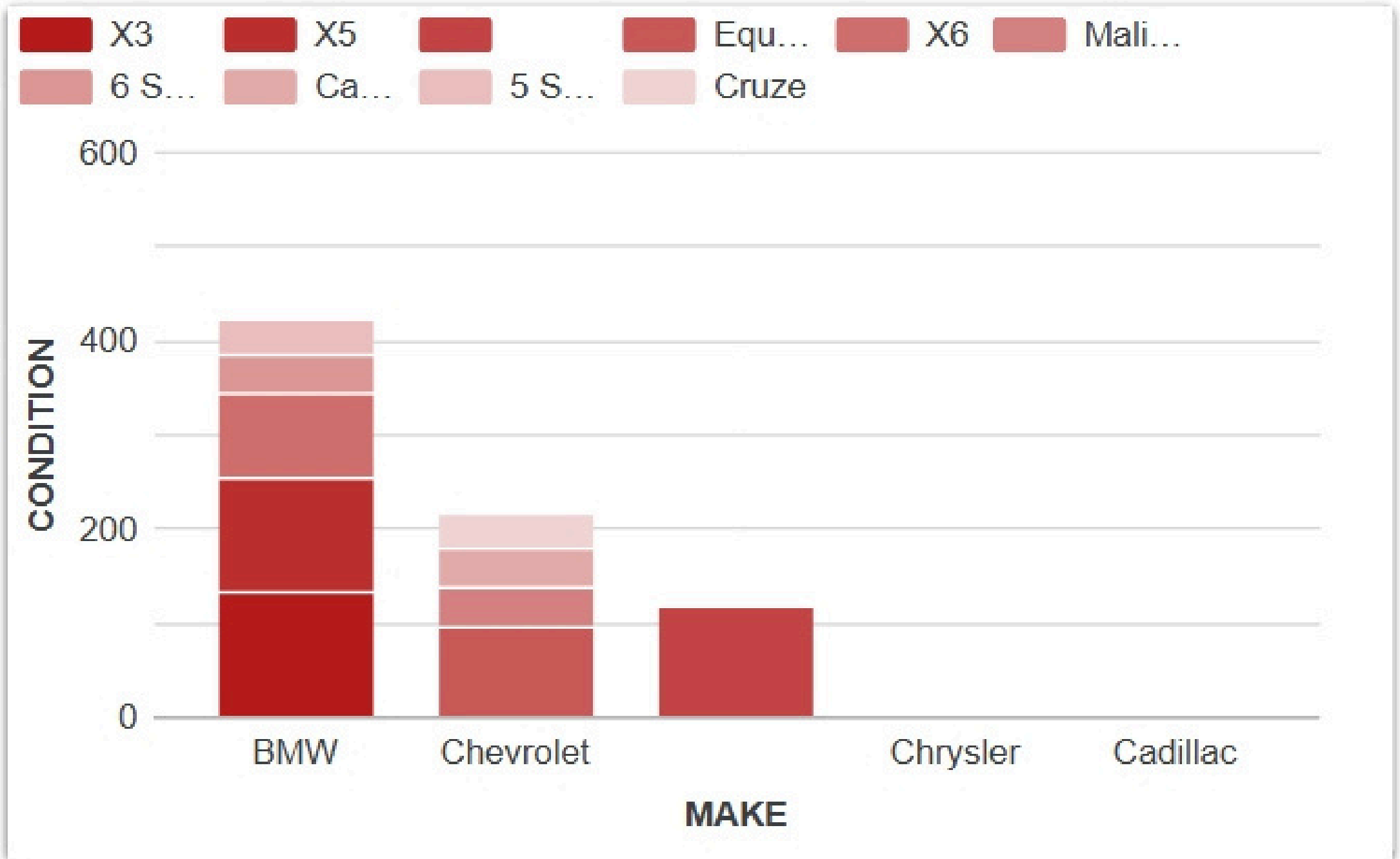