

The primary objective of this study is to highlight trends in the Romanian second-hand car market. The first specific goal is to conduct an analytical, quantitative, and qualitative study on existing data, providing an overview of the big picture for a comprehensive understanding of the current market situation, without additional analyses. The second specific goal is to develop a tool that predicts future trends in the market and car prices based on specific characteristics. To accomplish these specific goals, this study will address a series of key business questions.

The following business questions are addressed in this report:

- How many records were utilized in the analysis?
- What is the most expensive/cheapest car?
- Which manufacturer/model has the highest/lowest number of cars?
- Which manufacturer/model has the highest/lowest average price?
- In which county/city are the most cars being sold?
- Which type of fuel has the highest/lowest sales?
- What are the largest/smallest engine capacity, mileage, and power figures?
- How many cars were manufactured in the current year?
- How are features correlated with each other?
- What is the predicted price of the car based on specific characteristics?

The dataset used in the study was obtained:

- from one single source, car seller platforms - Autovit.
- using web scraping process.
- data available on **10th April 2024** from the car seller web page.

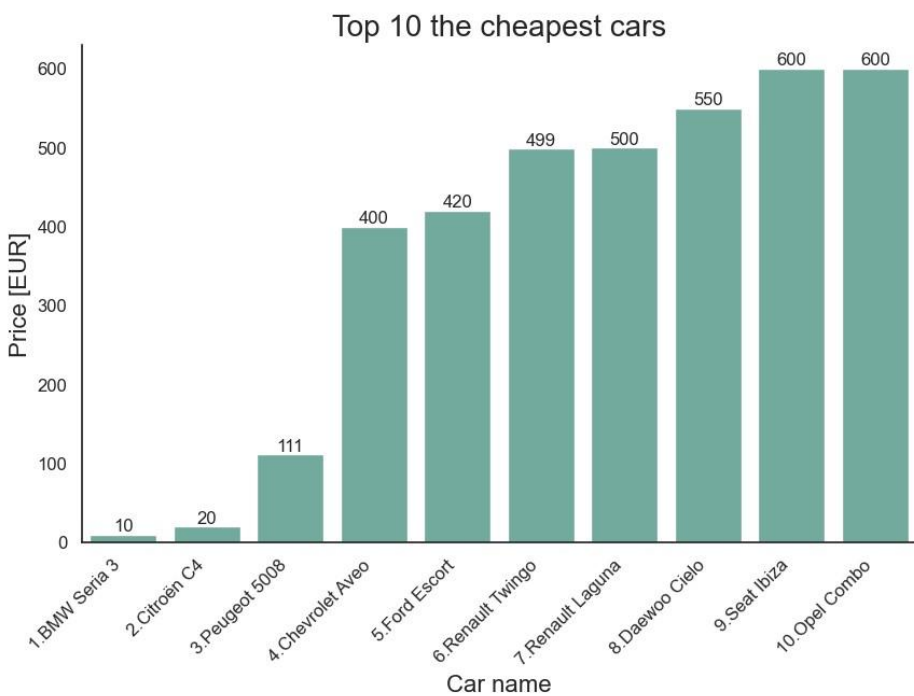
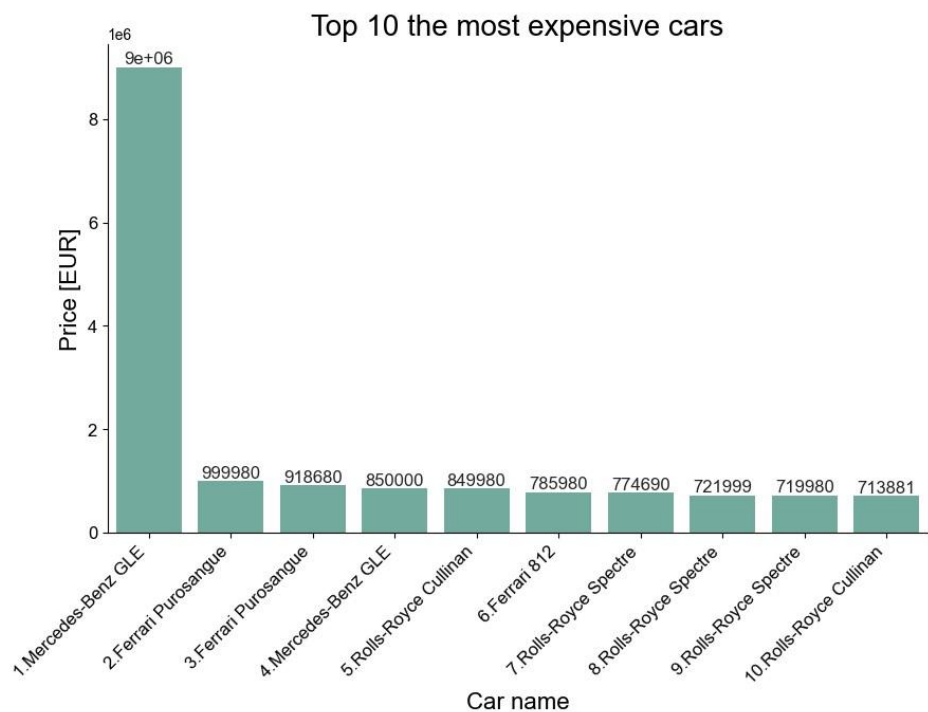
RangeIndex: 43247 entries, 0 to 43246

