472K

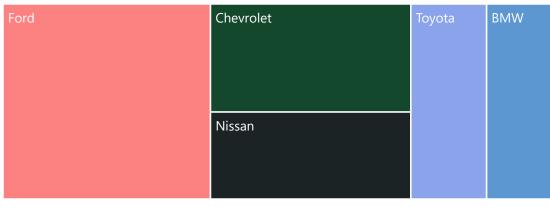
13.69K

6bn

12.20K

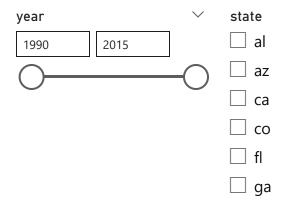
4141

Top 5 Makes by Revenue

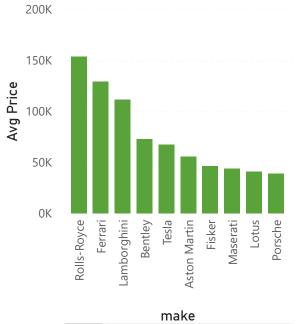


# **Key Insight:**

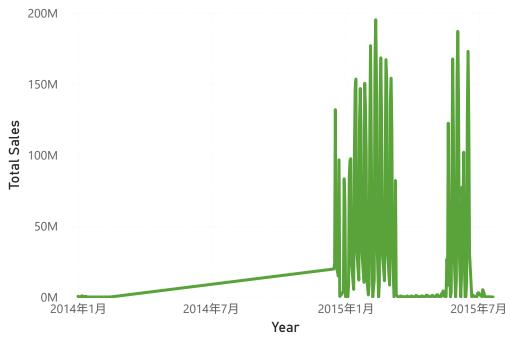
Toyota accounts for 23% of all revenue and maintains the highest average selling price of \$18,450, despite a wide variance in mileage.



