

of Transactions

Avg Selling Price

Total Sales

Median Selling Price

Avg Mileage per Year

472K

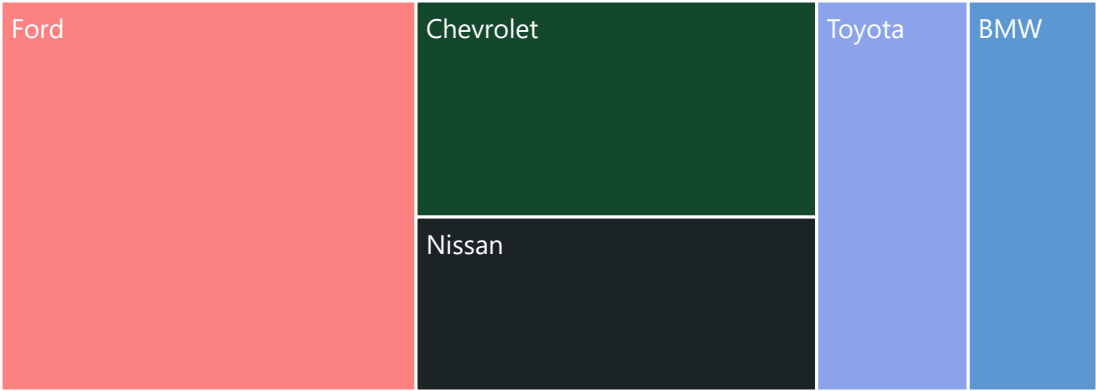
13.69K

6bn

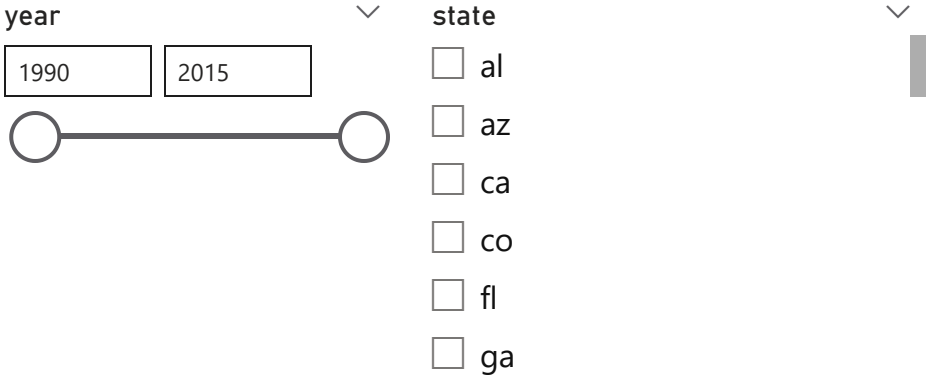
12.20K

4141

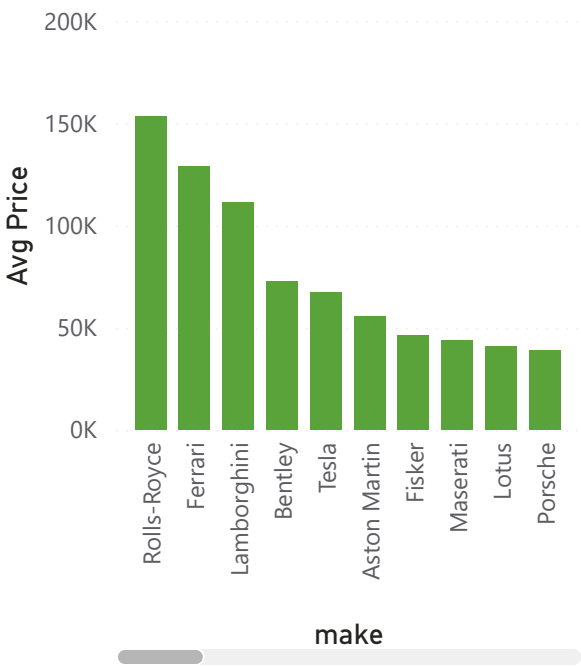
Top 5 Makes by Revenue



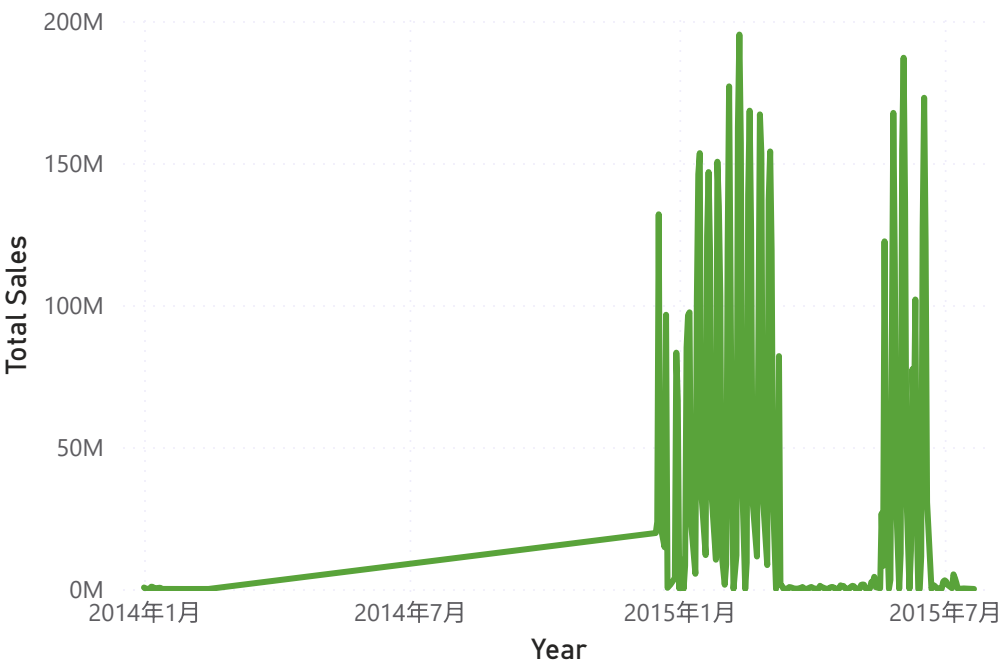
Key Insight:
Toyota accounts for 23% of all revenue and maintains the highest average selling price of \$18,450, despite a wide variance in mileage.



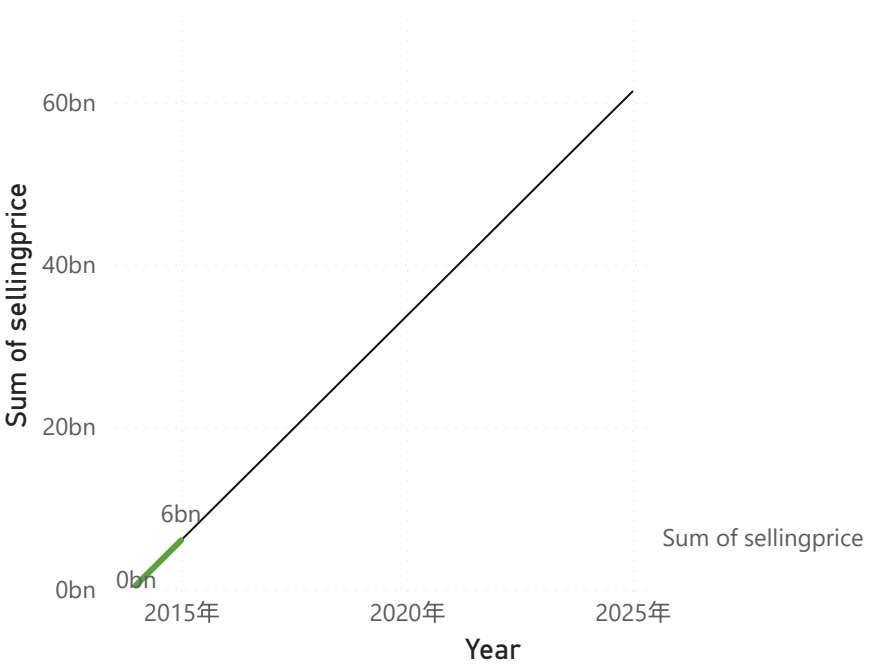
Avg Price by make



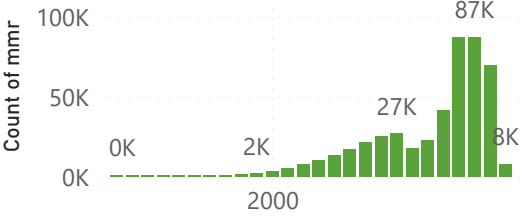
Total Sales by Year, Quarter, Month and Day



