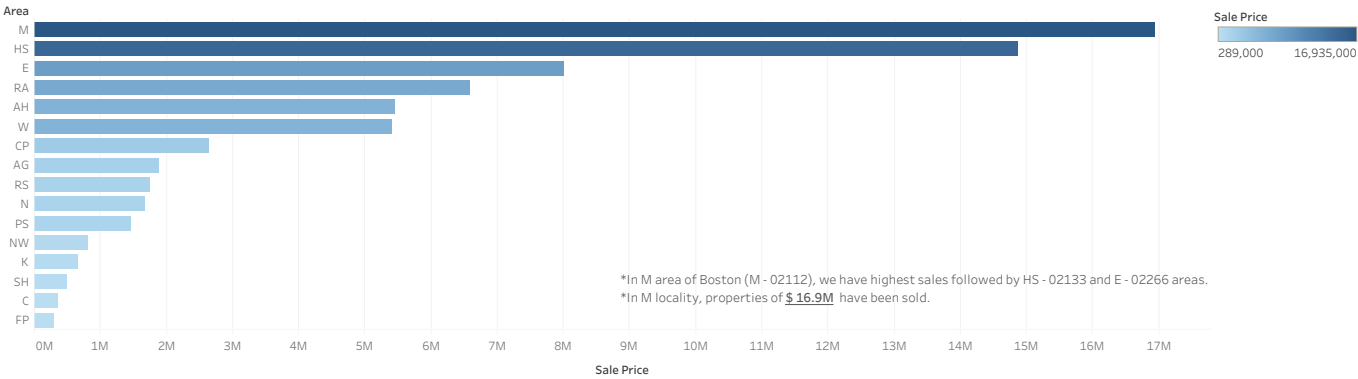Data Description:

- **Property Related**: Property ID, Street Number, Street Name, Area, Unit, Property Type (RC)
- **Sales Related**: First date, First Price, Close Date, Last Price, Sale Price, Condo fee, Tax
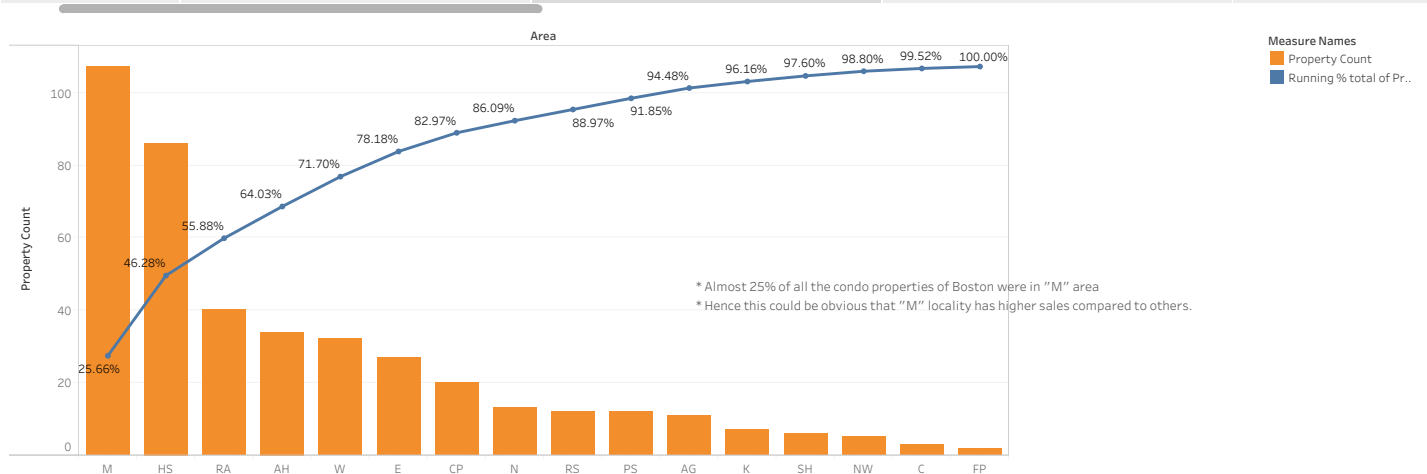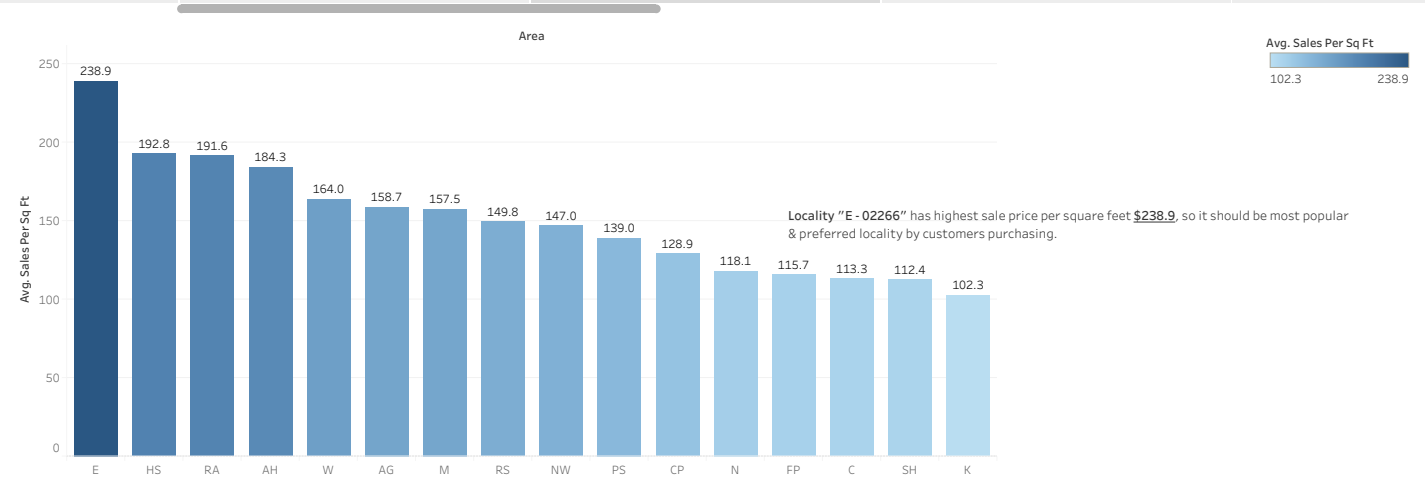- **Property Detail**: Interior (sq ft), # of Room, Bath and Beds

