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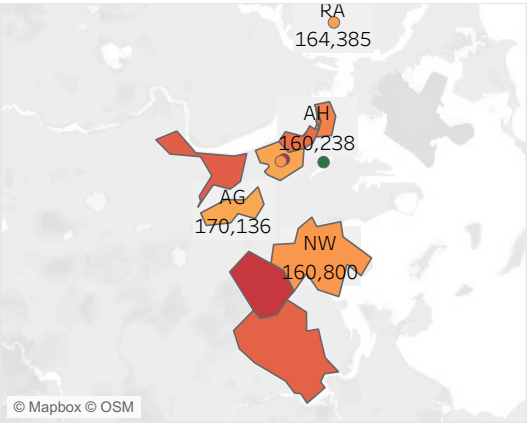
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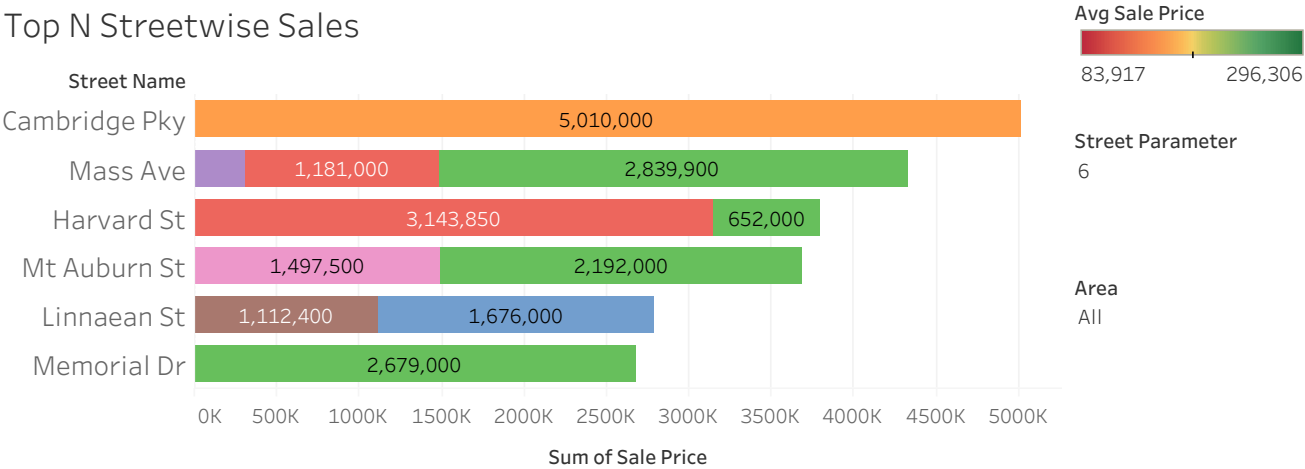
7 rooms condos demands high t..

