Real Estate Sales

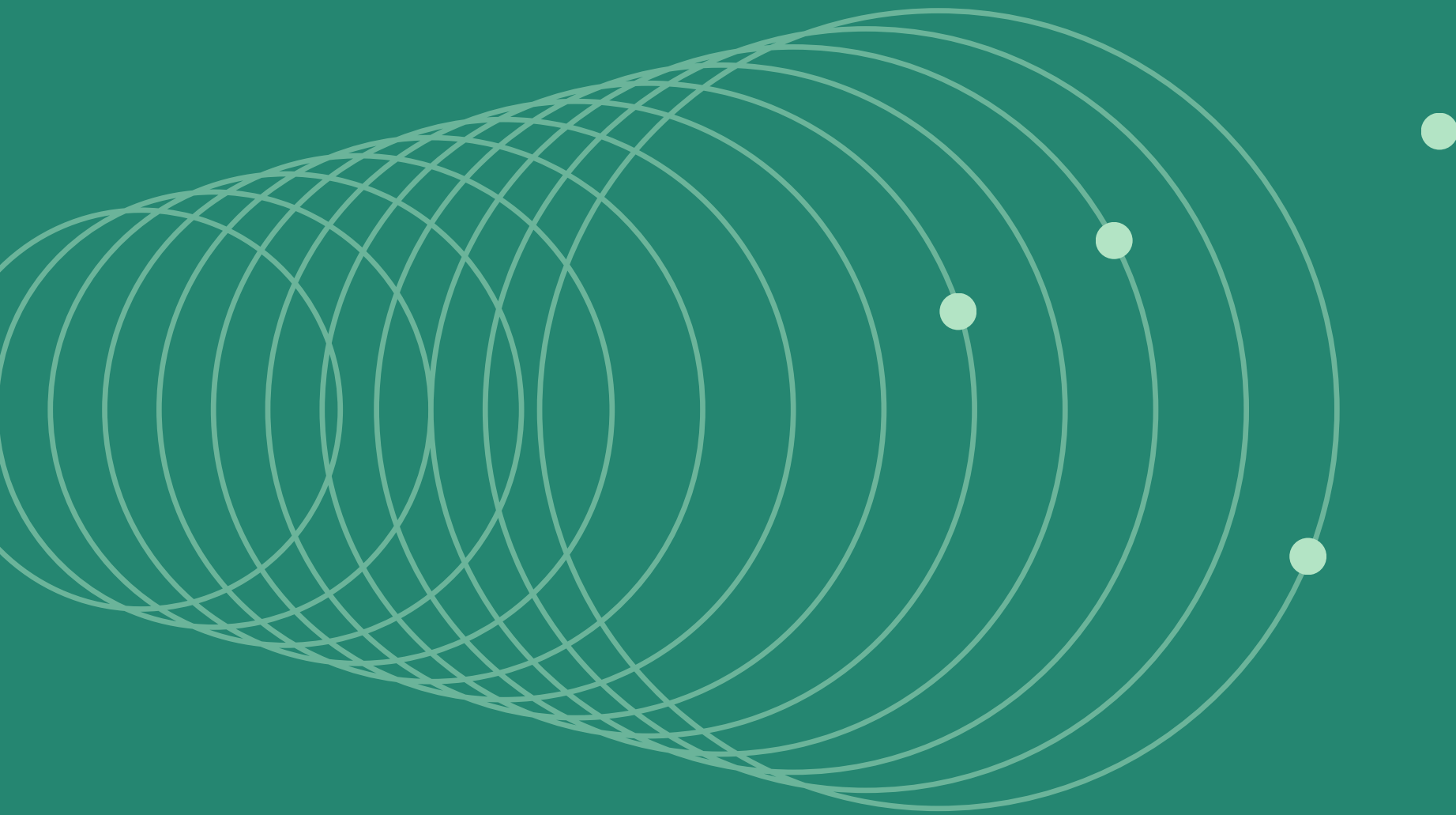Presented by: Khushi Yadav

Crocus Group

Objectives

The dataset consists of lists of unique objects of popular portals for the sale of real estate in Russia. More than 310000 objects.

The Russian real estate market has a relatively short history. In the Soviet era, all properties were state-owned; people only had the right to use them with apartments allocated based on one's place of work. As a result, options for moving were fairly limited.

We want to analyze sales data according to date and check out the highest sales data in each month and the growth rate of sales data.