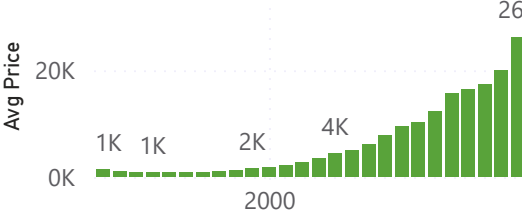
Trend Overview Line Chart



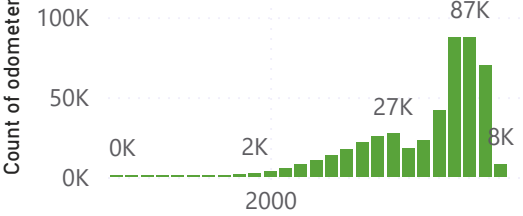
MMR Distribution



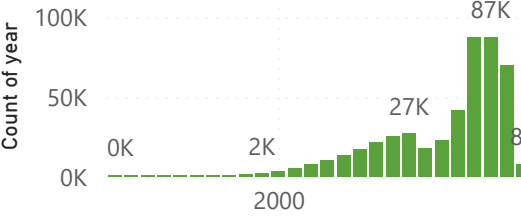
Avg Price Distribution



Odometer Distribution



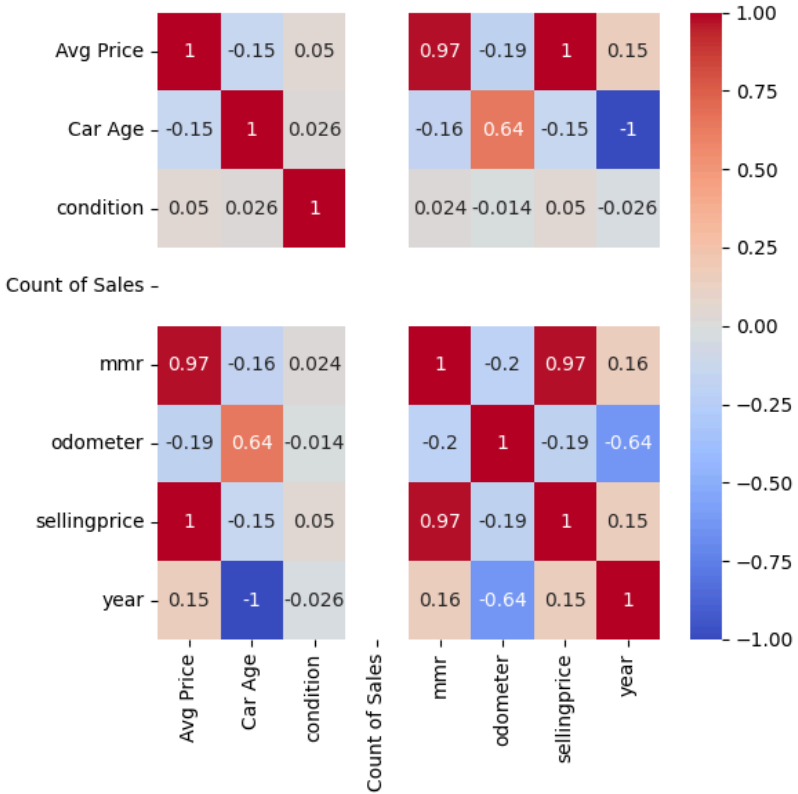
Year Distribution



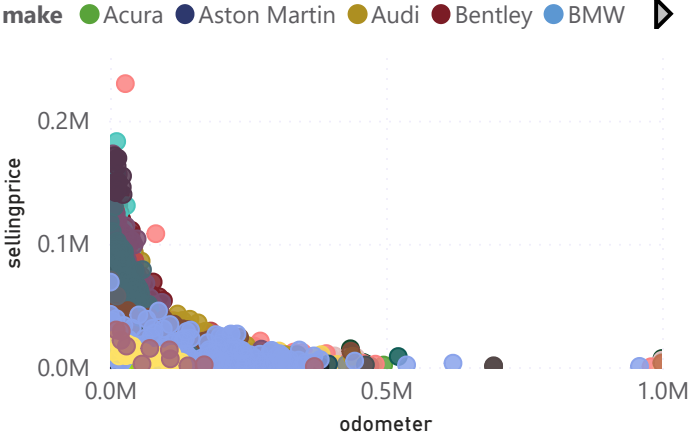
230000	13,690.51
Max Price	Mean Price
12,200.00	1
Median Price	Min Price

Statistic	MMR	Odometer	Selling Price
Max	182,000.00	999,999.00	230,000.00
Mean	13,837.06	66,701.73	13,690.51
Median	12,300.00	51,085.00	12,200.00
Min	25.00	1.00	1.00