# Analysis on Area

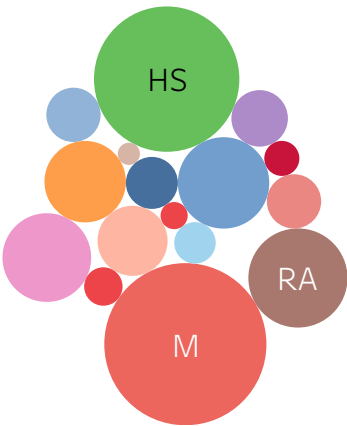
Areawise Avg Sales



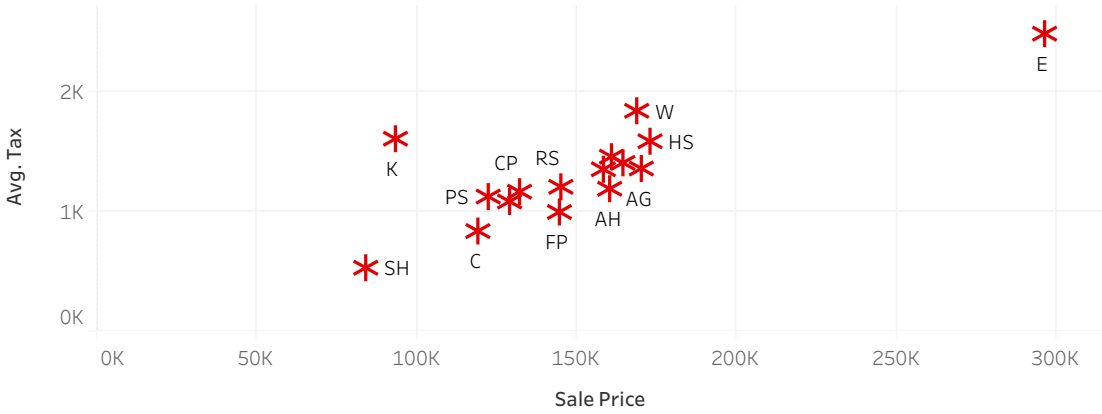
Top N Streetwise Sales



Most Selling Area



Price vs Tax



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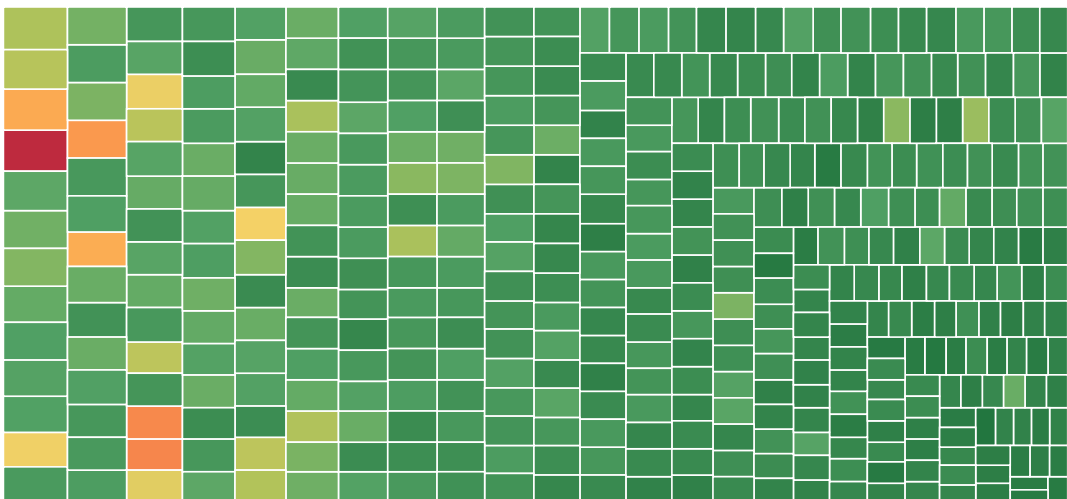
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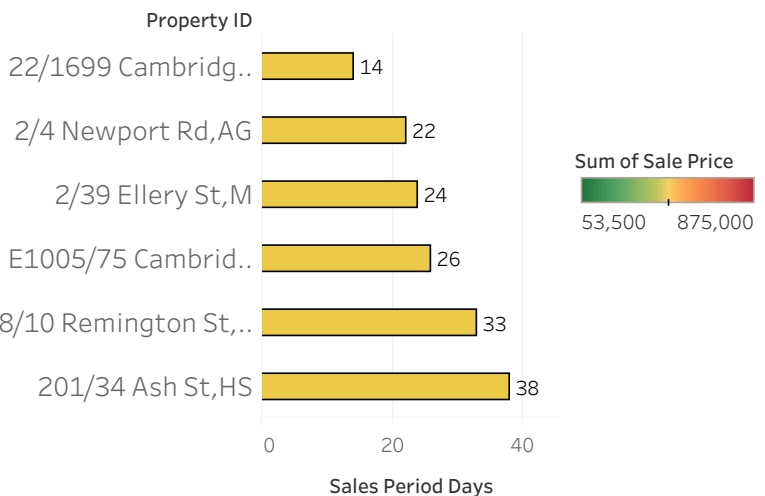
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## Analysis on Properties