Tasks

1. <u>Formated data</u>

2. Monthly sales data

3. Monthly sales chart view

4. Total new building in each month

5. Sales analysis according to rooms

6. Highest sales in each month

7. Total sales in each month

8. Growth Rate

Solution

- Convert currency for our analysis and make the data in table form so we can analysis it.

- Check out all the sales, no of sales in each day or month.

- Pivot chart between sales data and date with slicers.

- Total sales in each month and which have highest one.

- Found Growth rate by formula and make a chart.

Methodology

Formatted Data

- Converted the currency from rubles to rupee.
- Analyzed the data by table filter.

Monthly Sales Data

- Made a different tables for sales of each month.
- Made a chart of all tables.

Sales analyze with specification

- Made a pivot chart with slicers

Methodology

Highest sales

- Checked out the highest sales in each month with date.
- find out which month have a highest sales

Growth Rate

- Find out the growth rate on each month.

Total Sales

- Bar chart for total sales in each month.

Goals

Formatted Data-

- Converted the currency from rubles to rupee.
- Analyzed the data by table filter.

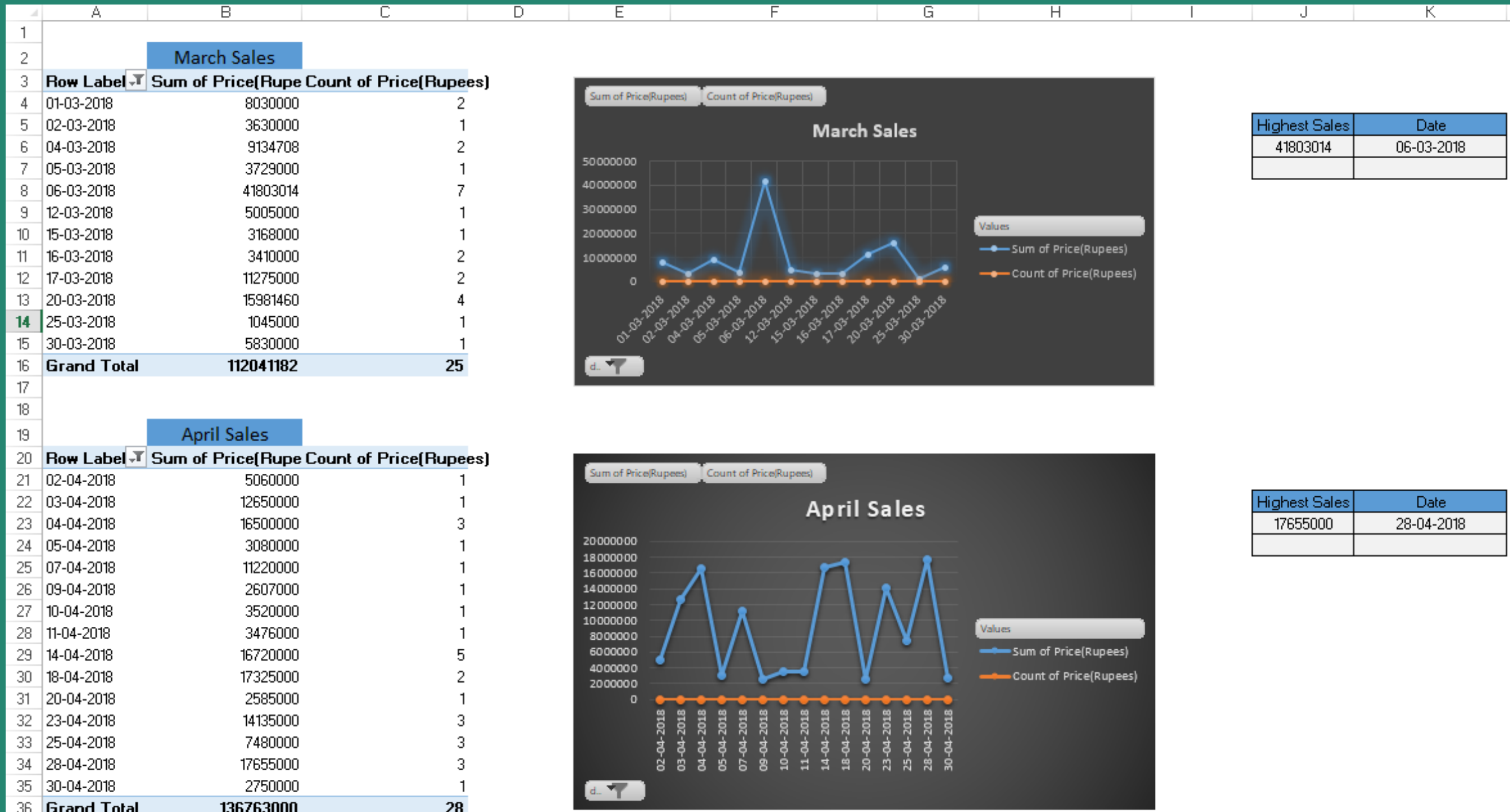| 1	Price(Rubles)	Price(Rupees)	date	time	geo_lat	geo_lon	region	building_typ	Apartment floo	Number of storey	rc
3	RUB 54,50,000.00 ₹	59,95,000.00	01-03-2018	17:42:43	55.918767	37.984642	81	3	13	14	
4	RUB 33,00,000.00 ₹	36,30,000.00	02-03-2018	21:18:42	55.908253	37.726448	81	1	4	5	