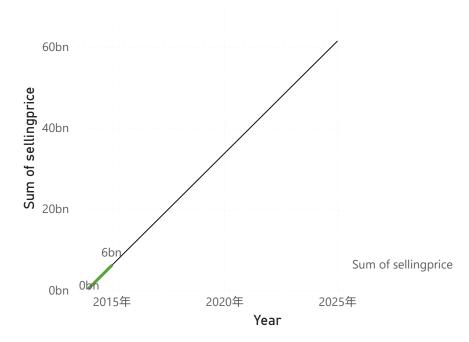
Avg Price by make



Total Sales by Year, Quarter, Month and Day

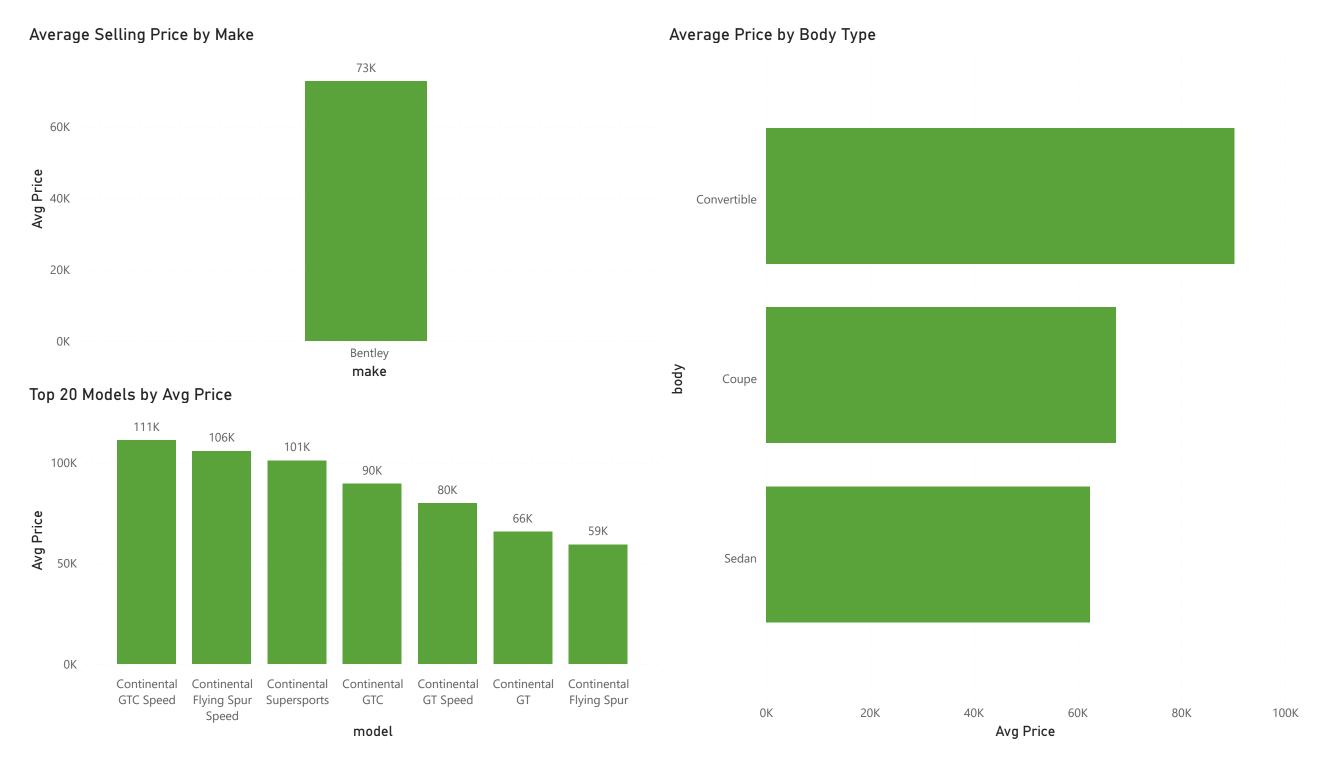


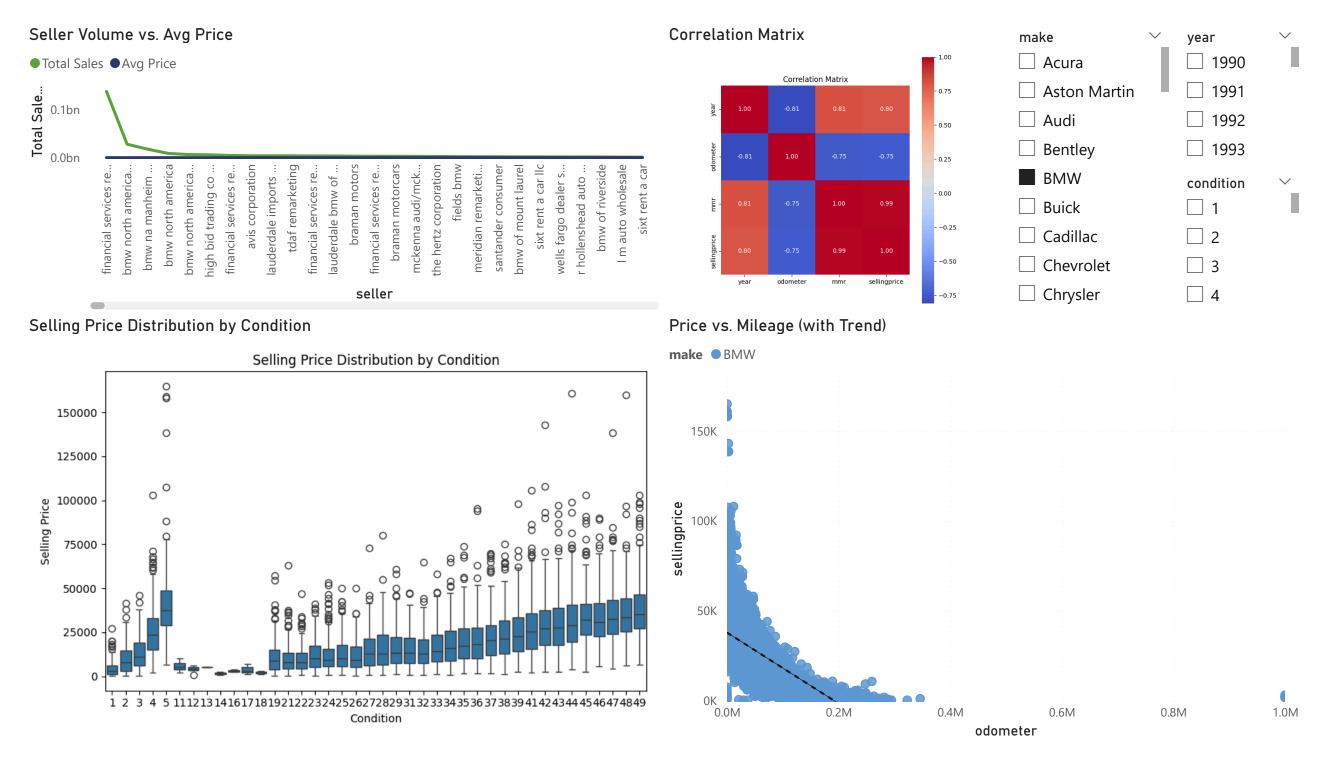
Trend Overview Line Chart



#### Year Distribution **MMR** Distribution Avg Price Distribution **Odometer Distribution** Count of odometer 100K 100K Count of mmr Count of year Avg Price 20K 50K 50K 50K 2000 2020 2020 2000 2020 2000 2000 2020 Year and Selling Price Odometer and Selling price Selling Price Statistic MMR Odometer 230000 13,690.51 make Acura Aston Martin Audi Bentley BMW make Acura Aston Mar... Audi Bentley BMW 182,000.00 999,999.00 230,000.00 Max Price Mean Price Max 13,837.06 66,701.73 13,690.51 Mean 12,200.00 12,300.00 51,085.00 12,200.00 Median 0.2M Median Price Min Price 0.2M 25.00 1.00 1.00 Min sellingprice WI.0 sellingprice W1.0 **Correlation Matrix** 1.00 -0.15 0.05 0.97 -0.19 0.15 Avg Price -- 0.75 0.0M -0.16 0.64 -0.15 -1 Car Age - -0.15 0.026 0.0M 1.0M 0.5M 2000 2020 - 0.50 odometer year condition - 0.05 0.026 0.024 -0.014 0.05 -0.026 MMR and Selling Price make, condition and sellingprice - 0.25 make ● Acura ● Aston Martin ● Audi ● Bentley make ● Acura ● Aston Martin ● Audi ● Bentley Count of Sales -- 0.00 -0.16 0.024 -0.2 0.97 0.16 0.2M 0.2M - -0.25 odometer - -0.19 0.64 -0.014 -0.2 -0.19 -0.64 sellingprice sellingprice -0.50sellingprice --0.15 0.05 0.97 -0.19 0.15 -0.750.15 year - 0.15 -0.026 0.16 mmr condition Count of Sales sellingprice 0.0M 0.0M 0.2M 0.1M 50 0.0M condition mmr

#### Sales By State Sales By Make Sales By State Count of Sales Count of S.. 83K 100K 100K 0.41M Count of Sales 50K 50K 23K 0K Ford BMW 0.01M Кia Mer... Hyu.. Chr.: Infi.. Toy.. Hon.. Niss. Dod. 0.0M 0K 1990 1995 2000 2010 2015 2020 automatic manual 2005 Sales By Body Type Sales By Condition Sales By Make Count of Sal... 0.1M 0.19M Count of S. 100K Count of Sales 50K 16K 0K 0.0M Ford BMW Kia Chr... Niss... Hon... Infi... Mer... Toy.. Dod.. Hyu.. OK OK Sedan Exte... Cou.. Wag.. Sup... G Se... Sup... Mini. Hatc. Cre. Con. 0K 0 10 Sales By MMR Make Yeare $\vee$ Sales By Car Age Acura 1990 1.5K Count of Sales **Count of Sales** 83K Aston M... 1991 Audi 23K 1992 2K 0K 0.0K 0.0K **Bentley** 0K 1993 50K **BMW** 20 40 0K 100K 150K Condition Buick Sales By Color Sales By Selling Price Cadillac Count of ... 100K 3.7K 2.9K Count of Sales 4K Chevrolet □ 2 Chrysler 2K 0K **3** gray silver blue gold bur... bei... bro... red gre... Daewoo 0.0K **1** 4 0K Dodge 0K 50K 100K 150K 200K MMR Ferrari Sales By Interior Color Sales By State <u>25</u> FIAT 69K<sub>59K</sub> Count of Sal... Fisker 50 0.2M 0.1M Ford **75** 0.0M Geo beige red silver blue off-... pur... gold 0K black gray tan bro... \_\_\_ 100 **GMC** □ 125 Honda





