SELECT *

FROM [Real Estate in Canada]

	Price	Bedrooms	Bathrooms	SqFt	City	Province	Year_Built	Type	Garage	Lot_Area
1	873630	5	2	1010	Montreal	BC	1960	Condo	1	7919
2	377869	2	2	3591	Toronto	ON	1958	House	1	7304
3	128030	4	1	3823	Montreal	ON	2002	House	0	4548
4	117730	3	2	2848	Montreal	QC	1975	Apartment	1	3374
5	292476	4	1	3659	Vancouver	QC	2018	Condo	1	1281
6	294278	2	2	853	Montreal	AB	1963	Apartment	1	6119
7	770737	4	2	2642	Calgary	QC	1989	House	0	2850
8	753418	2	1	2359	Calgary	ON	2019	House	1	5152
9	146203	1	1	2896	Calgary	ON	1986	House	1	8719
10	320374	5	1	3964	Ottawa	ON	1988	House	0	1426
11	253313	3	1	3254	Montreal	ON	2002	House	0	4703
12	165632	4	2	2683	Vancouver	QC	1991	House	1	1746
13	548625	4	3	2051	Toronto	AB	1980	Apartment	1	2807
14	349903	4	1	3432	Ottawa	BC	1965	Apartment	1	2861
15	218857	5	3	1866	Toronto	QC	1984	Condo	0	4591
16	695488	3	3	1181	Ottawa	AB	1985	House	1	1431
17	789070	4	1	2515	Montreal	QC	1975	House	1	9892

SELECT City, Province, Bedrooms, Bathrooms, ROUND(AVG(Price), 2) AS Average_Price, COUNT(*) AS Total_listings

FROM [Real Estate in Canada]

GROUP BY City, Province, Bedrooms, Bathrooms

ORDER BY Average_Price, Total_listings DESC;

	City	Province	Bedrooms	Bathrooms	Average_Price	Total_listings
1	Vancouver	BC	5	3	351733	15
2	Montreal	QC	5	2	356962	17
3	Montreal	QC	5	1	386763	10
4	Vancouver	AB	5	2	390039	8
5	Ottawa	AB	4	1	396334	13
6	Calgary	AB	2	1	401478	15
7	Calgary	AB	3	3	403691	5
8	Ottawa	QC	5	2	409382	11
9	Vancouver	QC	4	1	410960	13
10	Montreal	QC	4	2	420408	15
11	Montreal	AB	3	3	425269	9
12	Toronto	AB	4	2	427143	16
13	Calgary	QC	3	1	432334	11
14	Ottawa	BC	5	1	434113	13
15	Montreal	QC	3	1	434607	7
16	Vancouver	QC	1	3	435262	16
17	Toronto	BC	1	3	437198	7

```sql
SELECT *

FROM [Real Estate in Canada]

WHERE Province = 'ON' AND Bedrooms > 2;
```

Results | Messages

	Price	Bedrooms	Bathrooms	SqFt	City	Province	Year_Built	Type	Garage	Lot_Area
1	128030	4	1	3823	Montreal	ON	2002	House	0	4548
2	320374	5	1	3964	Ottawa	ON	1988	House	0	1426
3	253313	3	1	3254	Montreal	ON	2002	House	0	4703
4	754544	5	2	1514	Vancouver	ON	1995	House	0	6116
5	959953	5	1	849	Toronto	ON	1985	Condo	0	8817
6	366339	5	1	849	Calgary	ON	1951	House	0	3702
7	561376	5	1	2841	Calgary	ON	1953	Apartment	1	1902
8	436698	5	2	3989	Calgary	ON	2006	Apartment	1	5844
9	240682	5	2	1081	Vancouver	ON	2005	Condo	1	2135
10	677947	5	3	2960	Montreal	ON	1956	Condo	1	7170
11	648422	4	3	1839	Vancouver	ON	2013	Apartment	0	3070
12	730542	5	2	2313	Calgary	ON	1950	Condo	0	7194
13	521835	4	3	2342	Ottawa	ON	2012	Condo	1	8097
14	281377	5	2	1404	Vancouver	ON	2009	Condo	1	2536
15	950457	4	3	1705	Toronto	ON	1961	House	0	2182
16	435672	5	1	1279	Vancouver	ON	1985	Apartment	1	2821
17	199633	3	2	920	Vancouver	ON	1990	House	0	3772

```sql
SELECT *

FROM [Real Estate in Canada]

WHERE price < 300000

ORDER BY price ASC;
```