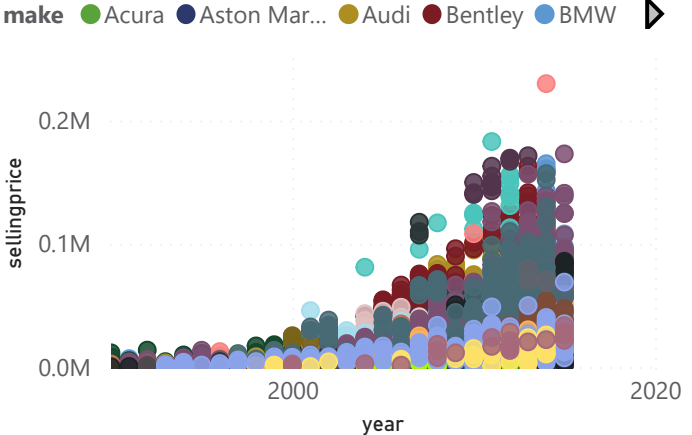
Correlation Matrix



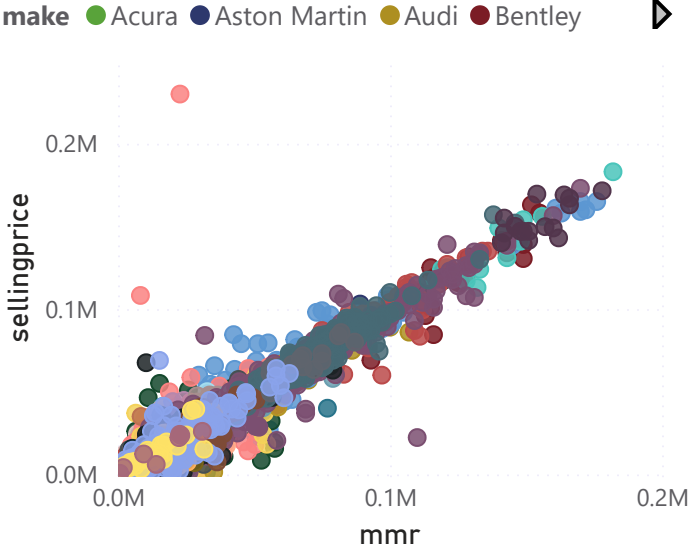
Odometer and Selling price



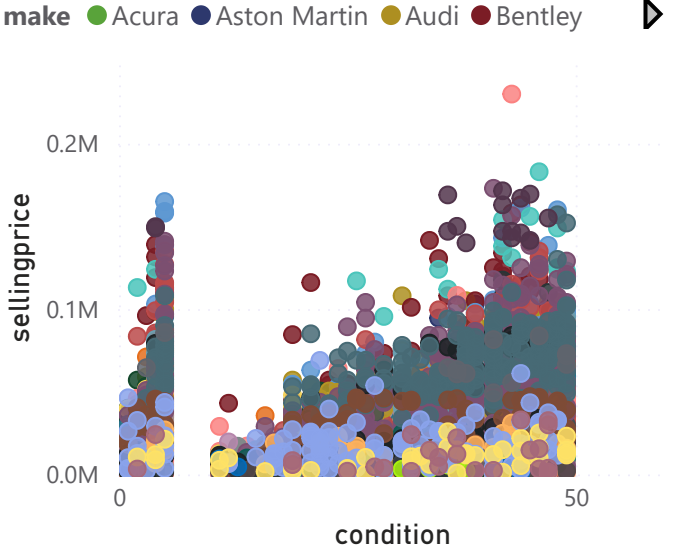
Year and Selling Price



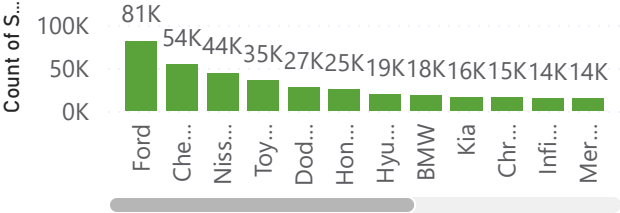
MMR and Selling Price



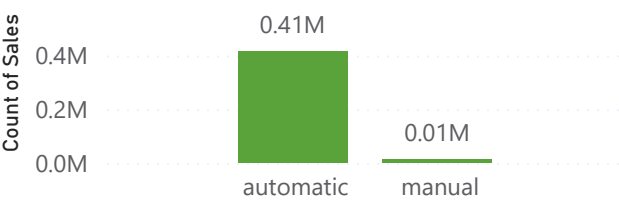
make, condition and sellingprice



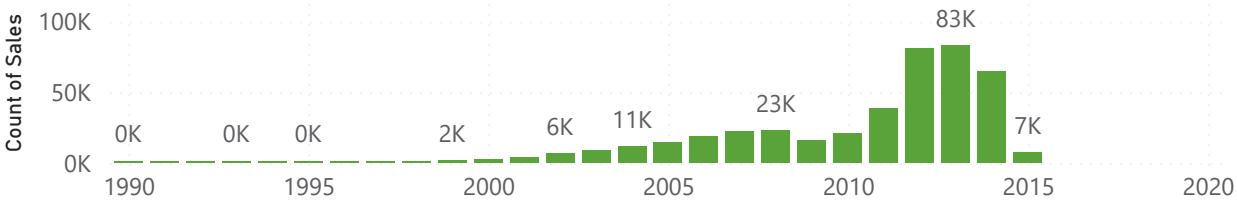
Sales By Make



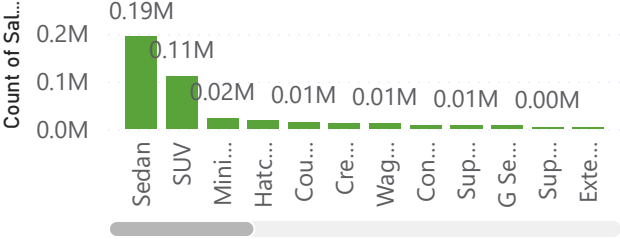
Sales By State



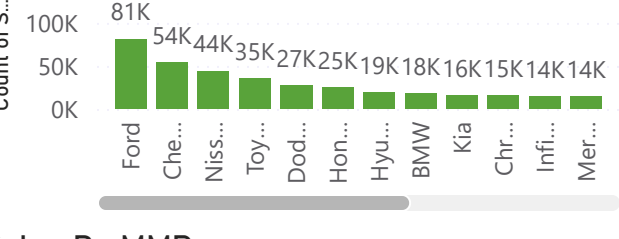
Sales By State



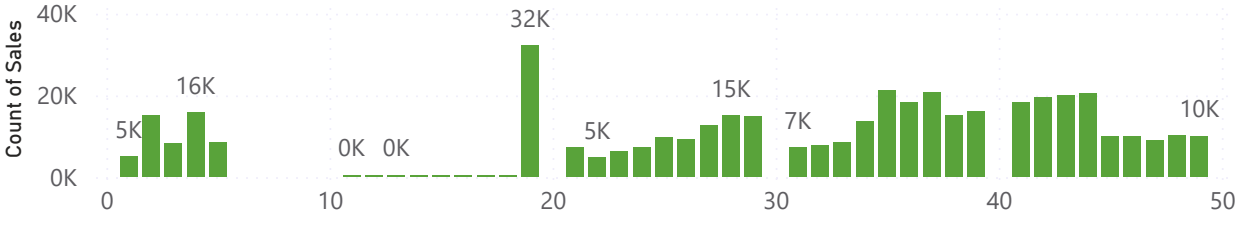
Sales By Body Type



Sales By Make



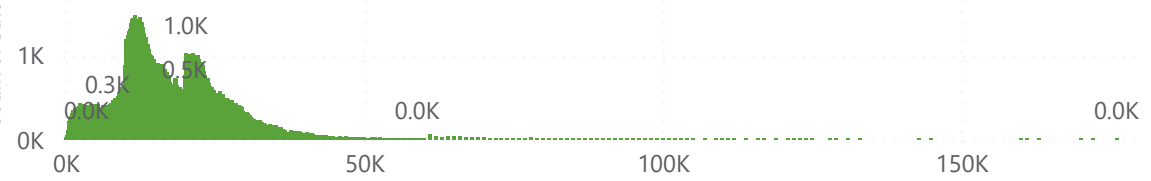
Sales By Condition



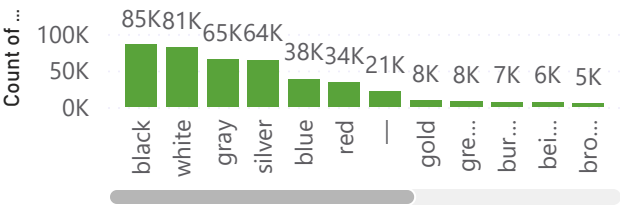
Sales By Car Age



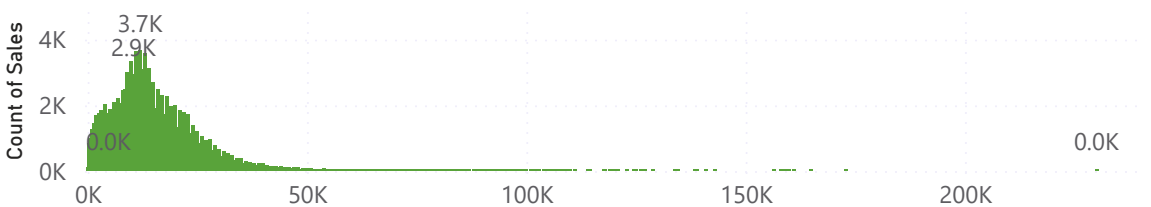
Sales By MMR



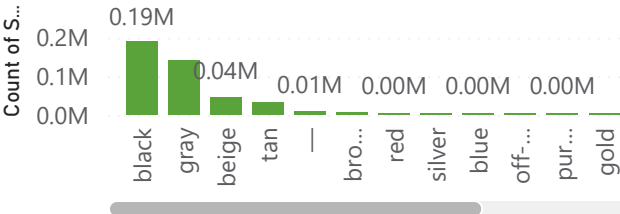
Sales By Color



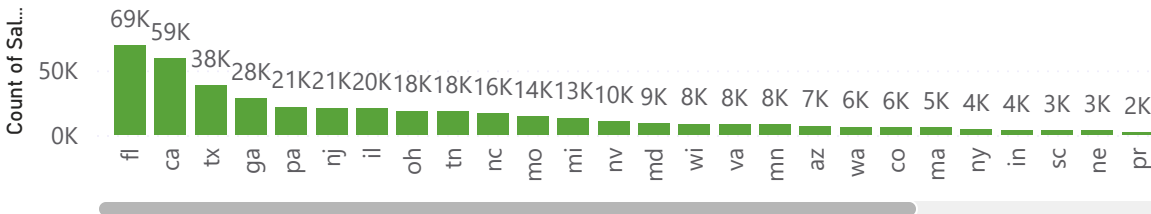
Sales By Selling Price



Sales By Interior Color



Sales By State



Make

☐ Acura

☐ Aston M...

