataset to determine the lowest and highest average MSRP. The results will be shown on a bar chart, with each bar showing each vehicle category’s average MSRP.
* This KPI will relate to the firm’s goal by providing our potential customers with the most affordable cars they can purchase. Each vehicle category is manufactured differently, affecting its average MSRP depending on labor and materials.

**Model Year by MSRP**

* KPI from a customer perspective.
* I chose this KPI to determine the average MSRP rating within the dataset by the year the car was manufactured.
* This KPI is being measured to determine which manufacturers my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average MSRP by the year manufactured in the dataset.
* The target I hope to achieve with my data is to find vehicles with the lowest average MSRP and the highest average MSRP by the year it was made to determine the cars we should avoid acquiring.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. In the dataset, I will use the column titled MSRP and the column titled Model Year to determine the lowest and highest average MSRP. The results will be shown on a bar chart, with each bar showing the average MSRP by the year it was manufactured.
* This KPI will relate to the firm’s goal by providing our potential customers with the most affordable cars they can purchase. Acquiring cars at auction without regard to their average price would not make our potential business profitable.

**Engine by MSRP**

* KPI from a customer perspective.
* I chose this KPI because I want to determine which type of engine has the lowest average MSRP rating within the dataset.
* This KPI is being measured to determine which engine types my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average MSRP of all vehicles listed in the dataset by each engine type listed in the dataset.
* The target I hope to achieve with my data is to find the engine type with the lowest average MSRP and the highest average MSRP to determine which category we should focus on acquiring at auction.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. In the dataset, I will use the column titled MSRP and the column titled engine to determine the lowest and highest average MSRP. The results will be shown on a bar chart, each bar showing each engine type’s average MSRP.
* This KPI will relate to the firm’s goal by providing our potential customers with the most affordable yet thrilling cars they can purchase. Each vehicle engine is manufactured differently, affecting its average MSRP depending on labor and materials.

**Manufacturer by MPG**

* KPI from a customer perspective.
* I chose this KPI to compare each vehicle manufacturer by the average MPG.
* This KPI is being measured to determine which vehicle manufacturers my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average MPG of all vehicle manufacturers listed in the dataset.
* The target I hope to achieve with my data is to find the car manufacturers with the highest average MPG and the lowest average MPG to determine the cars we should avoid acquiring.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. In the dataset, I will use the column titled EPA Fuel Economy Est - City (MPG) and the column titled Manufacturer to determine the lowest and highest average horsepower a specific vehicle has. The results will be shown on a bar chart, with each bar showing each manufacturer’smanufacturer’s average horsepower.
* This KPI will relate to the firm’s goal by providing our potential customers with the most thrilling cars they can purchase. In order to keep a positive relationship between a customer and management, we need to find vehicles that would suit the customer’s needs. Vehicles with higher MPG ratings will provide a more thrilling experience to our customers; longer rides without filling up the gas tank.

**Manufactuer by Horsepower**

* KPI from a customer perspective.
* I chose this KPI because I want to compare each vehicle manufacturer by the amount of horsepower it has.
* This KPI is being measured to determine which vehicle manufacturers my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average horsepower of all vehicle manufacturers listed in the dataset.
* The target I hope to achieve with my data is to find the car manufacturers with the highest average horsepower and the lowest average horsepower to determine the cars we should avoid acquiring.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. In the dataset, I will use the column titled SAE Net Horsepower @ RPM and the column titled manufacturer to determine the lowest and highest average horsepower a specific vehicle has. The results will be shown on a bar chart, with each bar showing each manufacturer’smanufacturer’s average horsepower.
* This KPI will relate to the firm’s goal by providing our potential customers with the most thrilling cars they can purchase. In order to keep a positive relationship between a customer and management, we need to find vehicles that would suit the customer’s needs.

**Manufacturer by Torque**

* KPI from a customer perspective.
* I chose this KPI because I want to compare each vehicle manufacturer by the amount of torque it has.
* This KPI is being measured to determine which vehicle manufacturers my investors should focus on acquiring to run successful dealerships.
* This measure is based on the average torque of all vehicle manufacturers listed in the dataset.
* The target I hope to achieve with my data is to find the car manufacturers with the highest and lowest average torque to determine the cars we should avoid acquiring.
* All raw data will come from Kaggle from the “New Cars Price 2019” dataset. In the dataset, I will use the column titled SAE Net Torque @ RPM and the column titled Manufacturer to determine the lowest and highest average horsepower a specific vehicle has. The results will be shown on a bar chart, each showing each manufacturer’s average torque.
* This KPI will relate to the firm’s goal by providing our potential customers with the most thrilling cars they can purchase. In order to keep a positive relationship between a customer and management, we need to find vehicles that would suit the customer’s needs.

We can see the characteristics that make up many different car models manufactured over 30 years. The dataset comes with many different comparisons, but most importantly, we are comparing the vehicle manufacturer with its MSRP, MPG, horsepower, and torque. Also, we are comparing the MSRP by its model year, vehicle category, whether it is a pickup, van, SUV, or car, and engine type. The vehicles manufacturers that are showcased are Mitsubishi, Smart, Hyundai, Fiat, Kia, Subaru, Volkswagen, Mazda, Honda, Mini, Jeep, Toyota, Nissan, Ford, Buick, Dodge, GMC, Chevrolet, Chrysler, Ram, Volvo, Audi, Alfa Romeo, Infiniti, Lincoln, Acura, Genesis, Lexus, BMW, Cadillac, Jaguar, Land Rover, Mercedes-Benz, Lotus, Tesla, Porsche, Maserati, Aston Martin, Bentley, McLaren, Ferrari, Lamborghini, and Rolls-Royce manufactured between the years 1990 and 2019.

In the strategic plan for our organization, which consists of a group of individuals looking to invest and build a collection of used car dealerships, this data will help us determine the type of vehicles we should be acquiring for our customers. We have no experience working in the automotive industry in a previous setting, and even though our clients would have more of a say regarding the vehicle they want to purchase, this data will help us start our businesses using a data-driven method.

**References**

Rubenoff, S. (2023, January 24). *Exploring used-car inventory acquisition in ever-changing environment*. Auto Remarketing. Retrieved January 26, 2023, from <https://www.autoremarketing.com/trends/exploring-used-car-inventory-acquisition-ever-changing-environment>

**Raw Dataset Chosen**

See attached dataset titled “New Cars Price 2019” or <https://www.kaggle.com/datasets/prassanth/new-cars-price-2019?select=New_cars_cleaned.csv>