

Categorizing Sold_Price

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Problem

1. Inconsistency
2. Lack of Segmentation
3. Inefficiency
4. Missed Insights

Why Categorization Matters

- Creates a shared language across teams
- Enables market trend analysis
- Supports pricing, planning, and forecasting
- Simplifies communication internally & externally

Steps

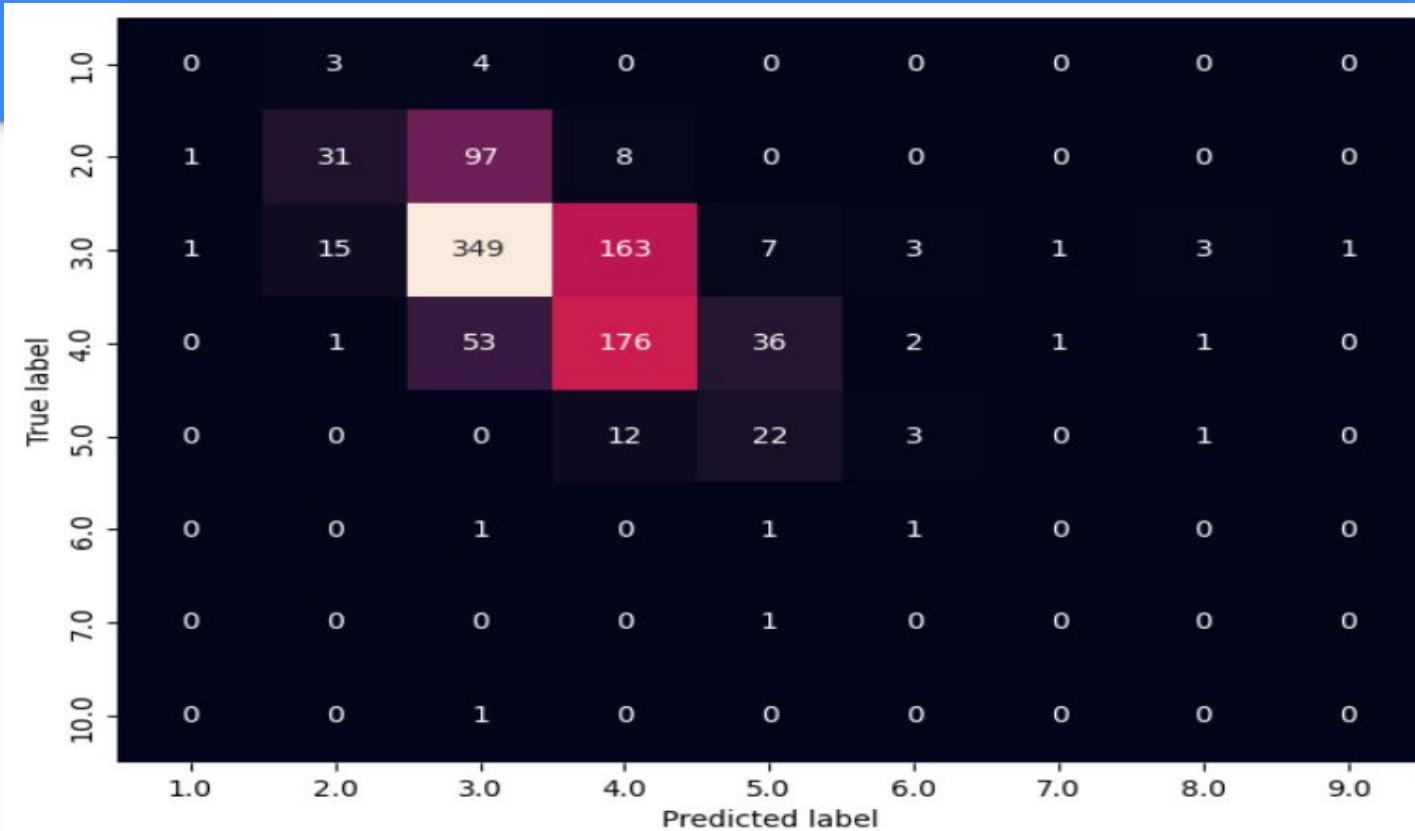
- Preprocessing cleaned data
- Feature Selection
- Normalization
- Split dataset
- Run model

Sample categorization

- Divide price/sqft into 24 categories

```
Drive already mounted at /var/folders/...  
count      5000.00000  
mean       3.75460  
std        1.38606  
min        0.00000  
25%        3.00000  
50%        4.00000  
75%        4.00000  
max       24.00000
```

Actual vs Predicted Comparison



Results

```
Name: price/sqrft, Length: 5000, dtype: float64  
Model Accuracy: 57.90%
```

Conclusion

- Consistent categorization unlocks insights
- Works with rule based logic
- Supports every team across the business
- Foundation for smarter real estate analytics