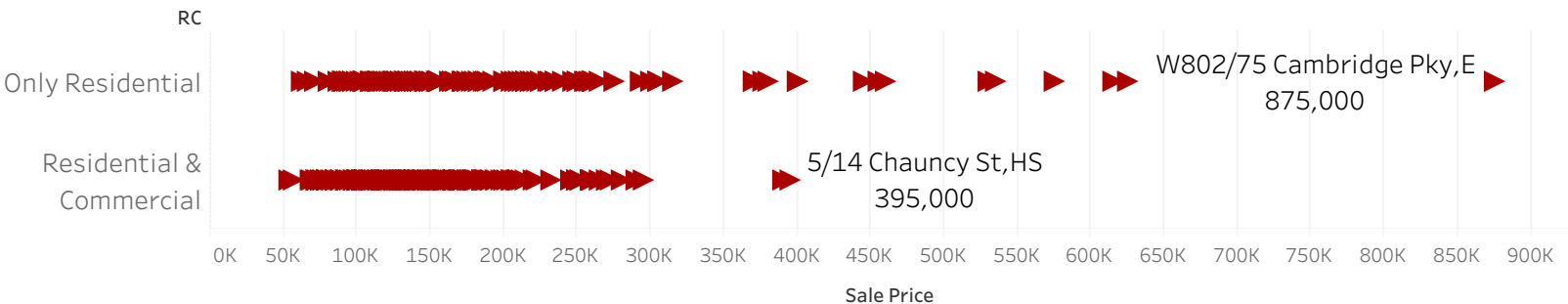
Property's Size v Price



High Demand Properties



Costliest Properties (RC)



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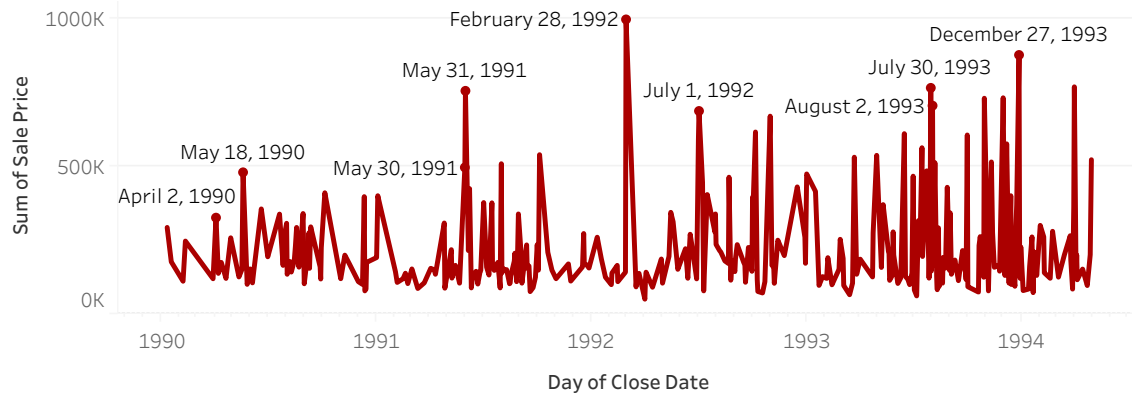
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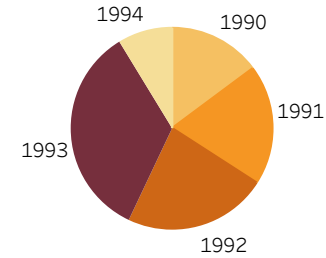
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## Yearwise Analysis