☐ Audi

☐ Bentley

☐ BMW

☐ Buick

☐ Cadillac

☐ Chevrolet

☐ Chrysler

☐ Daewoo

☐ Dodge

☐ Ferrari

☐ FIAT

☐ Fisker

☐ Ford

☐ Geo

☐ GMC

☐ Honda

Yeare

☐ 1990

☐ 1991

☐ 1992

☐ 1993

Condition

☐ 1

☐ 2

☐ 3

☐ 4

MMR

☐ 25

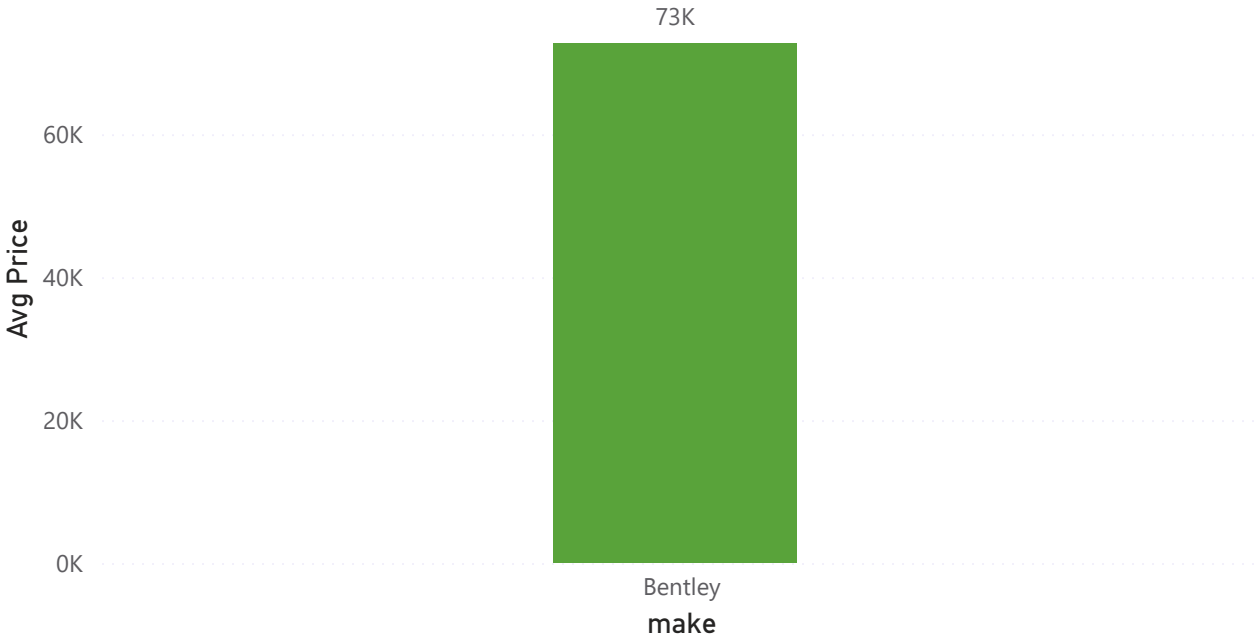
☐ 50

☐ 75

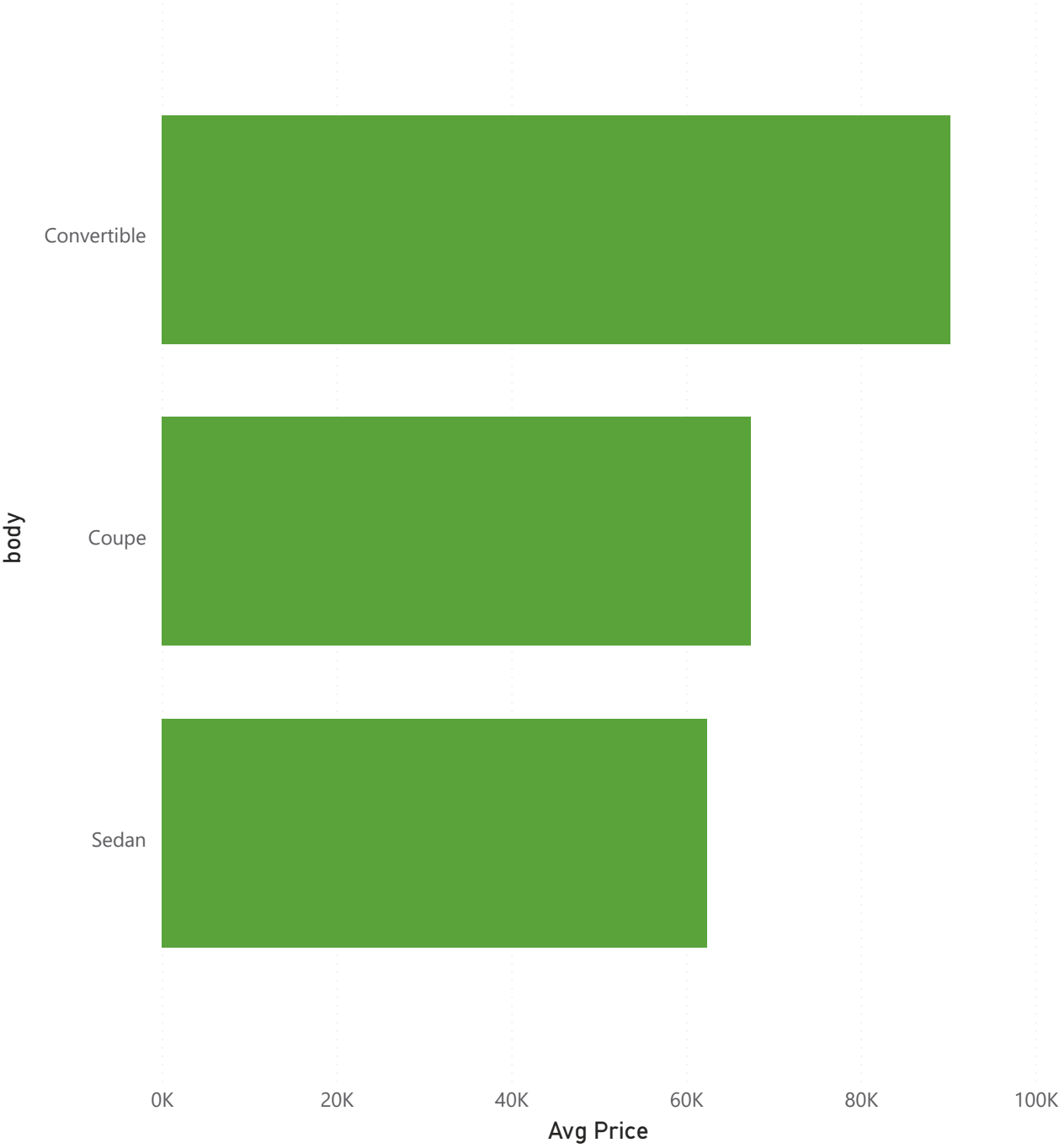
☐ 100

☐ 125

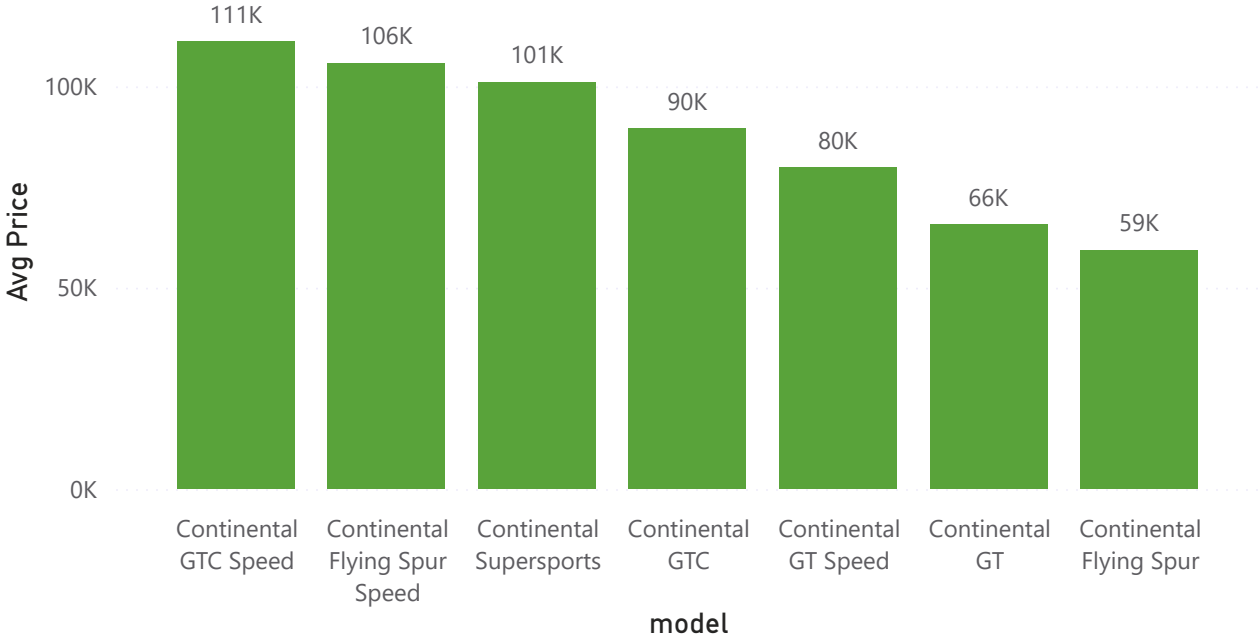