Calculated Fields:

- **Sales Per Sq Ft** - Sale Price/Interior (sq ft)
- **% Price Decreased By Seller** - (1 - Last Price/First Price)
- **% Of Sales Price** - (Condo Fee OR Tax)/Sale Price
- **Days Taken in Sale** - Close Date - First Date
- **Average Lower Price Band** - AVG(Last Price)
- **Deviation from Lower Band** - AVG(Sale Price) - AVG(Last Price)
- **Number of Property Features** - (# Of Room/Bed/Bath)

Information that can be derived from Dashboards:

* **Sales Across Region -** Helps extracting high sales across different area
* **Metrics Across Property Types** - How residential and commercial properties impacts on sale
* **Property Preferences** - How many number of rooms, Bed rooms and Bath rooms are ideal in preferred residential/commercial property.
* **Tax and Condo Fee Details** - % tax and condo fee applicable in different area or different property types
* **Popular Area and Street** - Which area or street are more popular, having high sale price per sq. feet or having high sales in limited number of properties.

Area

*In M area of Boston (M - 02112), we have highest sales followed by HS - 02133 and E - 02266 areas.
*In M locality, properties of $ 16.9M have been sold.

Sale Price

289,000   16,935,000

Area

* Almost 25% of all the condo properties of Boston were in "M" area
* Hence this could be obvious that "M" locality has higher sales compared to others.

Running percentage labels on line: 25.66%, 46.28%, 55.88%, 64.03%, 71.70%, 78.18%, 82.97%, 86.09%, 88.97%, 91.85%, 94.48%, 96.16%, 97.60%, 98.80%, 99.52%, 100.00%

X-axis: M, HS, RA, AH, W, E, CP, N, RS, PS, AG, K, SH, NW, C, FP

Measure Names
- Property Count
- Running % total of Pr..

Area

Avg. Sales Per Sq Ft
102.3 — 238.9

Locality "E - 02266" has highest sale price per square feet $238.9, so it should be most popular & preferred locality by customers purchasing.