Data columns (total 10 columns):

#	Column	Non-Null Count	Dtype
0	manufacturer	43247 non-null	object
1	model	43247 non-null	object
2	mileage	43247 non-null	int32
3	capacity	43247 non-null	int32
4	power	43247 non-null	int32
5	year	43247 non-null	int32
6	fuel	43247 non-null	object
7	county	43247 non-null	object
8	city	43247 non-null	object
9	price	43247 non-null	int32

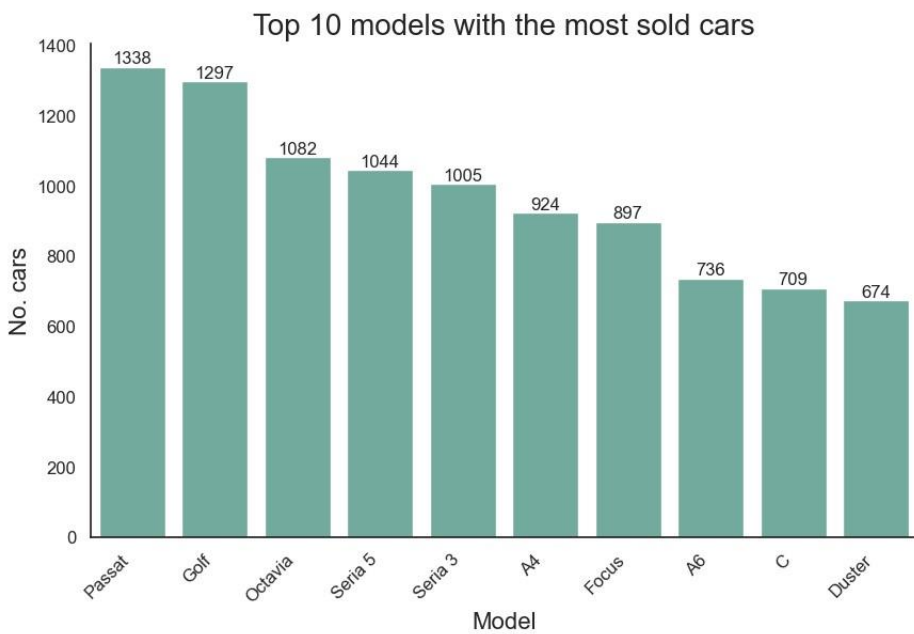
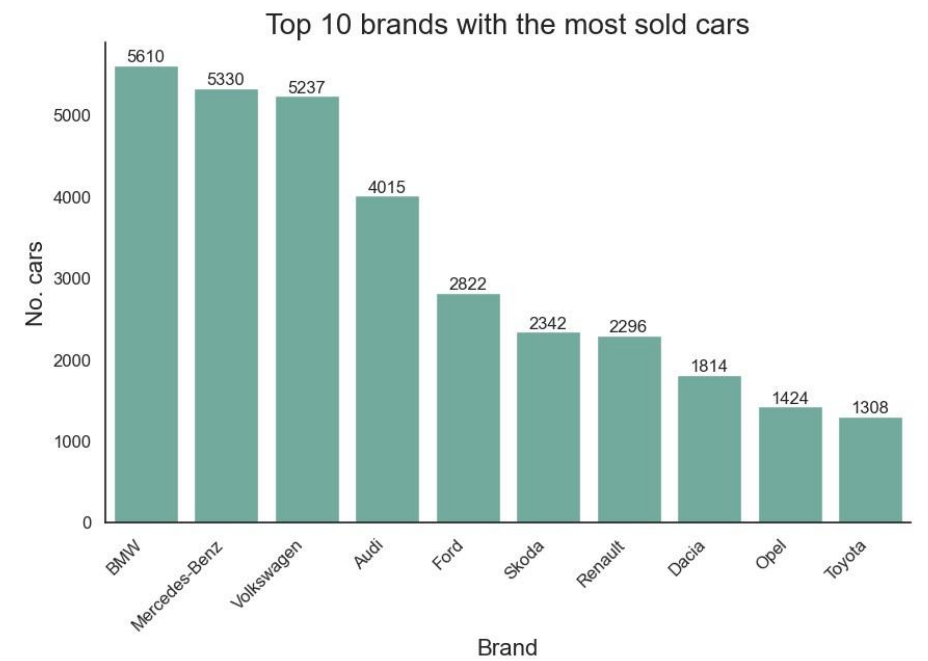
The analysis was conducted on a dataset comprising 43.247 records, encompassing 10 columns—5 numerical and 5 categorical.