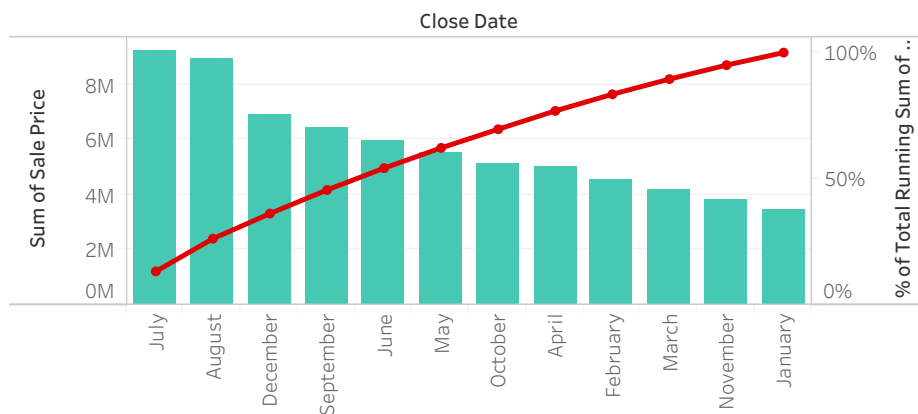
### Peak Sale Day



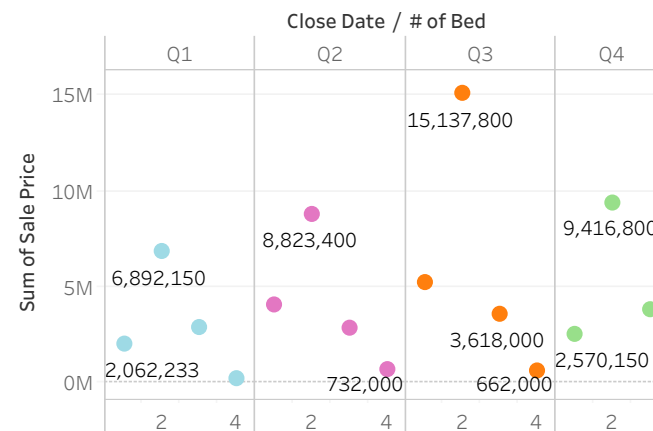
### Yearwise Sales



### Monthwise Sales



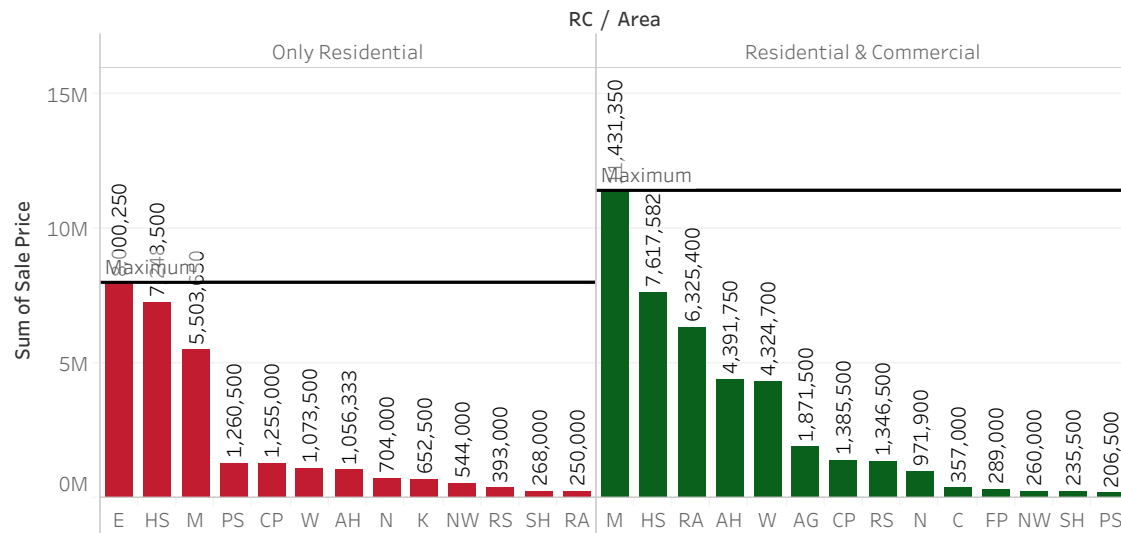
### BHK & Quarter



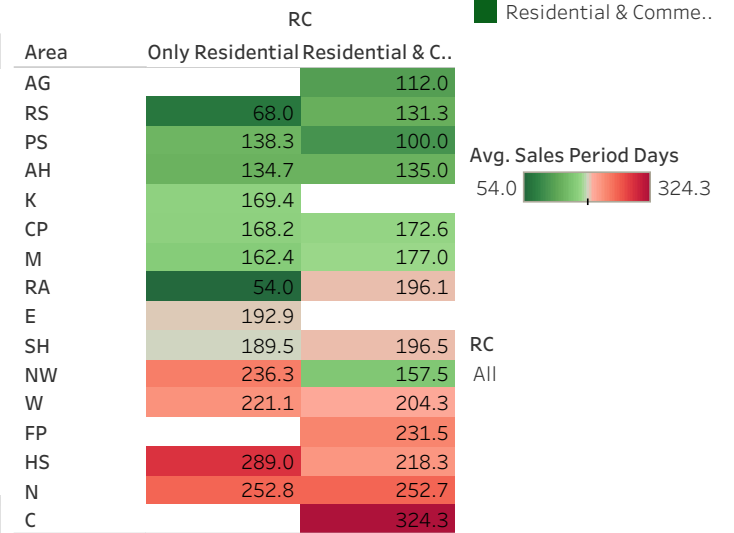
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## RC Comparison