5	RUB 47,04,280.00 ₹	51,74,708.00	04-03-2018	12:35:25	55.6210965	37.4310016	3	2	1	25	
6	RUB 36,00,000.00 ₹	39,60,000.00	04-03-2018	20:52:38	59.8755262	30.3954571	2661	1	2	5	
7	RUB 33,90,000.00 ₹	37,29,000.00	05-03-2018	07:07:05	53.1950306	50.1069518	3106	2	4	24	
8	RUB 28,00,000.00 ₹	30,80,000.00	06-03-2018	09:57:10	55.7369718	38.8464565	81	1	9	10	
9	RUB 69,09,880.00 ₹	76,00,868.00	06-03-2018	18:34:48	55.9139498	37.7077118	81	1	9	14	
10	RUB 42,91,950.00 ₹	47,21,145.00	06-03-2018	18:37:27	55.9139498	37.7077118	81	1	10	14	
11	RUB 66,75,840.00 ₹	73,43,424.00	06-03-2018	18:37:28	55.9139498	37.7077118	81	1	25	25	
12	RUB 65,22,650.00 ₹	71,74,915.00	06-03-2018	18:37:35	55.9139498	37.7077118	81	1	5	14	
13	RUB 65,22,650.00 ₹	71,74,915.00	06-03-2018	18:37:40	55.9139498	37.7077118	81	1	7	14	
14	RUB 42,79,770.00 ₹	47,07,747.00	06-03-2018	18:40:08	55.7817155	37.8566559	81	2	7	15	
15	RUB 45,50,000.00 ₹	50,05,000.00	12-03-2018	12:37:08	55.738846	49.225437	2922	3	6	10	
16	RUB 28,80,000.00 ₹	31,68,000.00	15-03-2018	14:38:45	55.7349712	52.3663848	2922	1	8	10	
17	RUB 14,50,000.00 ₹	15,95,000.00	16-03-2018	14:51:58	45.069785	41.935019	2900	1	9	10	
18	RUB 16,50,000.00 ₹	18,15,000.00	16-03-2018	16:21:54	44.9943012	41.1228103	2843	3	5	5	
19	RUB 80,00,000.00 ₹	88,00,000.00	17-03-2018	06:46:32	55.738876	37.82537	3	1	5	9	
20	RUB 22,50,000.00 ₹	24,75,000.00	17-03-2018	09:05:06	54.8155661	56.12556	2722	1	2	5	
21	RUB 38,43,000.00 ₹	42,27,300.00	20-03-2018	14:44:11	56.3460273	43.8716477	2871	2	16	25	
22	RUB 26,97,200.00 ₹	29,66,920.00	20-03-2018	14:44:11	56.3460273	43.8716477	2871	2	6	25	