In March 2024, the most expensive car in the analysis was the Ferrari Purosangue, priced at a staggering 999.980 EUR, Mercedes-Benz GLE at price of 9 million is considered an outlier. Notably, the top 10 most expensive cars were all within the vicinity of 800.000 EUR. On the other end of the spectrum, the least expensive car in the analysis was the Chevrolet Aveo, available at a modest cost of 400 EUR. The first 10 least expensive cars were all priced around 500 EUR, reflecting the affordable range in this segment.

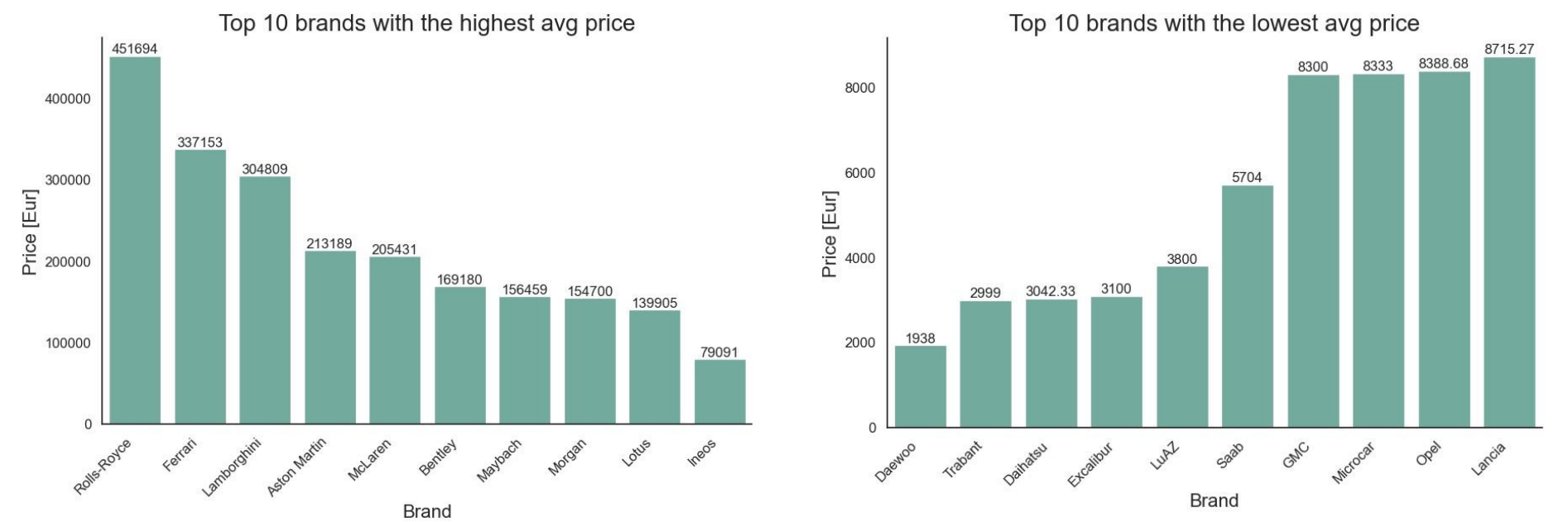