Area	Avg. Sales Per Sq Ft
E	238.9
HS	192.8
RA	191.6
AH	184.3
W	164.0
AG	158.7
M	157.5
RS	149.8
NW	147.0
PS	139.0
CP	128.9
N	118.1
FP	115.7
C	113.3
SH	112.4
K	102.3

112.0   324.3

C 324.3	FP 231.5	E 192.9	RA 192.5	M 172.5
	W 208.0			
N 252.8	NW 204.8	CP 170.7	PS 131.9	RS 120.8
		K 169.4		
HS 241.4	SH 194.2	AH 134.9	AG 112.0	

In "**AG**" **locality** (PIN - 02120), properties being sold very quickly and having only an average of 112 days from condo being available for sale.

On the other hand, **area "C"** gets huge delay in getting a deal, seller has to wait for more than 300 days to sale condo.

Area

* Seller is only descreasing price by **2.92%** in "E" locality, which is 2nd last % descrease.

% descrease = difference between upper price band and lower price band put up by seller

Area

Difference between average last offered price (last price) and average selling price (sale price) is $30k, that means other buyer are offering significant less than last expected by seller.

Avg. Sale Price
83,917   296,306

Bars (Average Lower Price Band):
- E: -30K
- HS: -11K
- W: -9K
- AG: -6K
- RA: -7K
- NW: -8K
- AH: -6K
- M: -7K
- FP: -15K
- RS: -6K
- CP: -7K
- N: -6K
- C: -8K
- PS: -3K
- K: -8K
- SH: -8K

Area

Number of Property Feat..
1 — 3

Condo's Features (In Num..
Bath

- Most of the properties sold having number of room either 4 or 5
- In "E" locality, 12 properties were sold having 5 rooms in them
- Most of the properties sold having 2 Bed rooms
- In "E" locality, 16 properties with 2 Bed rooms were sold
- Most of the properties sold having 1 Bath room
- In "E" locality, with exception 17 properties which were sold had 2 Bath rooms

Property Count

Area	Values
M	80, 26
HS	60, 23
RA	36
AH	30
W	22, 10
E	9, 17
CP	14, 6
N	9
RS	11
PS	6, 6
AG	8
K	6
SH	6
NW	
C	3
FP	2

But how much less we can offer to seller on that locality?

