**ABSTRACT**

Business Analytics is a powerful tool in today’s marketplace that can be used to make decisions and craft business strategies. Business Analytics is the process of using quantitative methods to derive meaning from data to make informed business decisions.There are [four primary methods](https://online.hbs.edu/blog/post/types-of-data-analysis" \t "https://mail.google.com/mail/u/0/?tab=rm&ogbl" \l "inbox/_blank) of business analysis, such as descriptive,diagnostic,predictive and prescriptive.

Here we are opting the predictive business analytics method which forecast the future outcome. The topic we chose is **Chennai House Sale Prediction.**

Real estate transactions are quite opaque sometimes and it may be difficult for a newbie to know the fair price of any given home. Thus, multiple real estate websites have the functionality to predict the prices of houses given different features regarding it. Such forecasting models will help buyers to identify a fair price for the home and also give insights to sellers as to how to build homes that fetch them more money.

Chennai house sale price data is taken here and the participants are expected to build a sale price prediction model that will aid the customers to find a fair price for their homes and also help the sellers understand what factors are fetching more money for the houses.