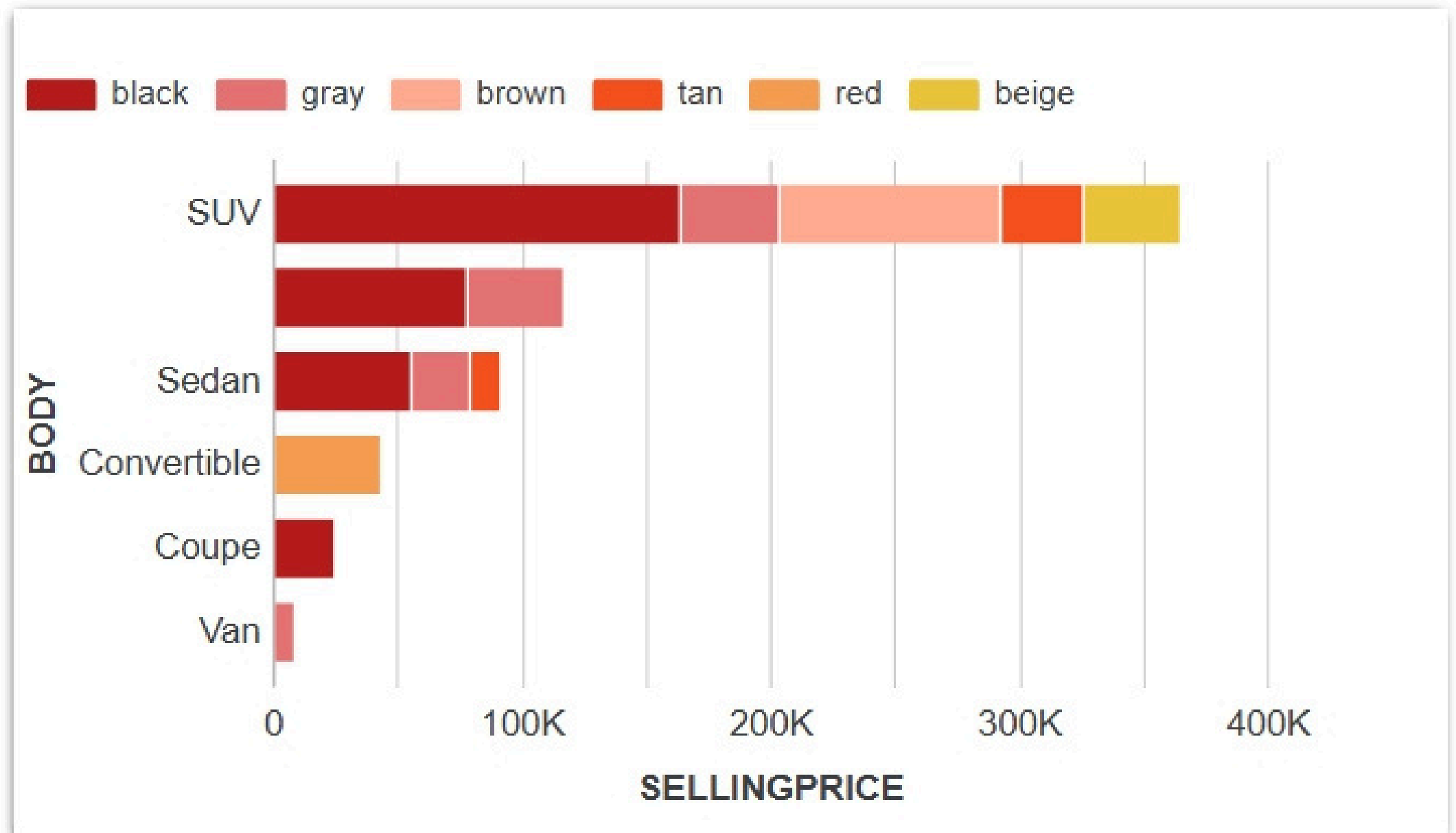# Welcome to