In terms of quantity, BMW emerges as the leading manufacturer in the dataset, boasting an impressive 5.610 cars. Among the various models, the one that dominates in sheer numbers is the Passat, accounting for a substantial 1.338 cars.

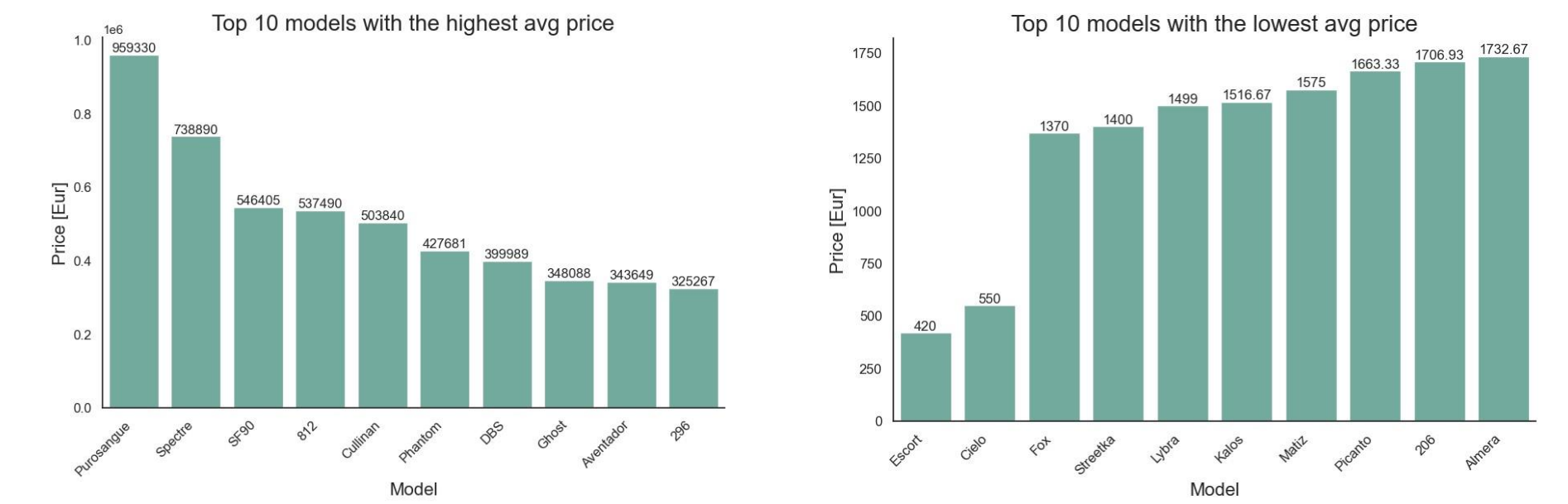
Conversely, Excalibur holds the distinction of having the fewest cars among manufacturers, with a mere single car. On the model level, the title of the least represented goes to the Sequoia, also with just one car, reflecting a unique and less common presence in the dataset.



