

# Stakeholder Requirements Document: Airbnb Athens

**BI Professional:** Melissa Slawsky, BI Professional

**Client/Sponsor:** Airbnb Athens

**Business problem:** What are the average nightly rates across different Athens neighborhoods? Where are the highest concentrations of available Airbnb rentals located?

**Stakeholders:** Alice Shi, Vice President of Sales; Matías Sosa, Program Manager

**Stakeholder usage details:** Insights will inform new market opportunities. **Ask follow-up questions for more context**

## **Primary requirements:**

- Must include fields for neighborhood, price, latitude, and longitude
- Should show the average price per neighborhood and prime future locations
- Should include a map displaying high- and low- density rental areas