Average Selling Price by Make



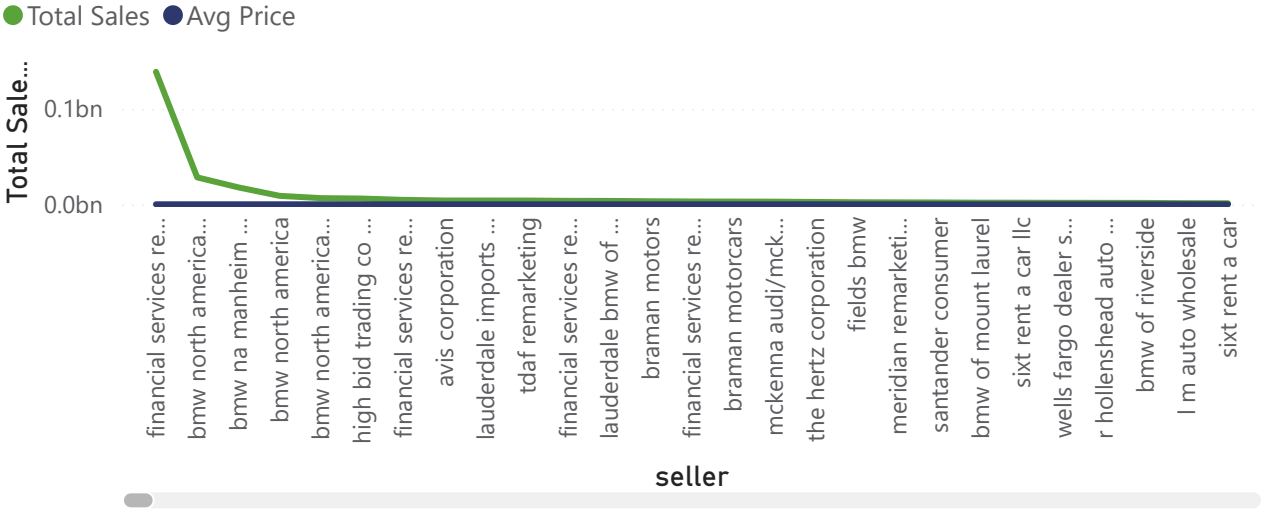
Average Price by Body Type



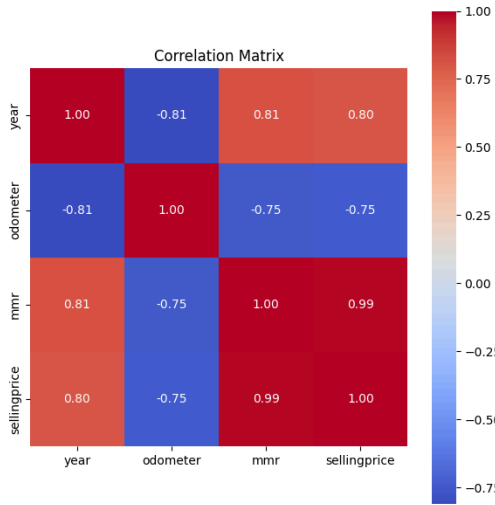
Top 20 Models by Avg Price



Seller Volume vs. Avg Price



Correlation Matrix



make

- ☐ Acura
- ☐ Aston Martin
- ☐ Audi
- ☐ Bentley
- ☒ BMW
- ☐ Buick
- ☐ Cadillac
- ☐ Chevrolet
- ☐ Chrysler