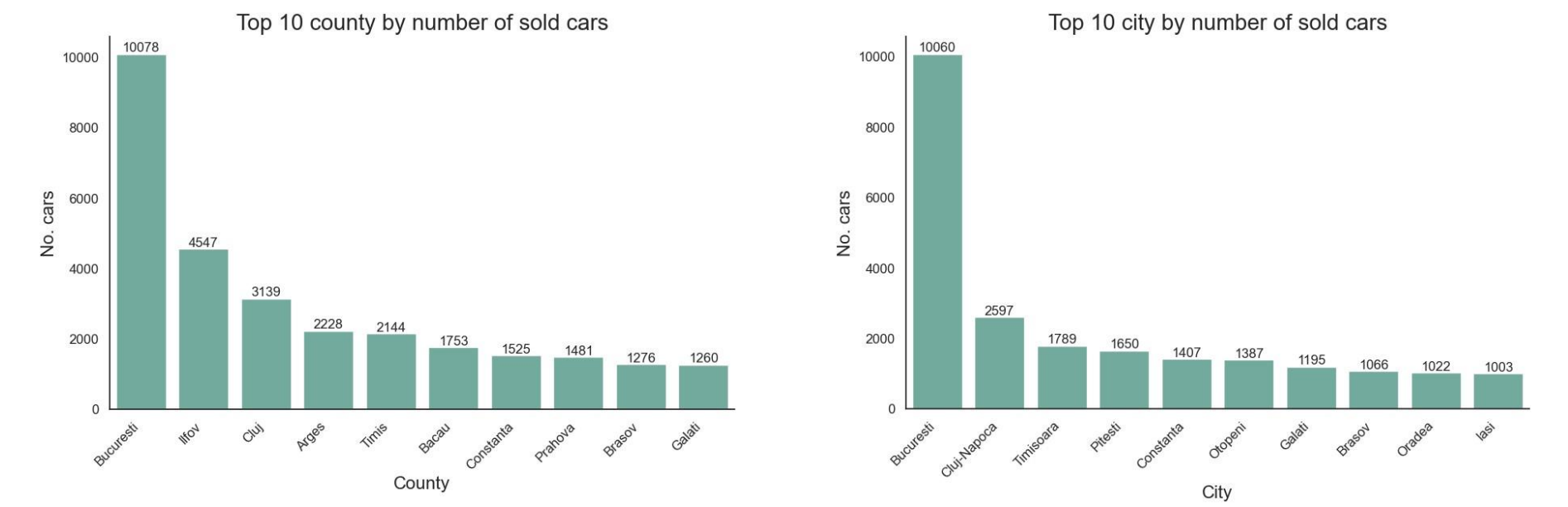
When considering average prices, Rolls-Royce stands out as the most luxurious manufacturer, commanding an impressive average price of 451.694 EUR per car. On the other end of the spectrum, Daewoo emerges as the most budget-friendly manufacturer, with an average price of 1.938 EUR per car, making it an accessible choice for cost-conscious consumers.



When it comes to average model prices, the Purosangue claims the title of the most opulent, boasting an average price of 959.330 EUR per car. On the flip side, the Escort takes the crown as the most economical model, with an average price of a modest 420 EUR per car, presenting an affordable option for budget-conscious buyers.

