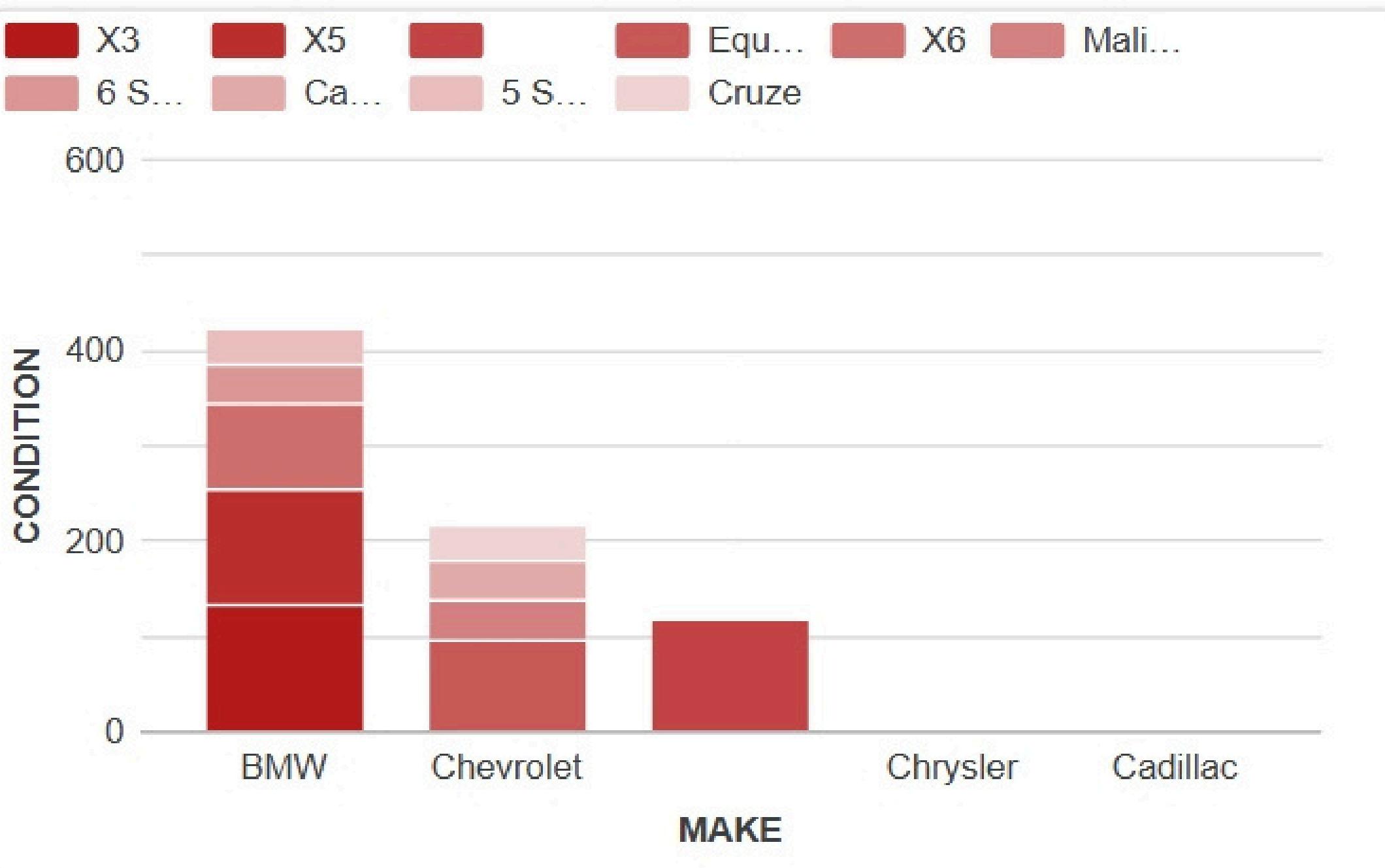


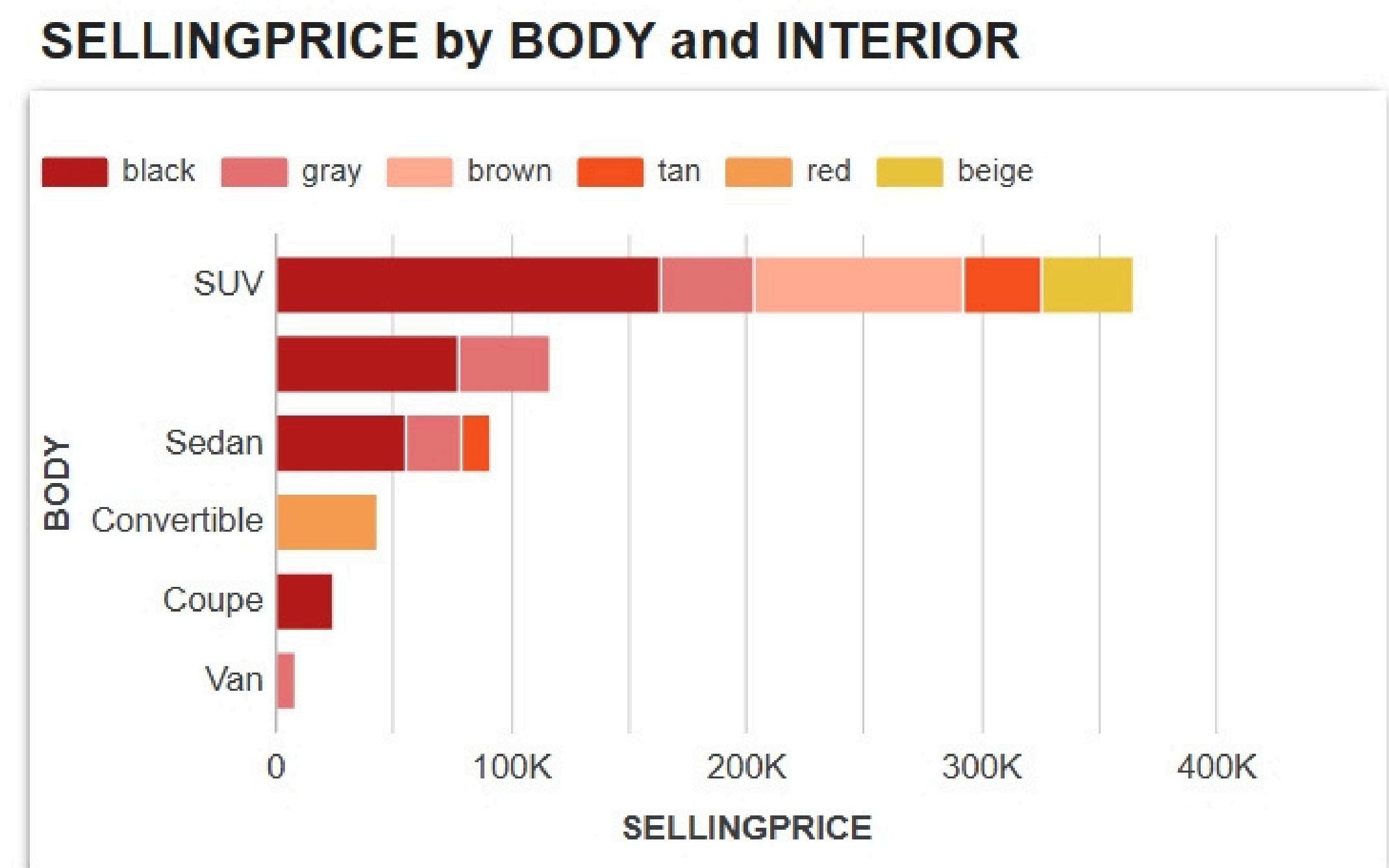
Welcome to  
**CAR SALES**  
by Mary Nkoana

- **BMW vehicles dominate** – BMW has the highest overall condition score across all makes, with multiple models (X3, X5, X6, 6 Series, etc.) contributing significantly.
- **Chevrolet follows** – Chevrolet has moderate condition scores, mainly from models like Equinox, Malibu, and Cruze.
- **Chrysler and Cadillac show minimal or no representation** – Their condition levels are low .
- **Model variety impacts totals** – Makes with more models (like BMW) naturally show higher total condition scores, indicating brand diversity and stronger market representation.
- **Overall trend** – Premium brands (like BMW) tend to have higher condition ratings compared to mass-market brands.