Goals

Monthly Sales Data-

- Made a different tables for sales of each month by using pivot table and date filter
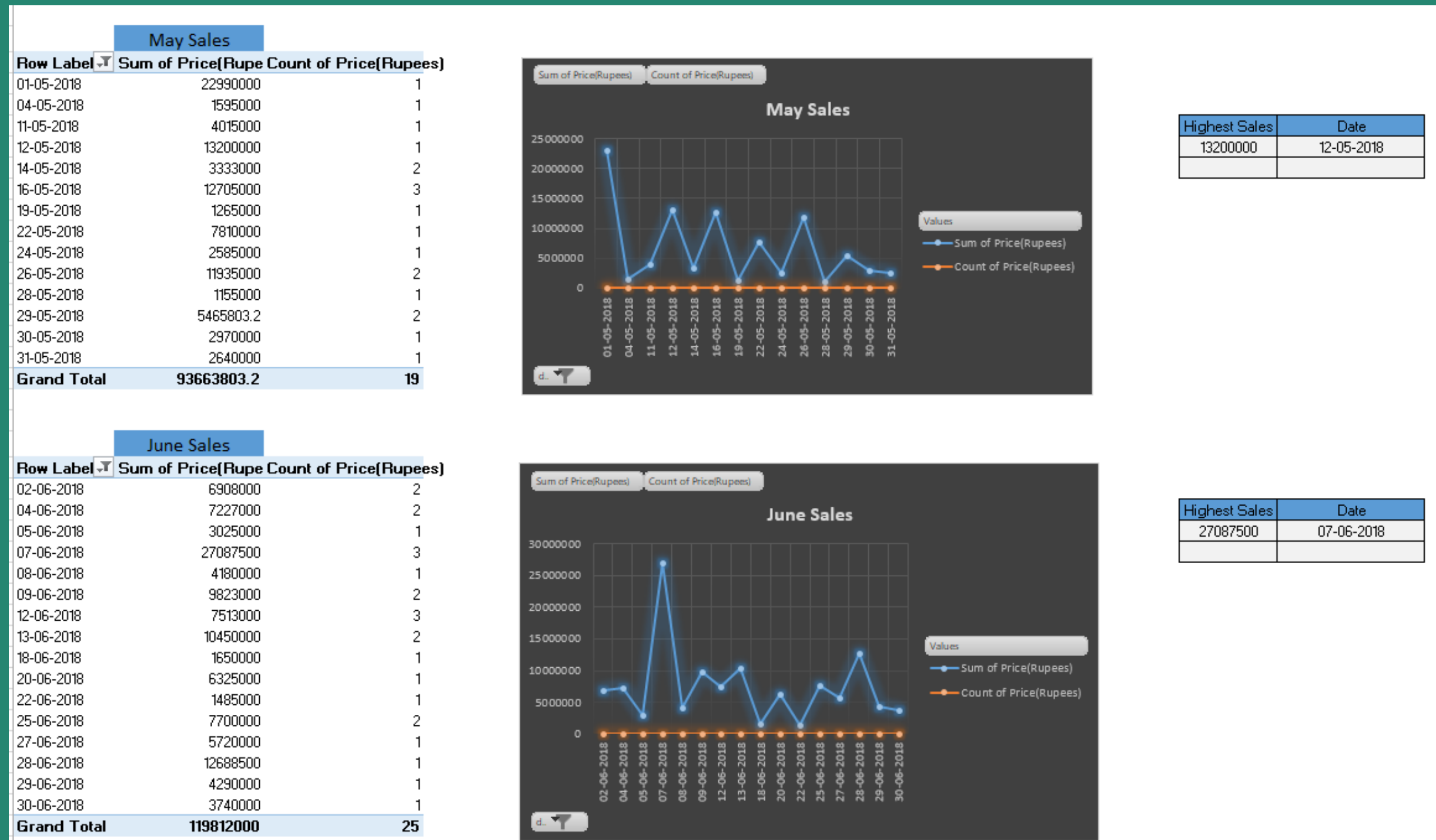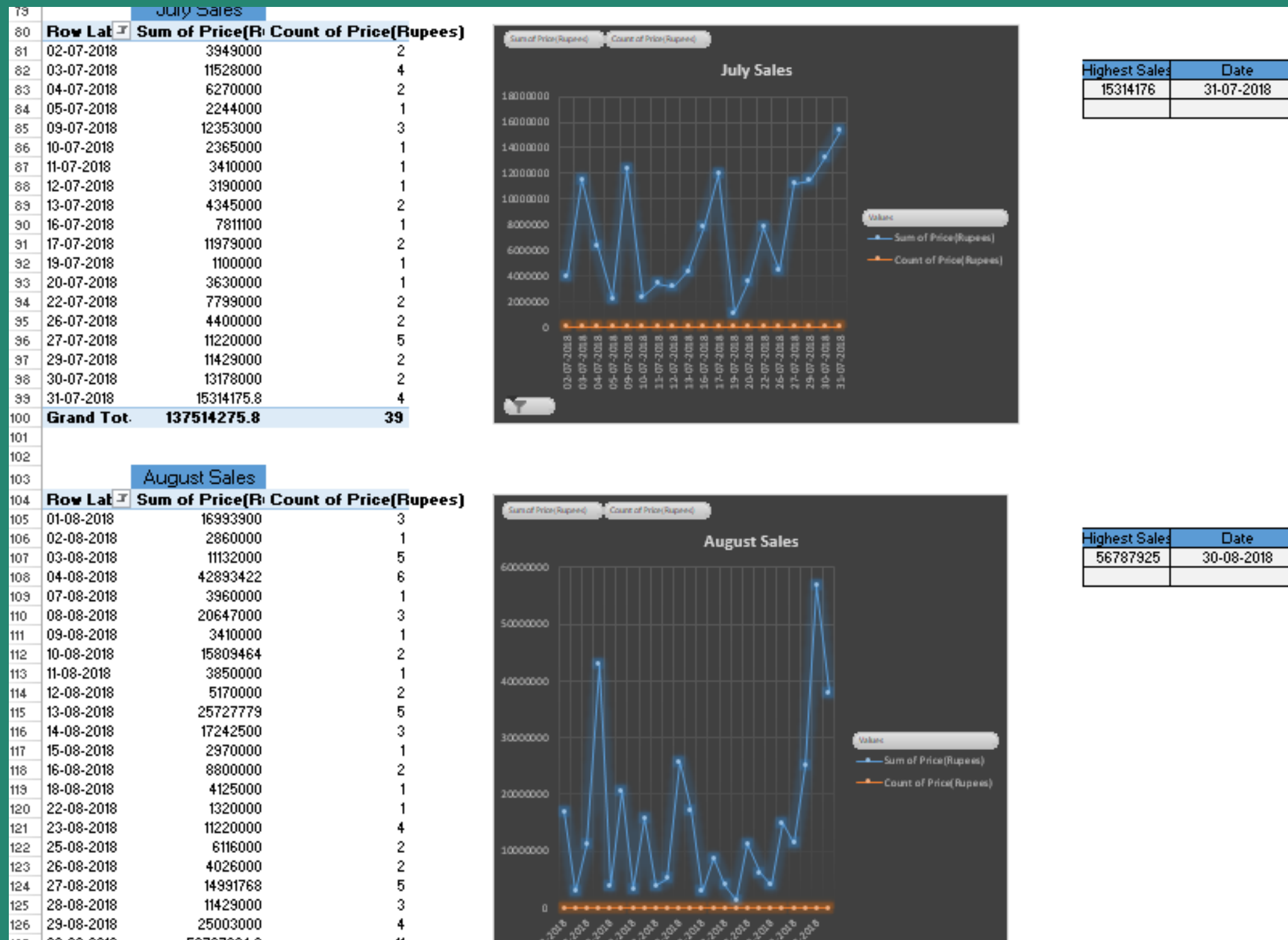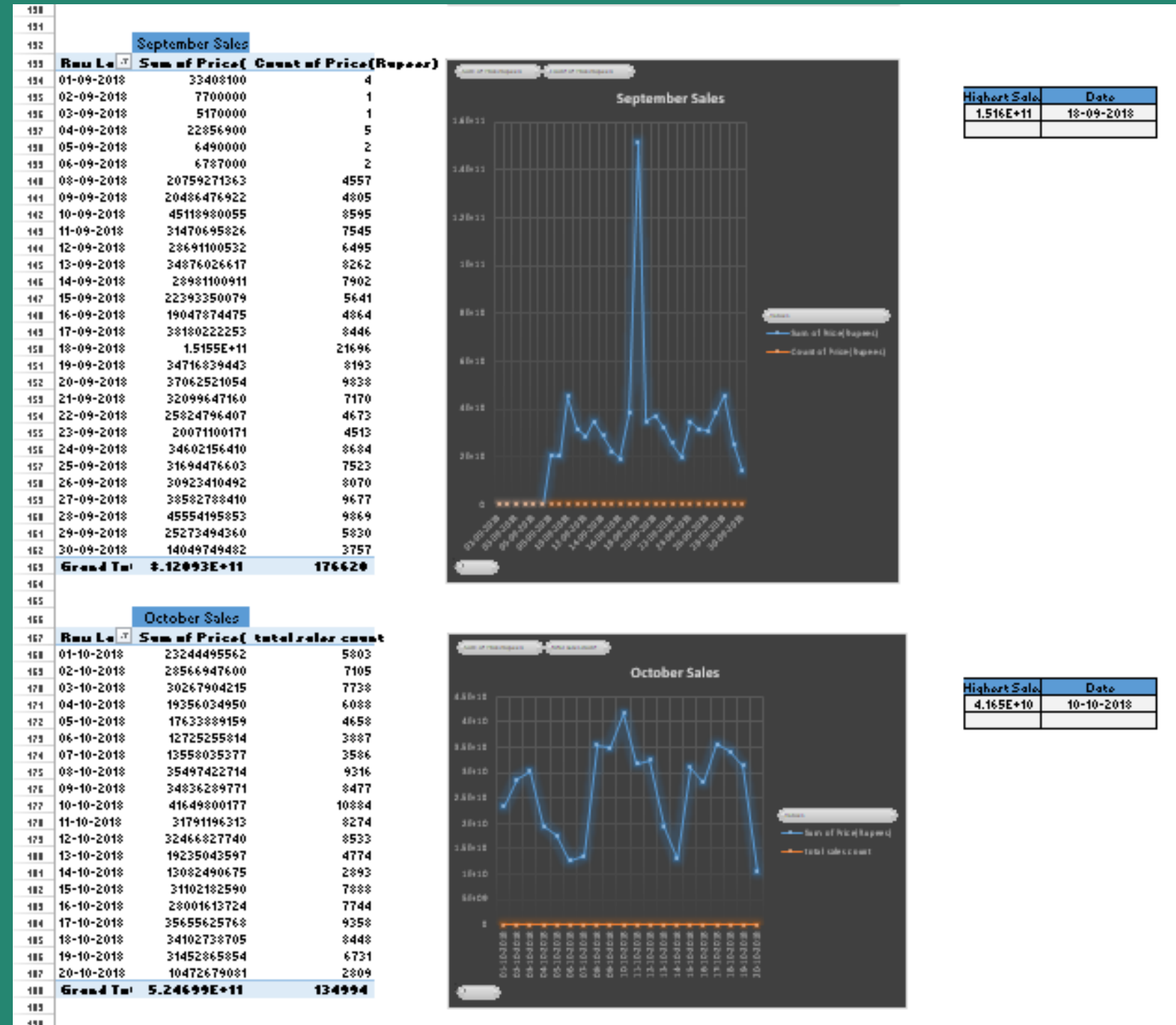- Made a chart of all tables.