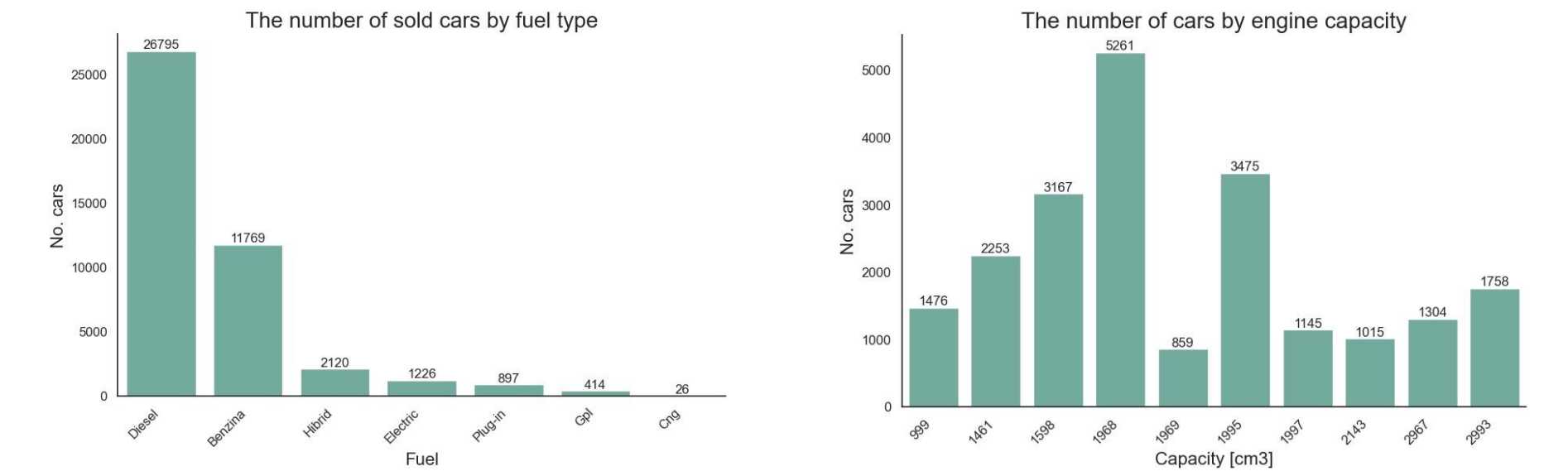


Bucuresti - Ilfov county takes the lead in terms of the highest number of cars, boasting a total of 14.625 vehicles. Drilling down further, within Bucuresti city alone, there are 10.060 cars, making it the city with the most significant concentration of vehicles in the dataset.



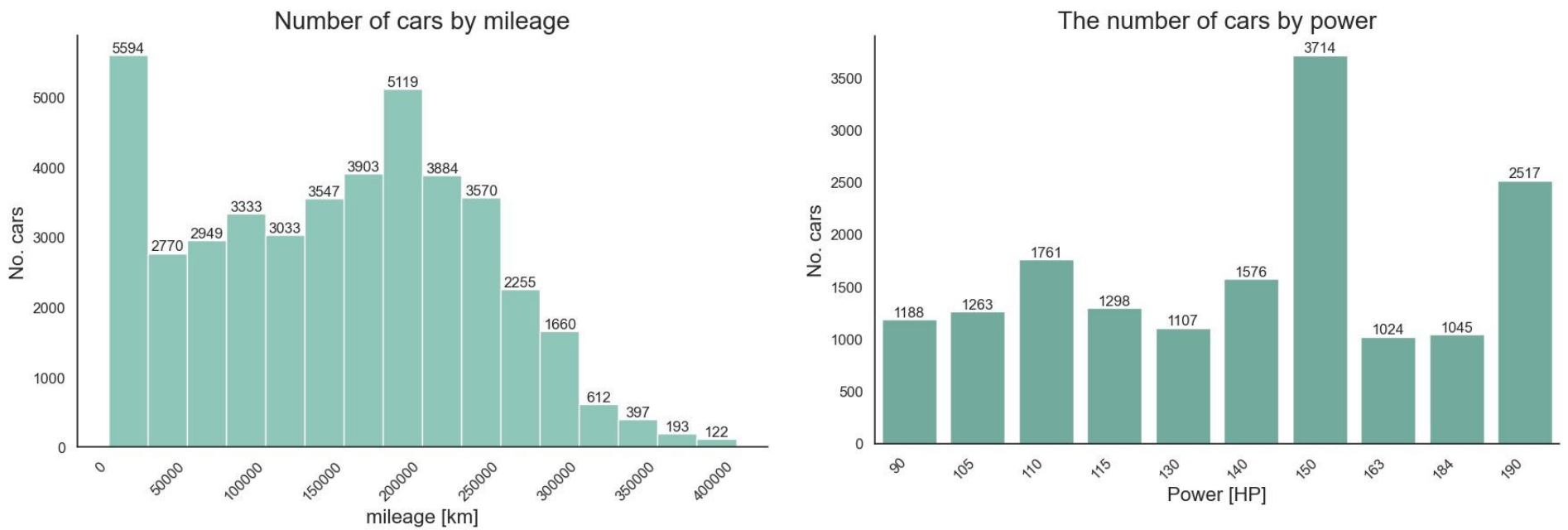
Diesel fuel takes the lead as the most preferred choice, powering a total of 26.795 cars. On the opposite end of the spectrum, the least common choice is Benzina + CNG fuel, with a mere 26 cars in the dataset.