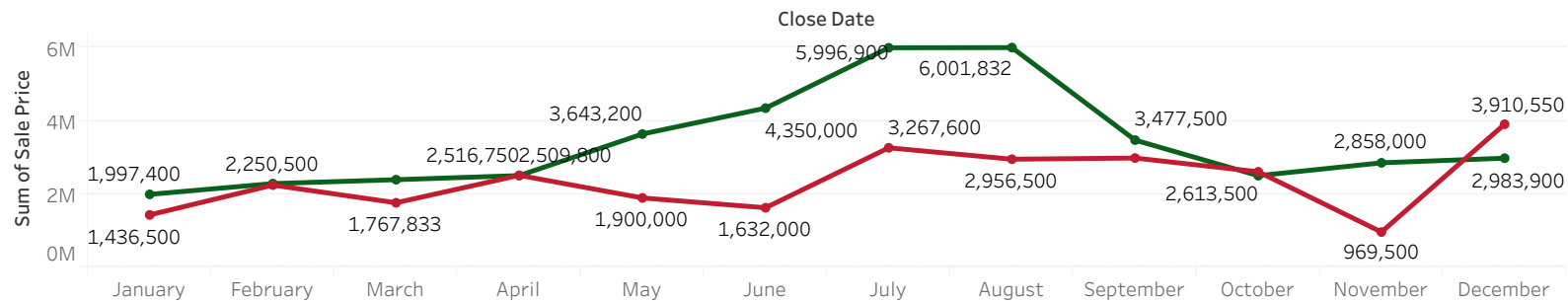
### RC Total Sales



### RC Sold days



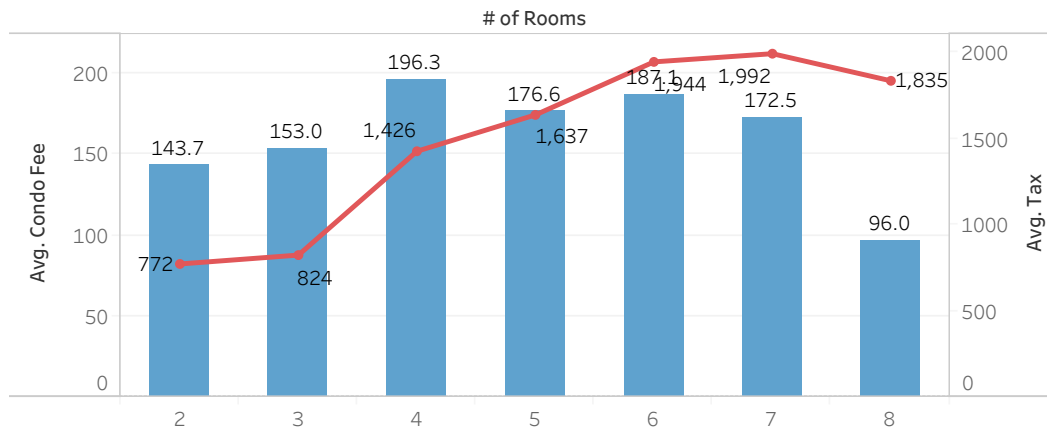
### Year & RC



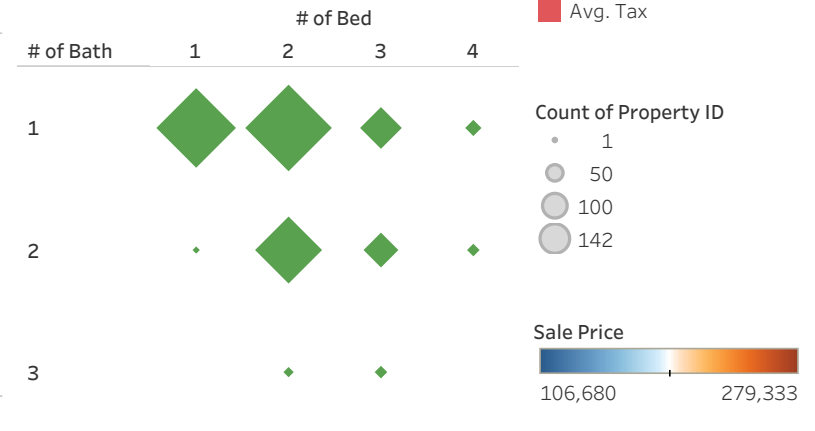
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## Analysis Based On Rooms