### Top 10 Sellers: Volume vs. Avg Price



#### seller

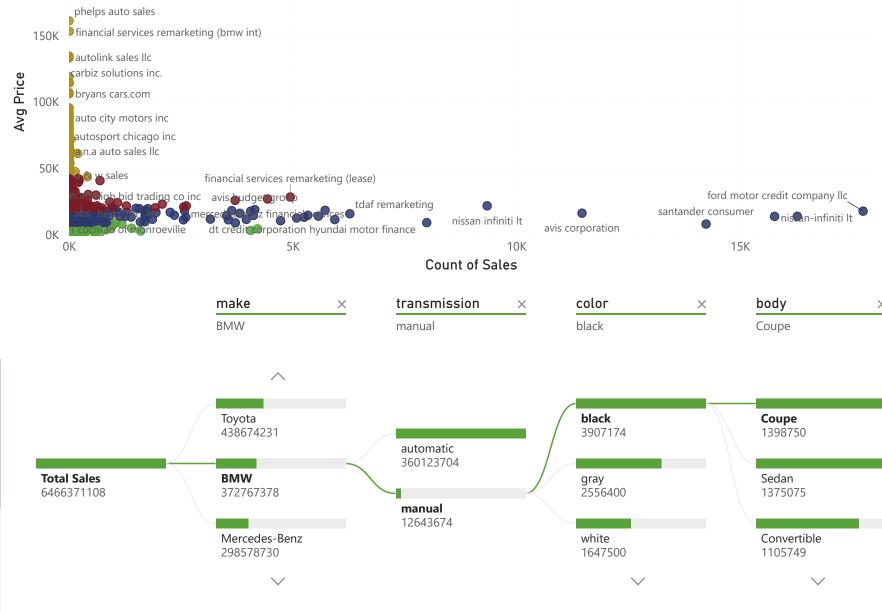
## Count of Sales by seller



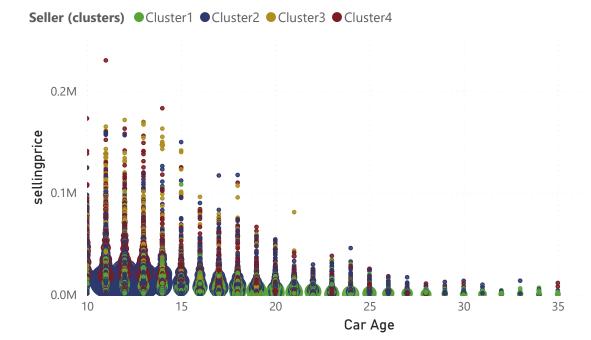
# Count of Sales and Avg Price by seller and Seller (clusters)

Seller (clusters) ● Cluster1 ● Cluster2 ● Cluster3 ● Cluster4

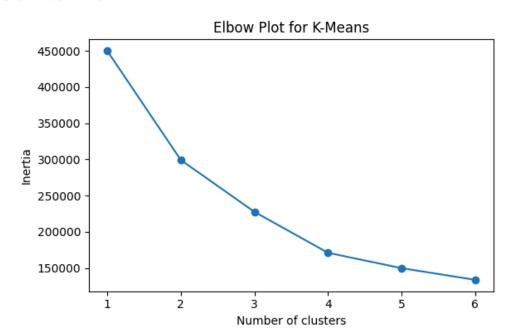
200K

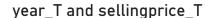


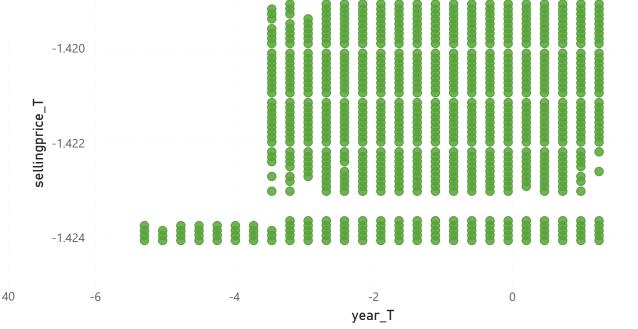
### K-Means Clusters



K-Means & Elbow Plot







2

Sum of condition\_T, mmr\_T, odometer\_T, sellingprice\_T and year\_T