When it comes to engine capacity, the Cadillac Eldorado boasts an impressive maximum of 8.200 cm³, showcasing its powerful performance. In contrast, the Opel Vectra holds the record for the smallest engine capacity, measuring at a nimble 400 cm³, highlighting its efficiency and compact design.



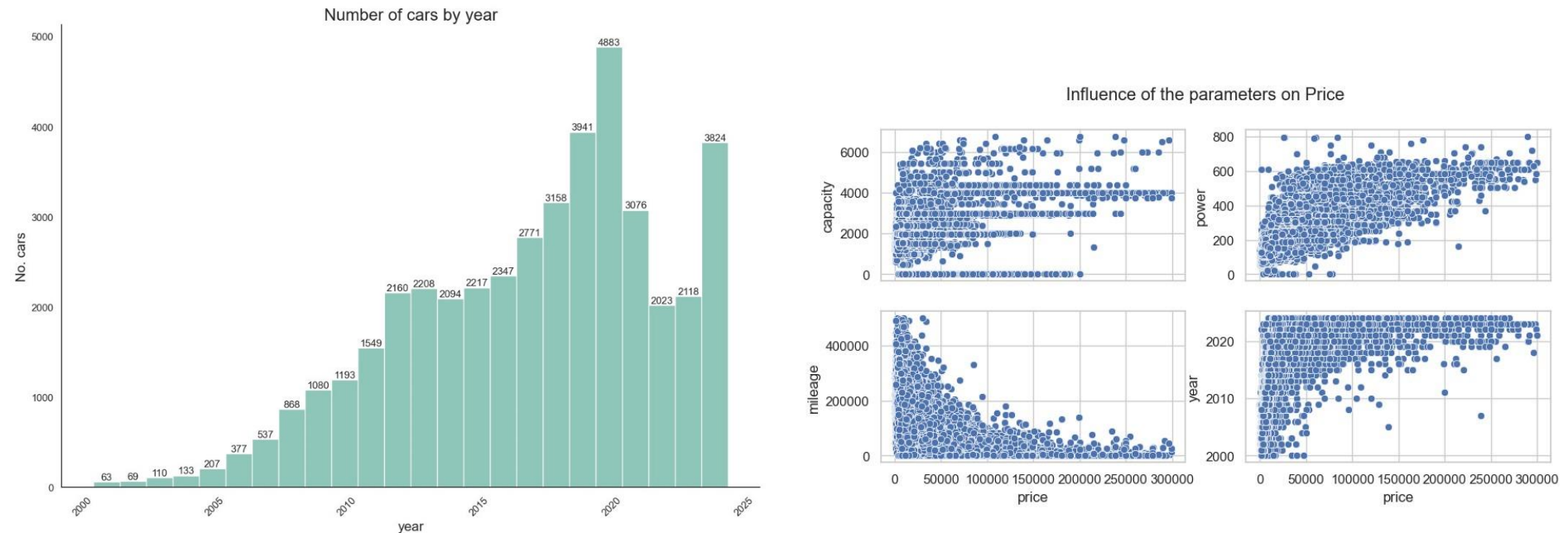
In the realm of mileage, the Volvo S60 boasts an impressive maximum of 3.000.000 kilometers, symbolizing its enduring and robust performance. On the flip side, the Alfa Romeo Tonale claims the record for the minimum mileage, standing at a fresh and pristine 0 kilometers.