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.
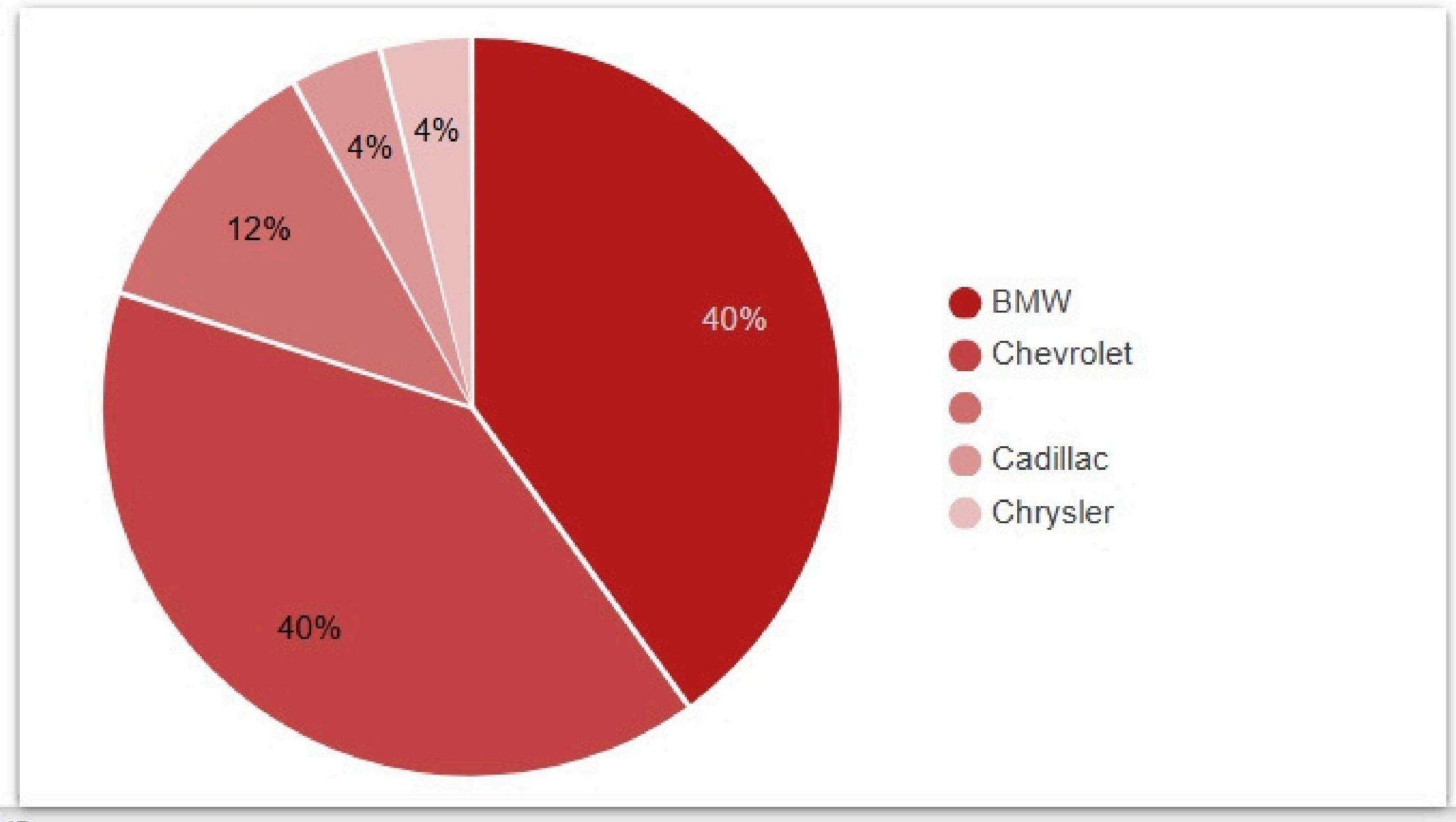

CONDITION by MAKE and MODEL

- **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.

SELLINGPRICE by BODY and INTERIOR

Legend: black, gray, brown, tan, red, beige

BODY (y-axis): SUV, Sedan, Convertible, Coupe, Van

SELLINGPRICE (x-axis): 0, 100K, 200K, 300K, 400K

- 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

✉ marymalose8@gmail.com