## CONDITION by MAKE and MODEL

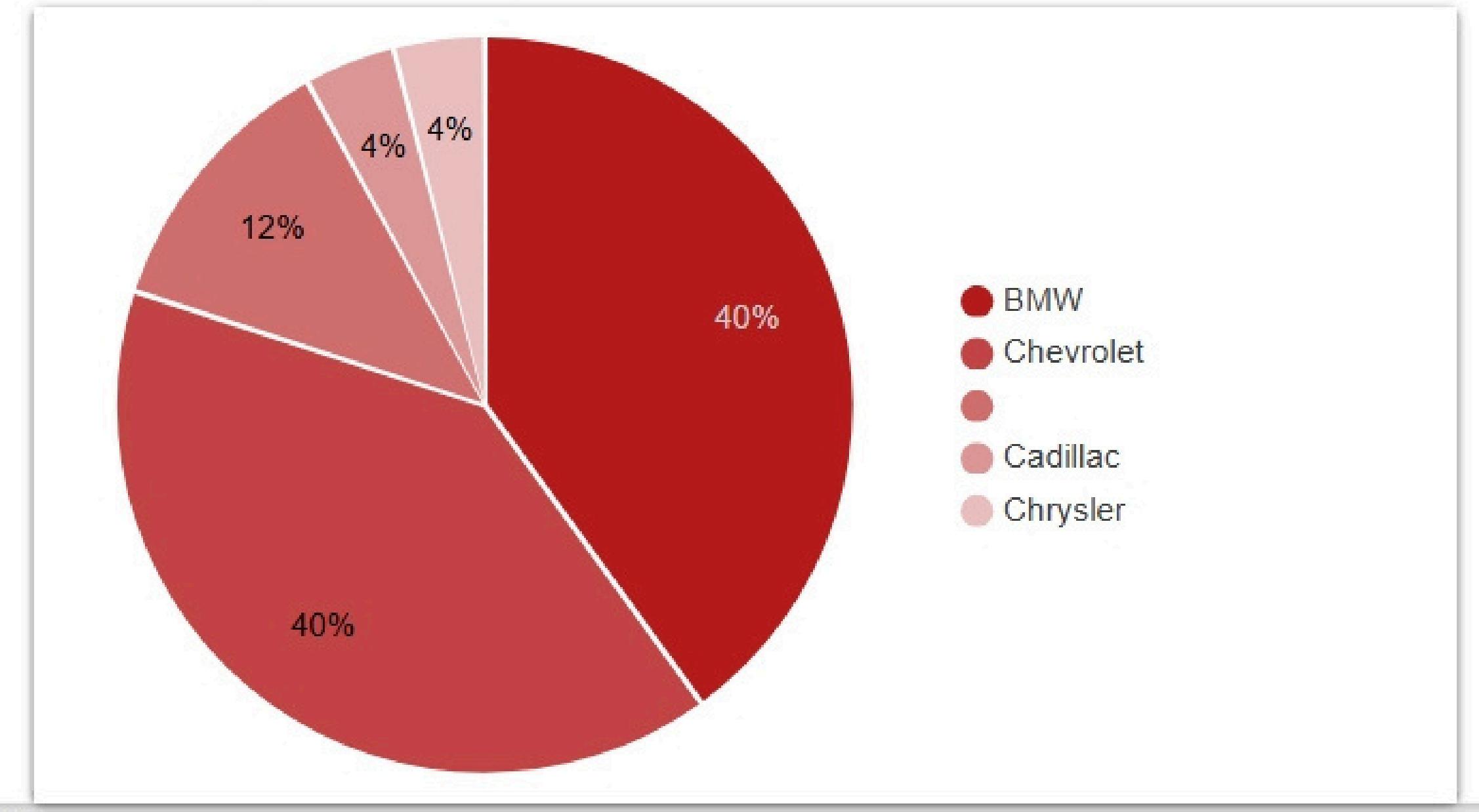


- **SUVs lead in selling price** – SUVs have the highest total selling prices among all body types, indicating strong demand or higher market value.
  - **Popular interiors** – Within SUVs, black, gray, brown, and tan interiors dominate, suggesting buyers prefer neutral or luxury-oriented tones.
  - **Sedans rank second** – Sedans have moderate selling prices, again favoring neutral interiors like black and gray.
  - **Convertibles and Coupes are niche** – They show lower total selling prices, likely due to smaller market size or fewer units sold.
  - **Vans have minimal sales** – Very low selling prices indicate limited demand or availability.
  - **Color influence** – Black interiors appear most common across all body types, aligning with consumer preference for classic, elegant finishes.



- BMW and Chevrolet dominate – Each represents 40% of total records, showing these two makes account for the majority of the dataset.
- Cadillac makes up 12%, indicating a smaller but notable share of vehicles.
- Chrysler has the lowest share (4%), suggesting limited representation or lower sales/availability.
- Market concentration – The data is heavily skewed toward BMW and Chevrolet, implying these are the most frequently listed or traded brands in this dataset.

**MAKE by Record Count**



# **Thank You**

## **Get In Touch**

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