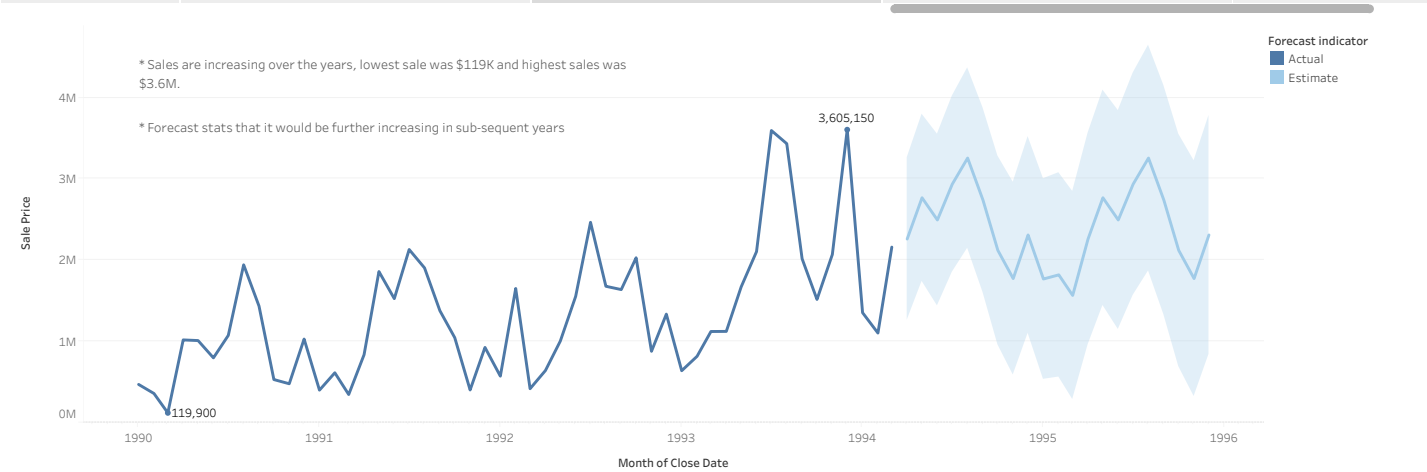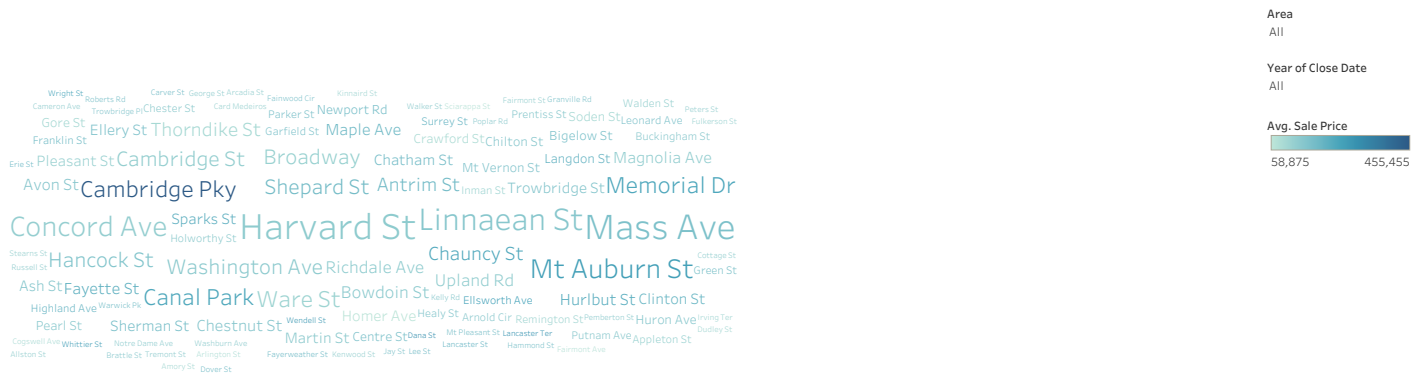What are preferred properties by Room, Bed Room and Bath Room count?
