



Impact of Customer Preferences on Home Rentals

G SONI

Agenda:

Objective

Background

Key Findings

● Recommendations

● Appendix:

○ Data Attributes

○ Data Methodology

○ Data Assumptions

Objective

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- Improve our shared understanding about the market conditions
Improve shared understanding about our customers
 - Provide recommendation to various departments
to be prepared for the changes post pandemic
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Background

Major decline in revenues due to pandemic in the

last few months

Restriction are lifting

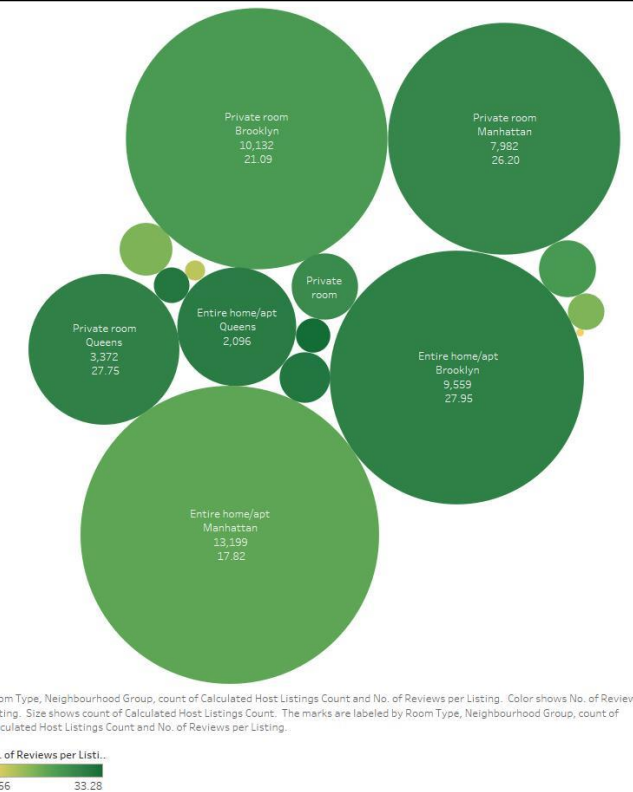
People are travelling more

Neighbourhood Wise Business Distribution

Private rooms are the most popular throughout New York >25 reviews per listing.

Entire home/apt in Manhattan has eviews per listing 35% less than the average of 27.7

Except Manhattan, all areas performed poorly in shared rooms with an average of 7.3 reviews per listing



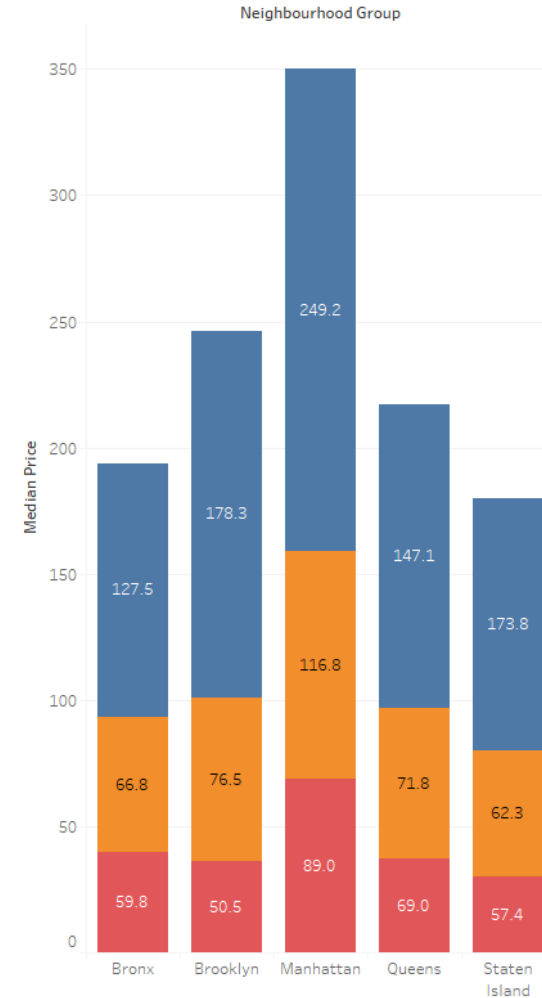
Pricing in Preferred Locations

Entire home/apartment's price is ~100% more than private rooms except Brooklyn and Staten Island with ~150%

Private room's price is ~10% more than shared rooms, except Brooklyn and Manhattan with ~40%

Manhattan is costliest overall and the cheapest are:

- Entire apartment: Bronx
- Private Room: Staten Island
- Shared room: Brooklyn



Median of Price for each Neighbourhood Group. Color shows details about Room Type. The marks are labeled by average of Price.

Room Type

- Entire home/apt
- Private room
- Shared room

Recommendations

Acquire private rooms and entire apartments, specially in Staten Island since it is popular

Reducing the prices of entire apartments in Manhattan by at least 15% and increasing the price of private rooms in Queens by at least 10%

Listings most popular have minimum number of nights requirement from 1-5 days and 30 days which should be showcased the most ordering them by properties which are available for most number of days to least.

Appendix: Data Attributes

Here is a snapshot of the data:

- Host listing information like host name, neighbourhood, latitude and longitude
 - Customer preference information like number of reviews and number of reviews per month

Appendix: Data Methodology

Used Tableau to visualize correctly to get insights

Since outliers existed in price field, used median of price instead of mean for analysis purposes

-Find detailed methodology document attached.

Appendix: Data Assumptions

Used Reviews per Listing as the popularity measure to gain information on customer preferences

Number of reviews assumed to be a base measure to find customer preferences

Null values assumed to have no material impact on analysis

Thank You.