Shifting gears to power, the Ford Tourneo takes the lead with an awe-inspiring maximum power of 956 horsepower, showcasing its exceptional strength and performance. In contrast, the Unknown holds the distinction of the minimum power, with a modest yet functional 1 horsepower, underlining its efficiency and practical design.

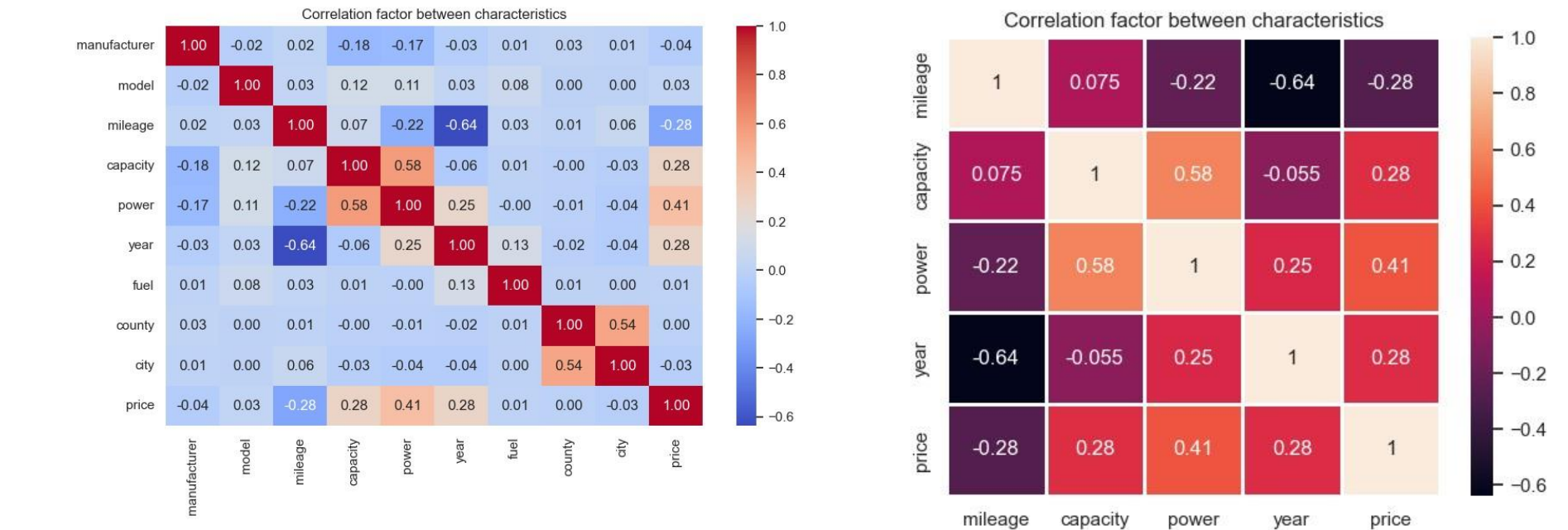


In the year 2024, a total of 839 cars rolled off the manufacturing lines, reflecting a snapshot of recent production.

Examining the factors impacting pricing, the engine's power emerges as the primary influencer, exerting the most significant impact on the car's price. Meanwhile, both mileage and the year of manufacturing play pivotal roles in determining the price, with their influences balancing each other in a reverse direction. Notably, engine capacity, while a factor, appears to have the smallest effect on the overall pricing dynamics.



The paramount factor influencing the price is the engine's power, showcasing a robust correlation coefficient of 0.41. This strong correlation underscores the significant impact that power has on determining the overall pricing dynamics in the dataset.



For the car with follow speifications:

manufacturer: Dacia.

model: Logan.

mileage: 100.000 km.

capacity: 1.461 cm3.

power: 115 HP.

year: 2020.

fuel: Diesel.

the estimated price is: 10.032 EUR.