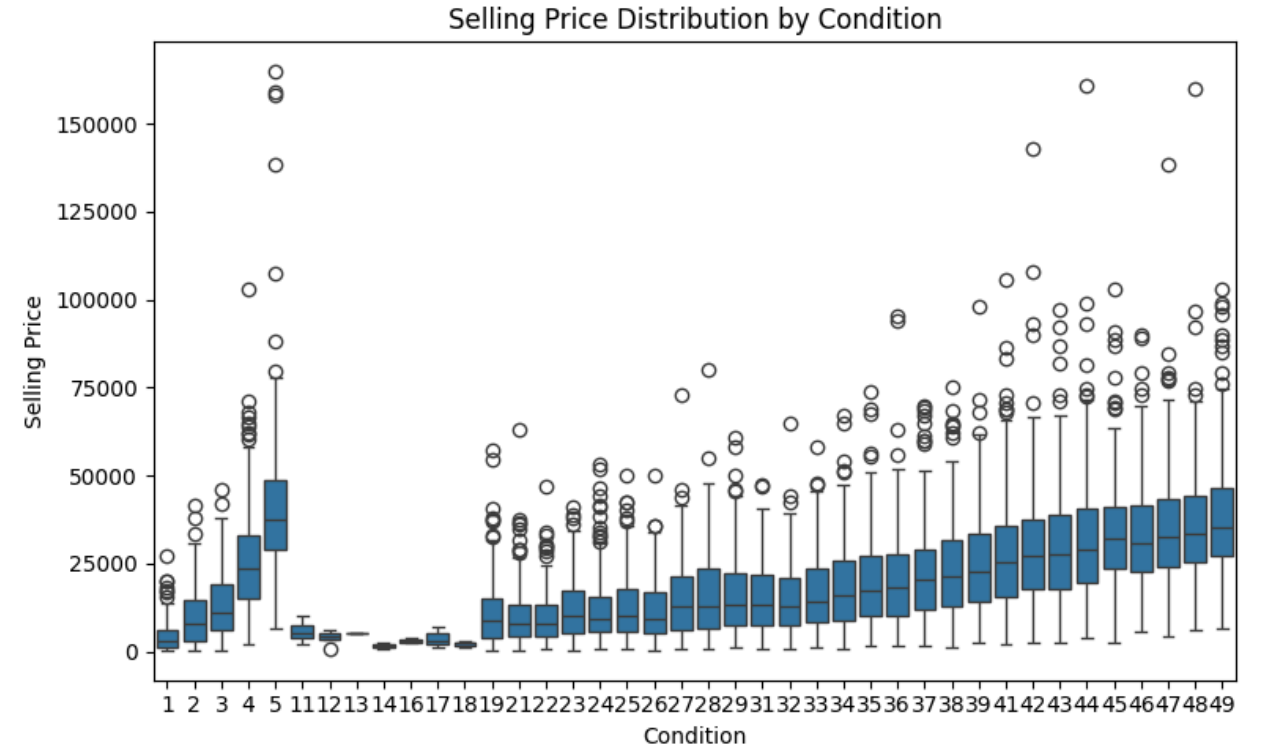
year

- ☐ 1990
- ☐ 1991
- ☐ 1992
- ☐ 1993

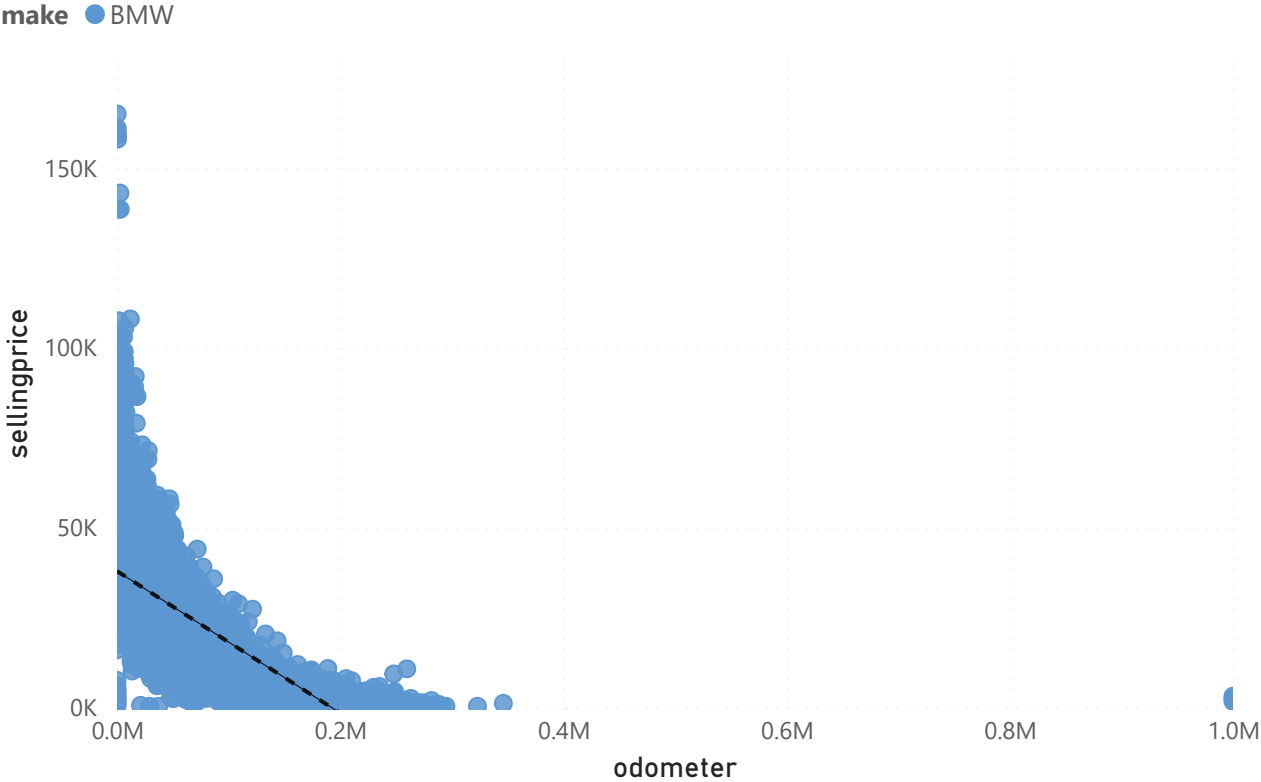
condition

- ☐ 1
- ☐ 2
- ☐ 3
- ☐ 4

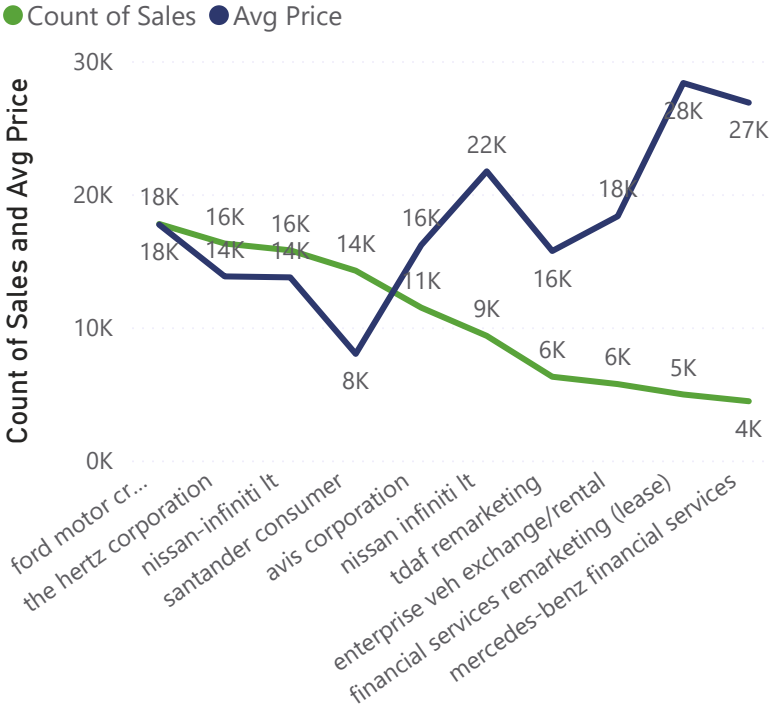
Selling Price Distribution by Condition



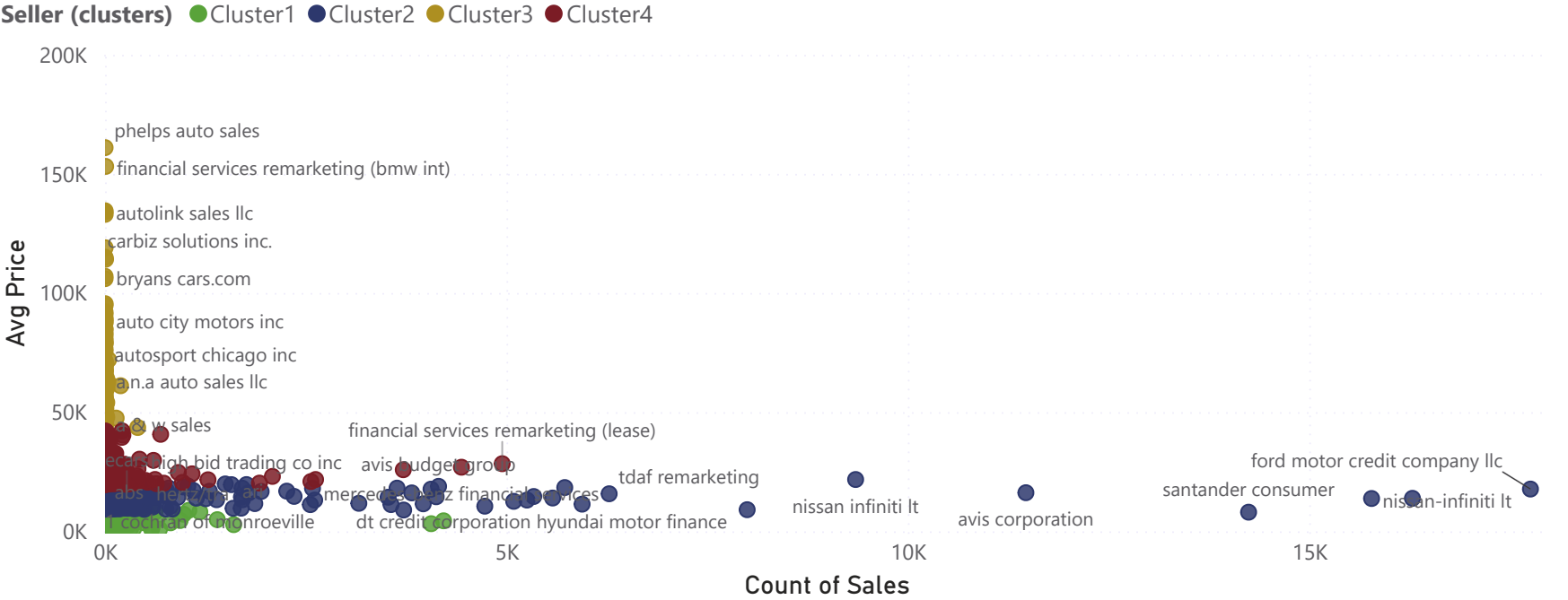
Price vs. Mileage (with Trend)