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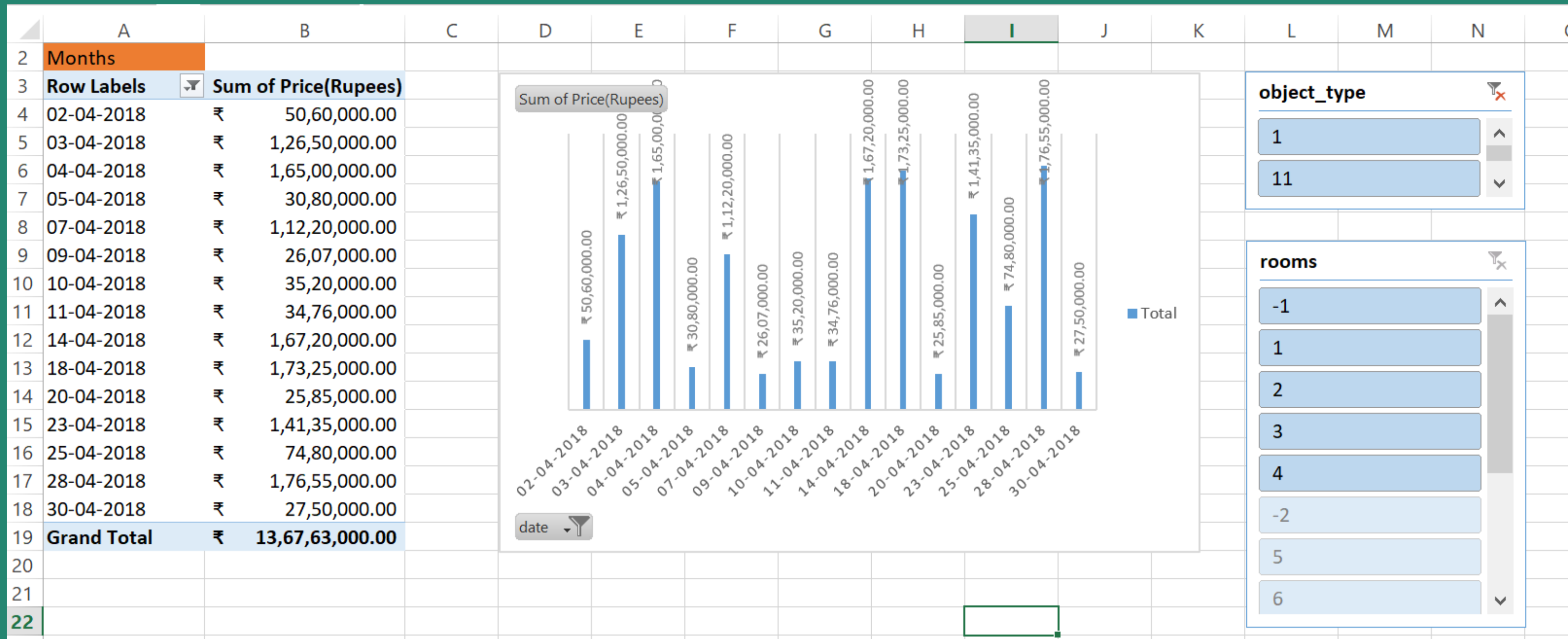- Made a chart of all tables.