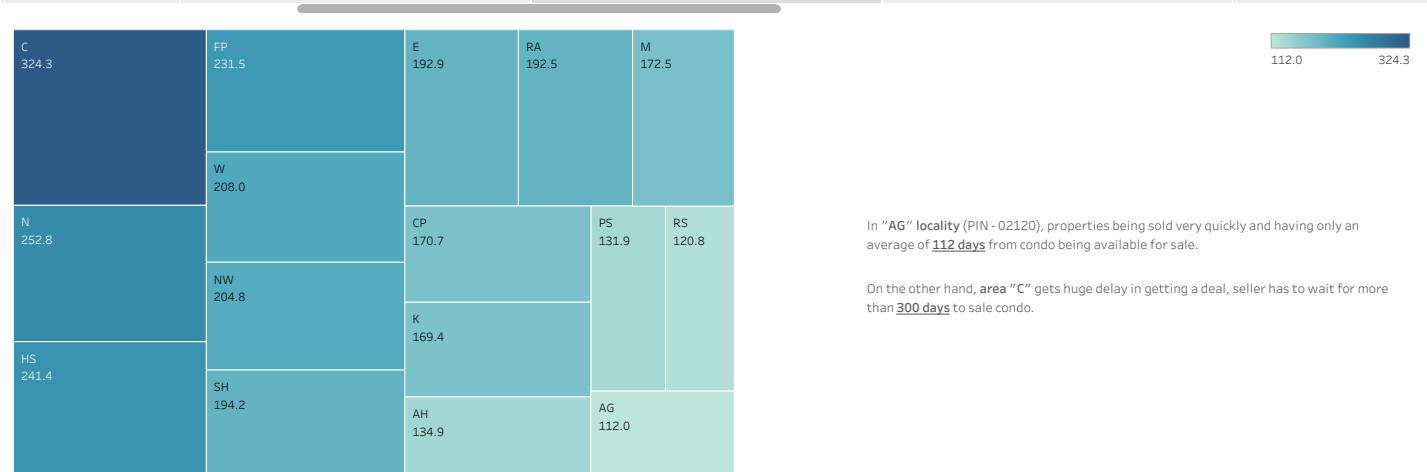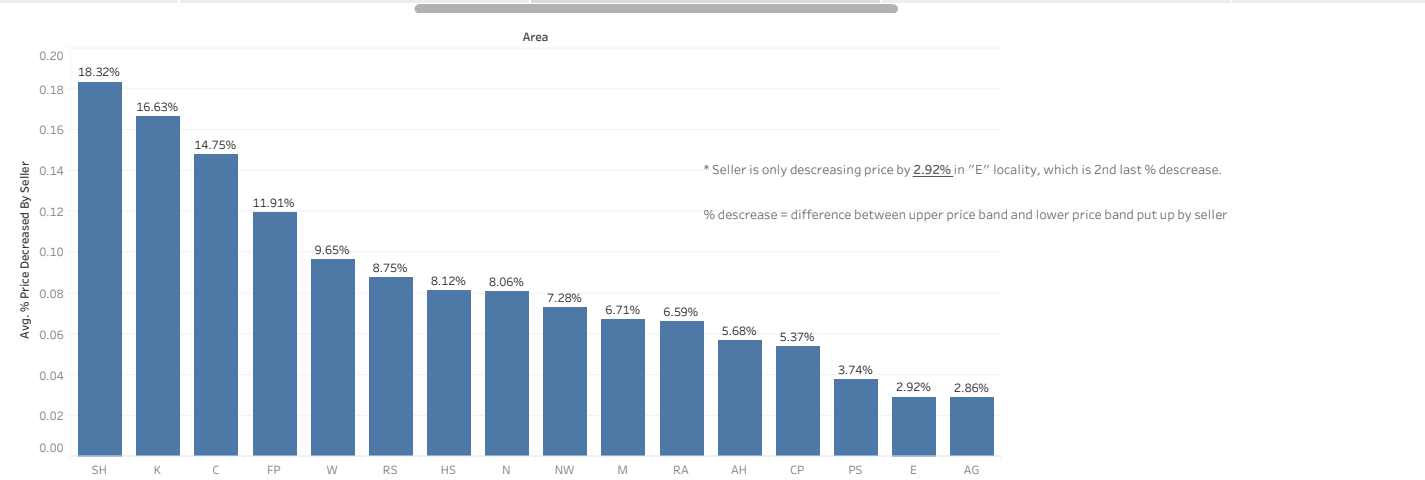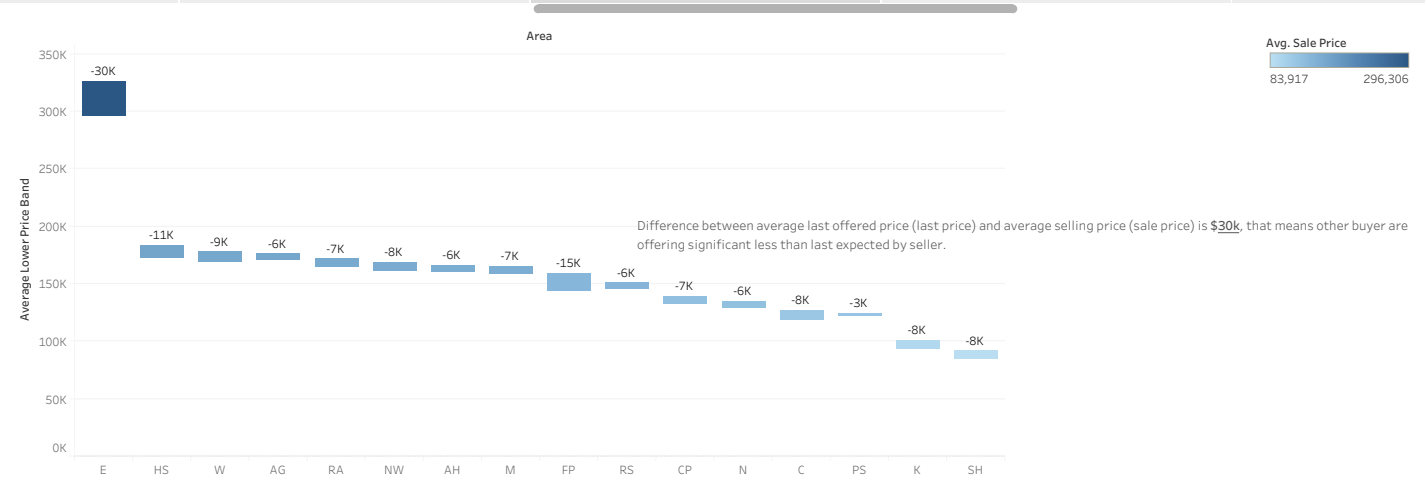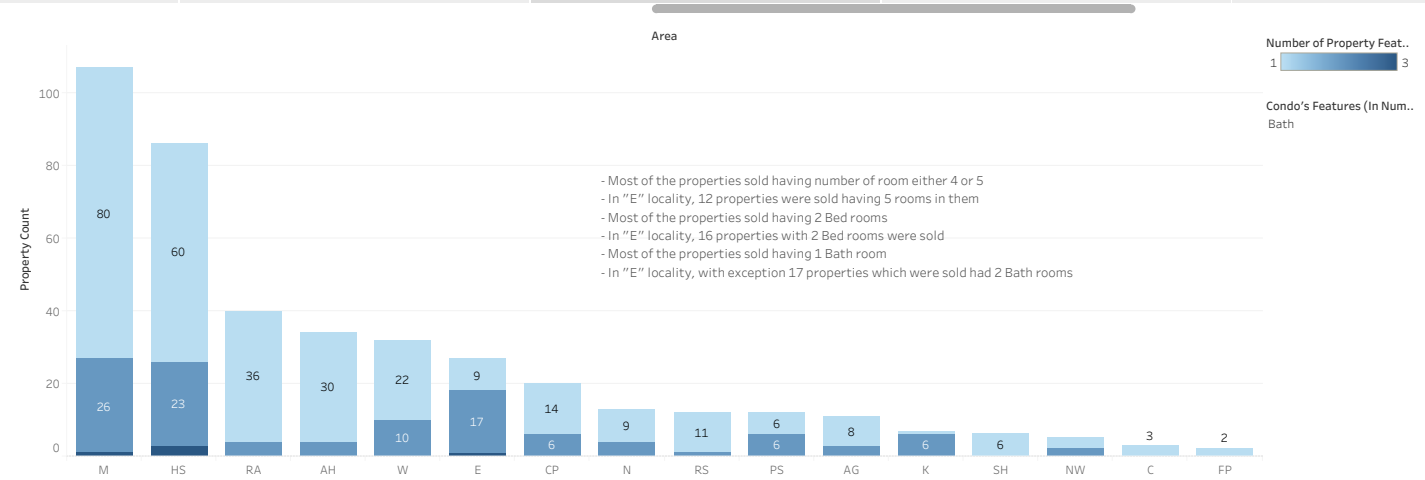