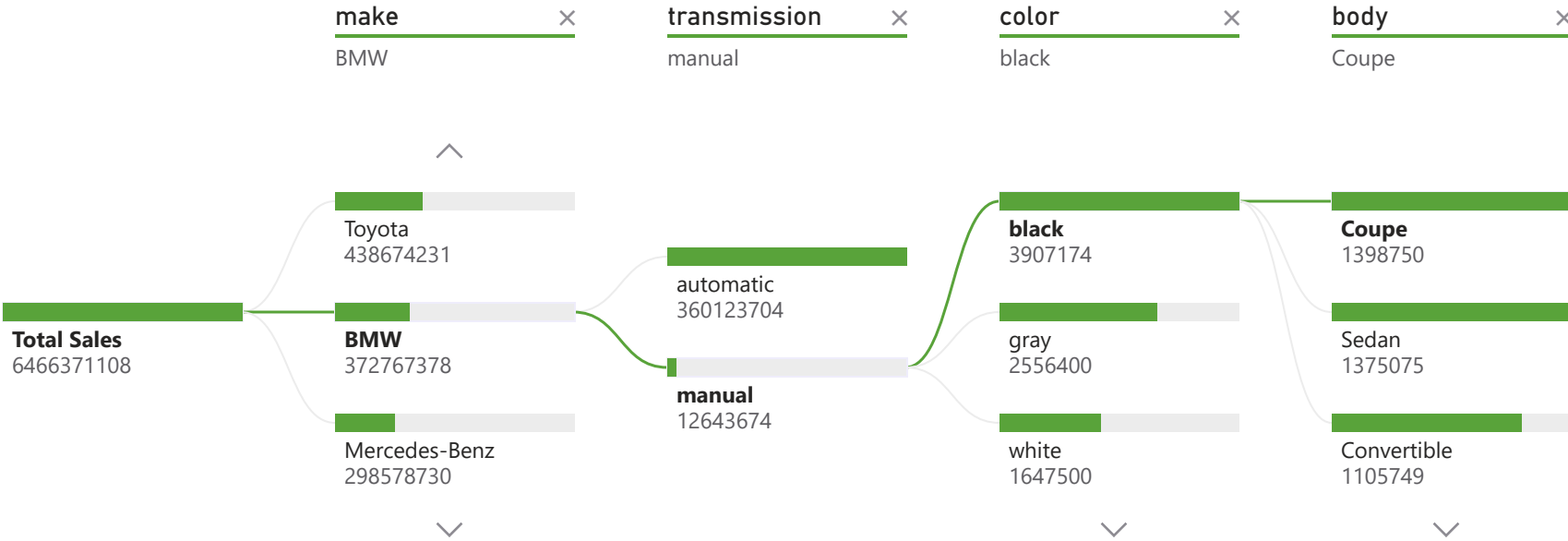
Top 10 Sellers: Volume vs. Avg Price



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

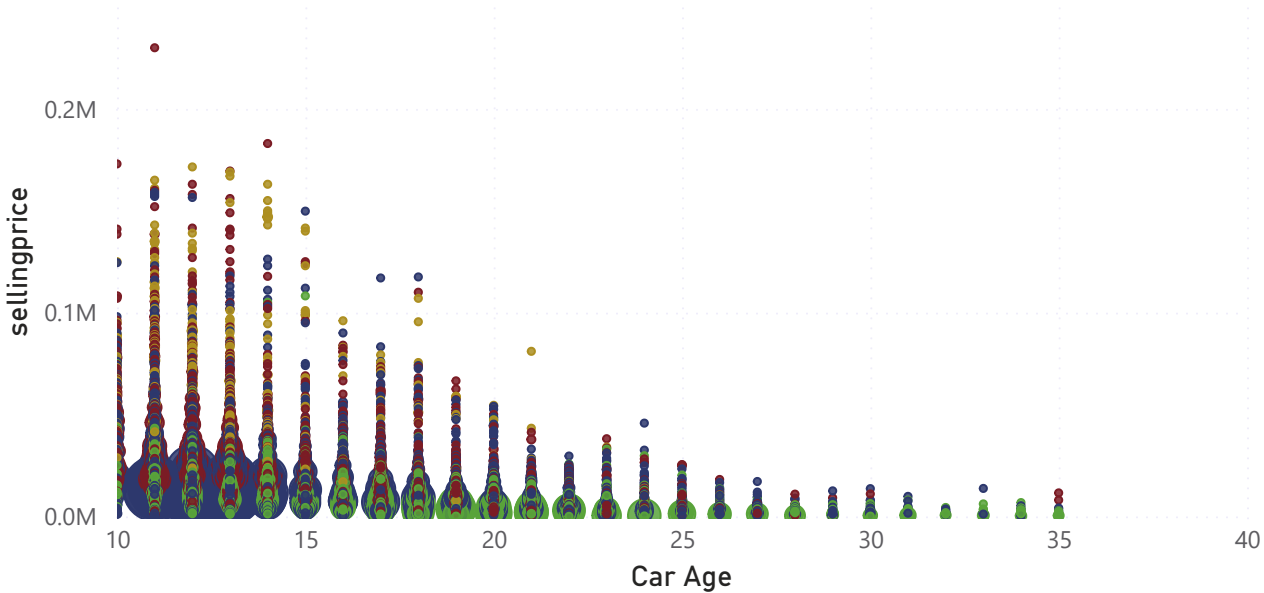


Count of Sales by seller

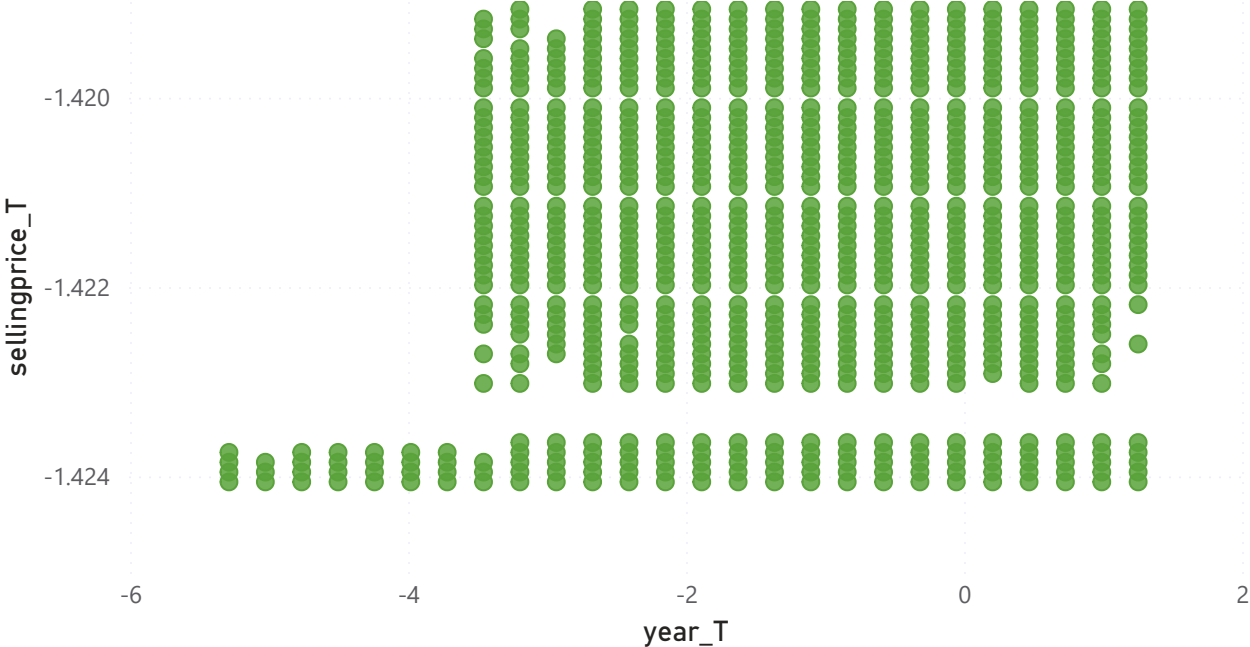


K-Means Clusters

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

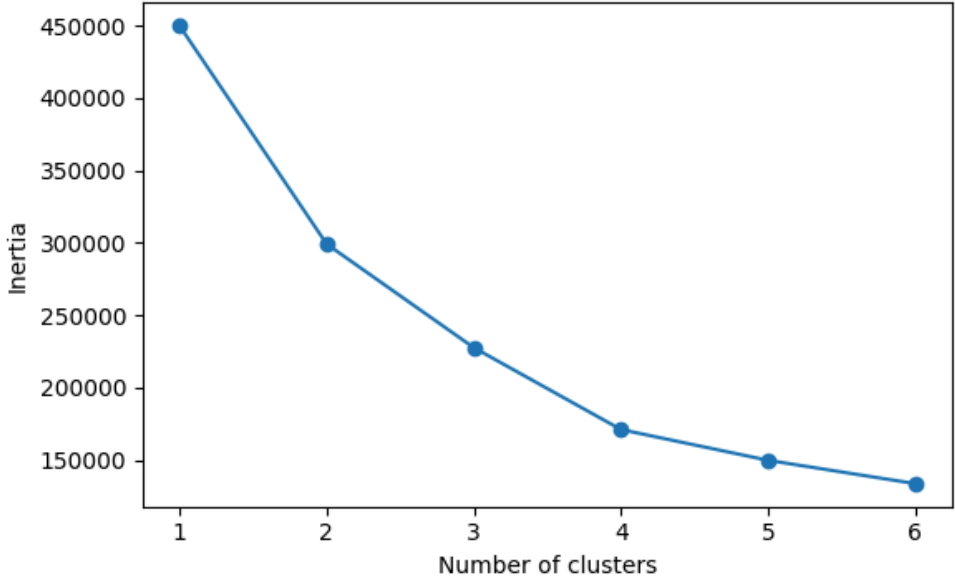


year_T and sellingprice_T



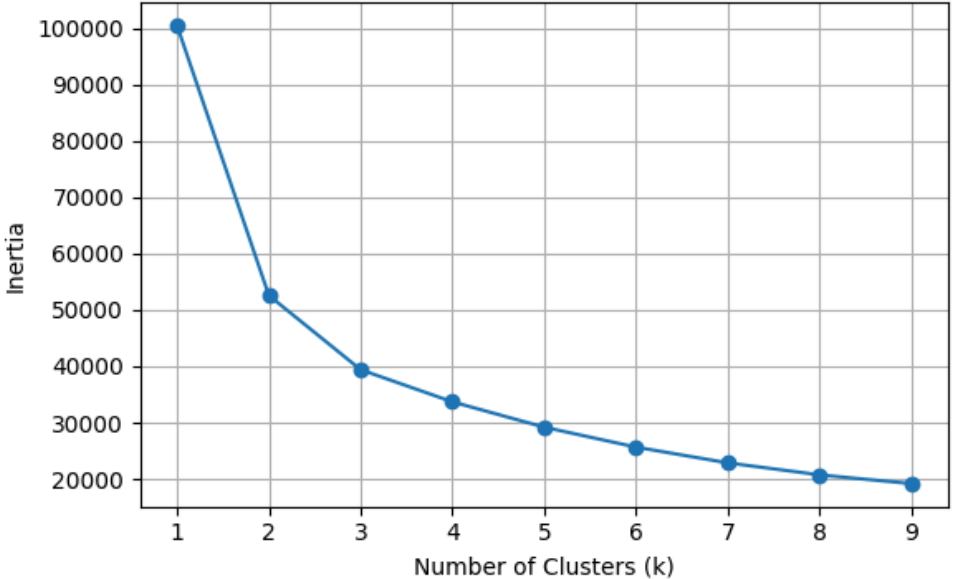
K-Means & Elbow Plot

Elbow Plot for K-Means

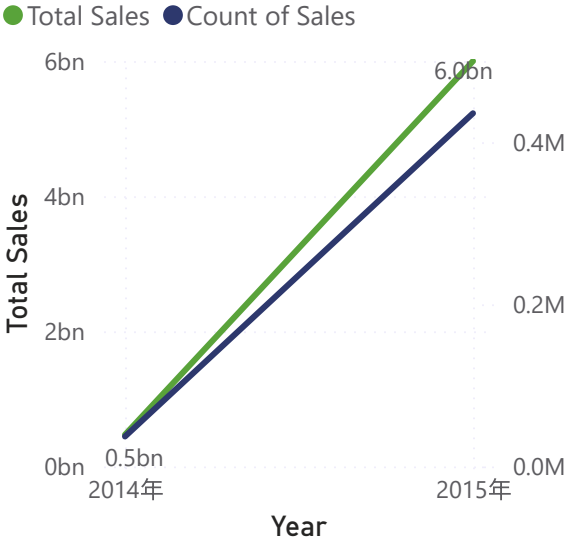


Sum of condition_T, mmr_T, odometer_T, sellingprice_T and year_T