Goals

Sales analyze with specification

- Made a pivot chart with slicers of rooms and building type.
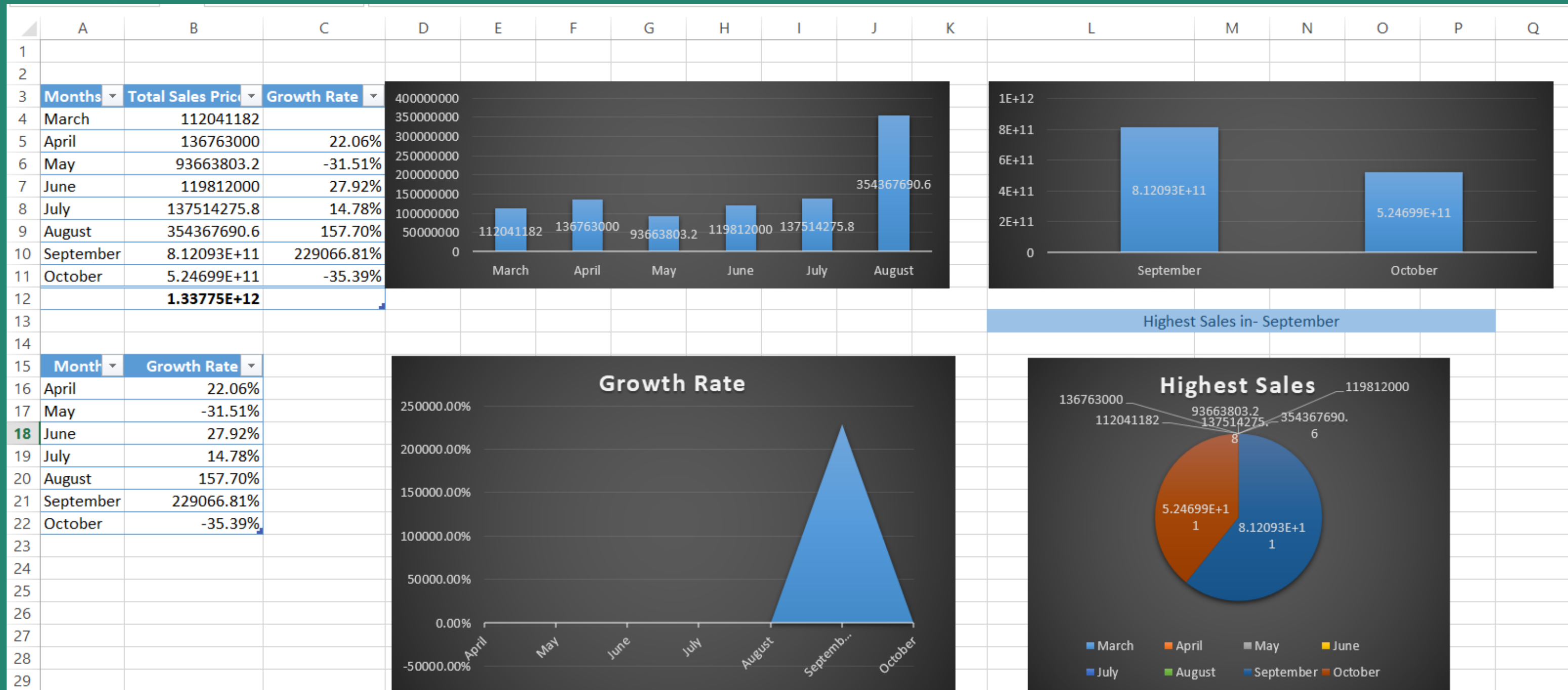- Graph between date and sales price.