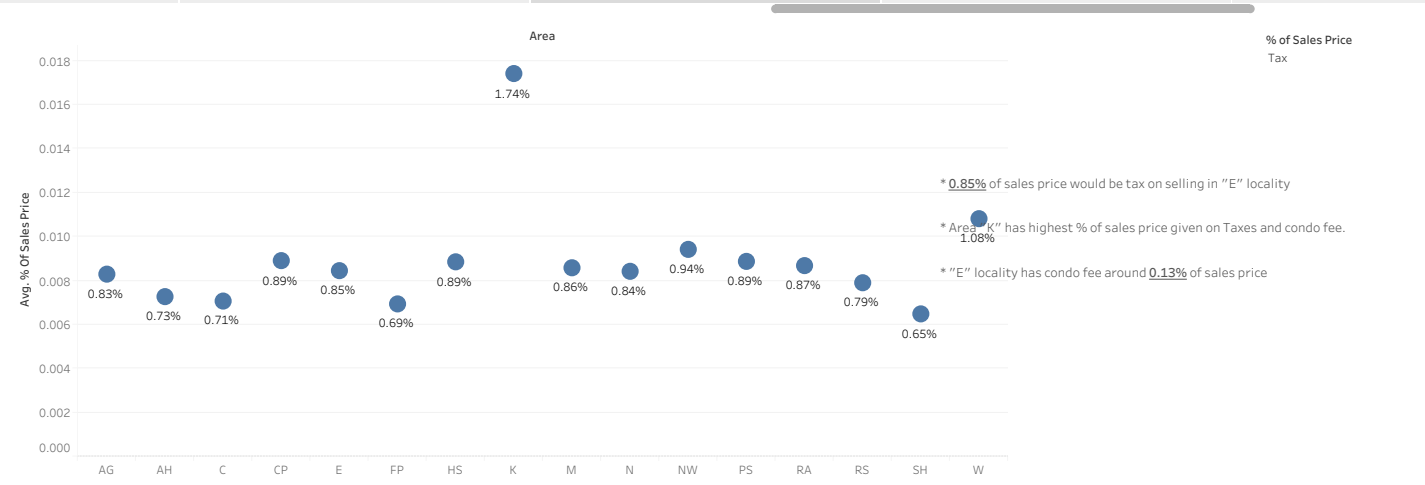
How much Tax and Condo Fee will be applied on selling properties in different localities?