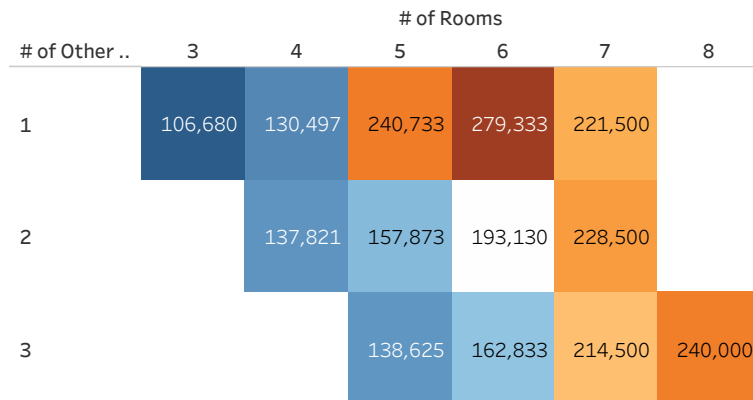
Condo Fee,Tax vs No. of Rooms



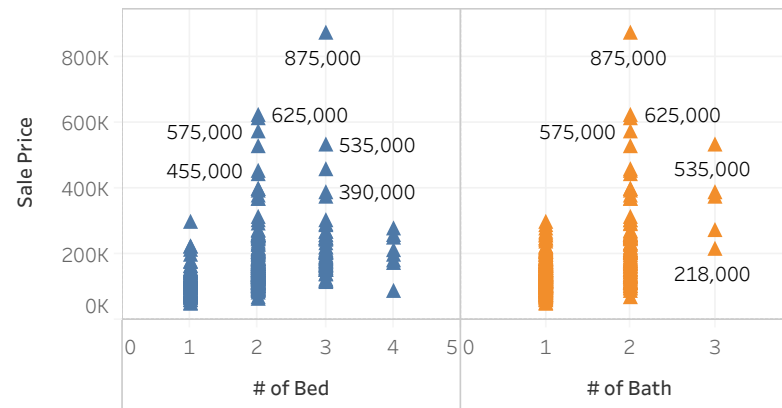
Bed,Bath Counts



Other Rooms Avg.Sales



Room Preference



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1. Inner Joined Data and Dictionary to enable map with Zip Code. Area E has higher avg sales and Area M sold the most condos.Cambridge Pky is the richest street. Used parameter to top sales streetwise.

2. W802/75 Cambridge Pky is the costliest property with 4th place in sq.ft where as 22/1699 and Cambridge Pky St. Used calculation field to calculate the sold days (close date - first date) ,HS is the high demand property, sold within 14 days.

3.1993 is the high sales year & Jul, Aug, Dec & Sep months hold 50% of total sales. Feb 28,1992 is the top sales day. Q3 has both the highest sales and the lowest sales for 2 bed rooms and 4 bed rooms.

4. Overall the 'Residential & Commercial' areas holds the larger sales on compared with 'Only Residential' areas. Areas in 'Only Residential' category sold quicker than Commercial areas.

5.To calculate rooms other than bed & bath used (# of total rooms - (# of bath + # of bed)) and named as 'Other Rooms'. 7 rooms condo demands high tax and 4 rooms condo demands larger condo fee. Condo with 2 bathroom and 1 bedroom has the larger sold properties count.

#### Conclusion :

1. Promote the Condo area wise with offers and allowance to commercial use will increase the profit.
2. Most no.of customers preferred 2/3 BHK, focussing on budget condo will increase the counts of condo
3. Need to promote with offers on first & fourth quarter months will result in high profit sales.