Elbow Plot for K-Means



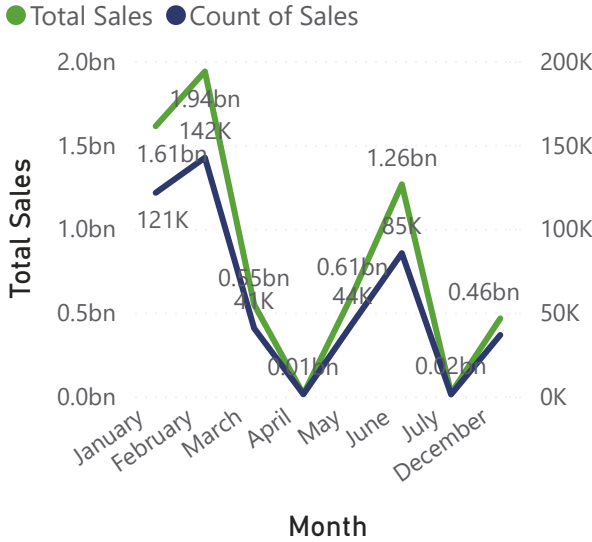
Yearly Sales



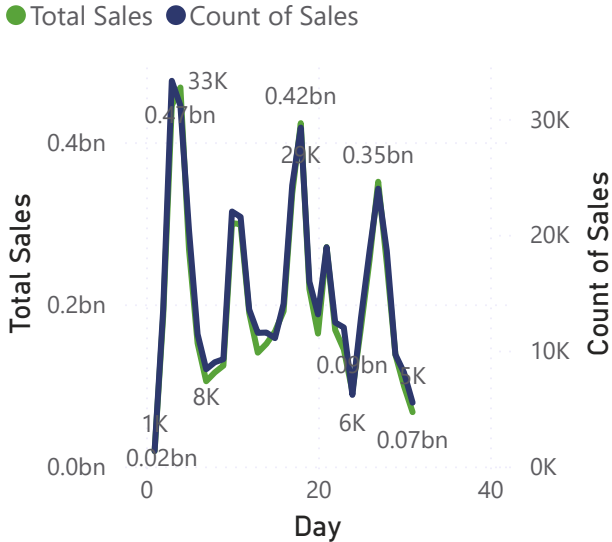
Quarter Sales



Monthly Sales



Day Sales



Year 2015

Quarter Qtr 2

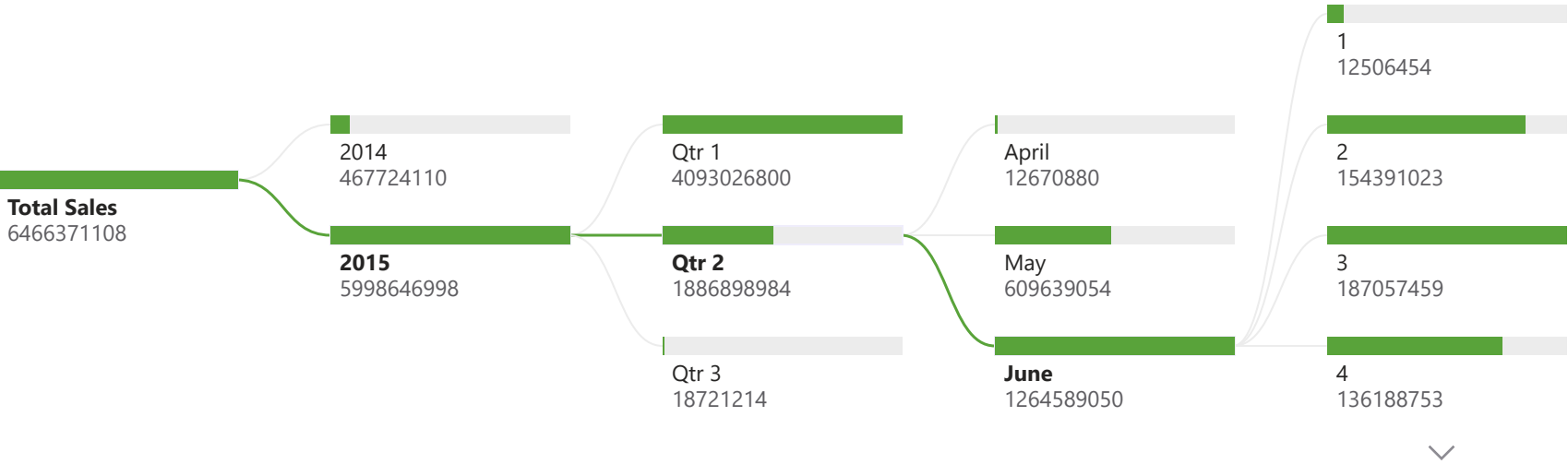
Month June

Day

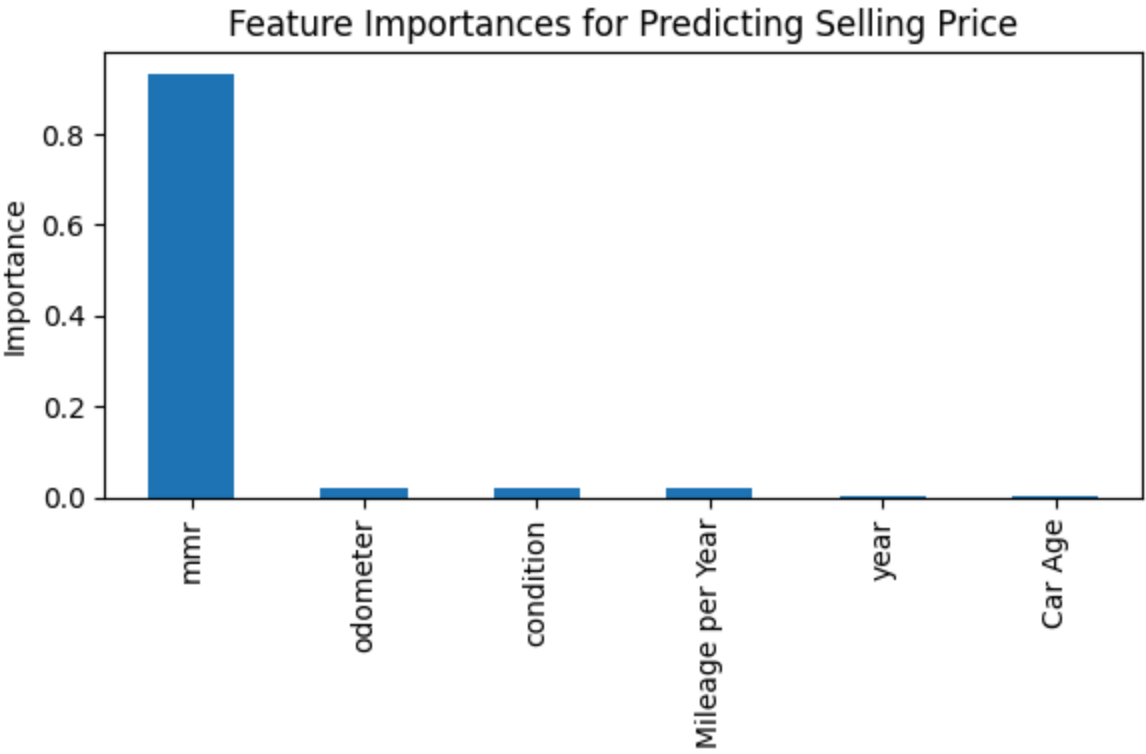
SaleDate

2014/1/1

2015/7/21



Sales have a strong seasonal pattern—peaking in Q4—and our 3-month forecast predicts continued growth into Q3 2025



year

1990

2015

Car Age

10

35

condition

1

49

odometer

1

999999

mmr

25

37576

sellingprice

9368

230000