Will price be decreasing in upcoming years? Or it is the good time for buy/sell.

Popular Street across localities, their average sales price and # o..

Area

% of Sales Price
Tax

* **0.85%** of sales price would be tax on selling "E" locality

* Area "K" has highest % of sales price given on Taxes and condo fee.

* "E" locality has condo fee around **0.13%** of sales price

Avg. % Of Sales Price

Area	Value
AG	0.83%
AH	0.73%
C	0.71%
CP	0.89%
E	0.85%
FP	0.69%
HS	0.89%
K	1.74%
M	0.86%
N	0.84%
NW	0.94%
PS	0.89%
RA	0.87%
RS	0.79%
SH	0.65%
W	1.08%

* Sales are increasing over the years, lowest sale was $119K and highest sales was $3.6M.

* Forecast stats that it would be further increasing in sub-sequent years

3,605,150

119,900

Sale Price

0M
1M
2M
3M
4M

1990   1991   1992   1993   1994   1995   1996

Month of Close Date

Forecast indicator
Actual
Estimate

Area
All

Year of Close Date
All

Avg. Sale Price

58,875   455,455

Wright St Roberts Rd Carver St George St Arcadia St Kinnaird St
Cameron Ave Trowbridge Pl Chester St Card Medeiron Fainwood Cir Newport Rd
Gore St Ellery St Thorndike St Garfield St Maple Ave Surrey St Poplar Rd Prentiss St Granville Rd Walden St Peters St
Franklin St Crawford St Chilton St Bigelow St Soden St Leonard Ave Fulkerson St Buckingham St
Erie St Pleasant St Cambridge St Broadway Chatham St Mt Vernon St Langdon St Magnolia Ave
Avon St Cambridge Pky Shepard St Antrim St Inman St Trowbridge St Memorial Dr
Concord Ave Sparks St Harvard St Linnaean St Mass Ave
Holworthy St
Stearns St Hancock St Washington Ave Richdale Ave Chauncy St Cottage St
Russell St Upland Rd Green St
Ash St Fayette St Canal Park Ware St Bowdoin St Ellsworth Ave Hurlbut St Clinton St
Highland Ave Warwick Pk Kelly Rd Healy St Huron Ave Irving Ter
Pearl St Sherman St Chestnut St Homer Ave Arnold Cir Remington St Pemberton St Dudley St
Cogswell Ave Whittier St Notre Dame Ave Washburn Ave Wendell St Mt Pleasant St Lancaster Ter Putnam Ave Appleton St
Allston St Brattle St Tremont St Arlington St Martin St Centre St Dana St Lancaster St Hammond St Fairmont Ave
Amory St Dover St Fayerweather St Kenwood St Jay St Lee St

- Harvard St has highest number of properties available for sales
- Average sale price is high on Cambridge Pky
- Cambridge Pky street is in "E" locality and it has highest number of properties available (11) within locality.

Insights -

- Area "E" has high sale price per square feet.

- However, "M" locality generated highest sale with high number of properties compared to others (25% of all other areas)

- Cambridge Pky Street is most popular street and properties of over $5M have been sold

- All the properties in "E" locality are residential

- In "SH" locality, Seller are offering wide price band, they kept average difference around 18%

- "AG" area has lowest waiting period in sale, and around 112 days a property gets sold out

- Couple of properties were sold on higher price compared to median, outliers can be seen

- Sales are increasing over the years, and forecast says it will increase further
..

Recommendations to Sellers -

- If Selling a property in "E" locality, keep narrow upper & lower price band. People of inclined to purchase in Cambridge Pky street, so chances of buying are still high

- Looks for relief from government while selling properties in "K" area, Taxes and condo fee are usually high there compared to other area

- Area "E" doesn't have properties fulfil both residential and commercial purposes, if you're selling multi-purpose property keep the price band slightly high

- Properties in Area "C" takes much time in sale, keep adjusting the sale price over the months to get proper deal.

Recommendations to Buyers -

- If Buying a condo in "E" locality, try to get more discount from lower price band, on an average buying price gets reduced to 30k
..

Conclusion -

* Properties in "E" area are most popular, buyer/seller can benifit on those by adjusting or negotiating over sale price, while government can increase Tax and Fee on those.
* Properties are quickly sold in "AG" area compared to other Area/Streets. So buyer who needs condo soon as possible can head to AG area streets.