Goals

Highest sales and Growth Rate
- Checked out the highest sales in each month with date.
- find out which month have a highest sales
- Find out growth rate of each month.

Concept Used

Formated data

- Table format
- Filter data
- currency conversion formula
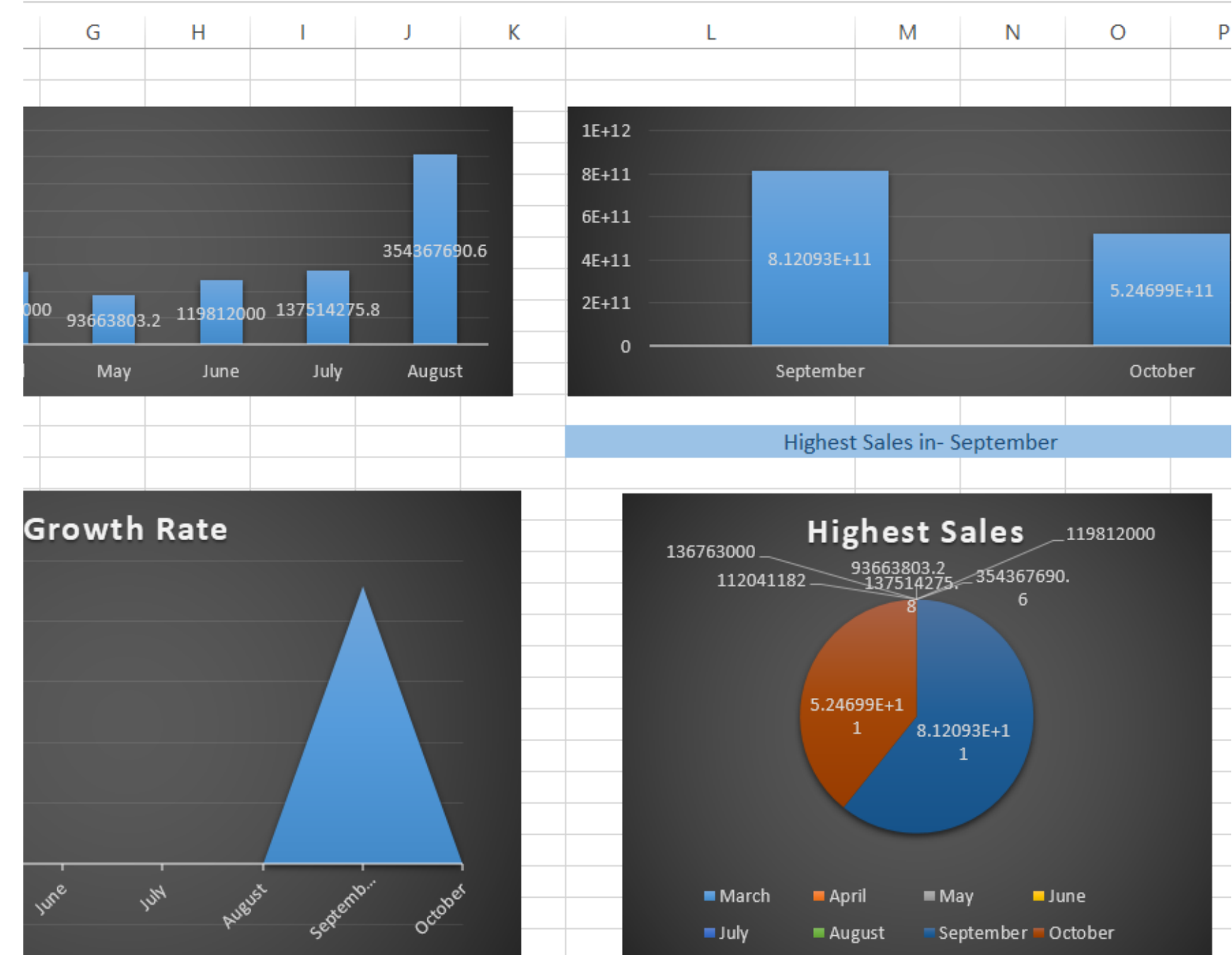
Monthly Sales

- Pivot table
- Date advance filter
- customize chart
- Pivot chart with slicer.

Total Sales and Growth Rate

- Pivot table
- chart
- Growth rate formula
=(present/ past)-1
- Growth rate chart

Conclusion

- September month has highest sales.
- Total 21696 property sale with total price-1.5155E+11 on 18/09/2018 which was highest.
- Analyzed total sales of each month.

Project Owner–

Khushi Yadav
25-feb-2023