Results | Messages

	Price	Bedrooms	Bathrooms	SqFt	City	Province	Year_Built	Type	Garage	Lot_Area
1	100268	4	1	2038	Calgary	AB	1970	Condo	0	2231
2	100635	2	2	1791	Calgary	ON	2015	Apartment	0	3676
3	100751	3	1	3479	Montreal	ON	1957	Condo	0	3430
4	100826	1	3	1066	Vancouver	QC	1979	Condo	0	9944
5	100924	3	2	3682	Ottawa	AB	1997	House	0	8651
6	100945	5	2	2992	Montreal	QC	2019	House	1	6888
7	100965	2	2	2182	Vancouver	ON	2016	House	0	5287
8	101536	5	1	1979	Montreal	QC	2008	Apartment	1	1813
9	101688	5	2	2888	Vancouver	ON	1961	Condo	0	4938
10	101942	1	1	3506	Ottawa	ON	1973	House	1	8533
11	102495	1	1	3940	Calgary	ON	1988	Condo	1	1508
12	102603	5	2	3682	Vancouver	ON	1973	Apartment	0	1838
13	102751	4	1	2102	Toronto	ON	2010	Condo	1	5461
14	102844	4	1	896	Montreal	ON	1982	Apartment	1	2165
15	103049	3	1	3893	Toronto	BC	2000	House	1	9254
16	103251	3	3	2016	Ottawa	QC	1968	House	0	5229
17	103708	5	3	1285	Vancouver	BC	1994	Apartment	1	4123

SELECT TOP 10 *

FROM [Real Estate in Canada]

ORDER BY price DESC;

Results | Messages

	Price	Bedrooms	Bathrooms	SqFt	City	Province	Year_Built	Type	Garage	Lot_Area
1	999361	3	2	3390	Toronto	AB	1970	Condo	1	2130
2	999346	4	3	2432	Montreal	BC	2013	House	0	6837
3	999134	3	1	2762	Montreal	BC	1992	Apartment	1	7978
4	998773	1	2	2156	Calgary	QC	1977	Condo	1	6246
5	998756	1	1	2740	Ottawa	BC	2019	House	0	4199
6	998572	1	2	3180	Vancouver	AB	1980	Condo	1	5740
7	998529	3	1	3113	Montreal	ON	2008	House	1	7730
8	998462	5	1	819	Montreal	ON	1999	Condo	1	6598
9	998345	4	1	2044	Calgary	ON	1955	House	0	3022
10	998295	3	3	3485	Toronto	ON	1960	Condo	1	9998

Recommendations:

1. **Market Analysis by City and Province**:

   o The query analyzing average prices and total listings by city, province, bedrooms, and bathrooms provides valuable insights into market trends.

   o **Recommendation**: Focus marketing and investment strategies on cities or provinces with a high average price but a lower number of total listings. This could indicate a potential supply-demand imbalance, which could lead to higher future prices.

2. **Targeting Specific Housing Needs**:

   o The query filtering for properties in Ontario (ON) with more than two bedrooms suggests a strategy aimed at families or individuals looking for more space.

   o **Recommendation**: Real estate agents and developers could target advertisements and new listings towards families, highlighting properties that meet these criteria. Additionally, developers could consider focusing on family-sized homes in popular cities like Toronto or Ottawa.

3. **Affordable Housing Initiatives**:

   o The query that selects properties priced under $300,000 reveals a segment of the market that could be attractive to first-time homebuyers or investors looking for affordable options.

   o **Recommendation**: Encourage partnerships with local governments or organizations to promote affordable housing initiatives. Marketing efforts can emphasize these lower-priced listings, providing resources for first-time buyers.

4. **Luxury Market Insights**:

    o The query retrieving the top 10 most expensive properties could be leveraged to understand the high-end market.

    o **Recommendation**: For luxury real estate agencies, focus marketing efforts on these high-end listings, emphasizing exclusive features and locations. It might also be beneficial to analyze the characteristics of these listings to identify common traits that appeal to high-net-worth individuals.

5. **Developing a Competitive Edge**:

    o Use the data from average price queries to compare regions and identify areas where the average price is rising.

    o **Recommendation**: Investors and developers should consider expanding their portfolios into regions with rising prices but still relatively lower average prices, as these areas may provide good investment opportunities with potential for appreciation.

6. **Monitoring Trends Over Time**:

    o Implement regular updates and analyses using the SQL queries to monitor changes in average prices and inventory levels.

    o **Recommendation**: Establish a dashboard that visualizes these trends over time, allowing for proactive decision-making and strategic planning based on real-time data.

7. **Custom Reports for Clients**:

    o Create customized reports for clients based on their preferences (e.g., number of bedrooms, price range).

    o **Recommendation**: Utilize the SQL queries to generate tailored property lists for clients, enhancing their search experience and increasing the likelihood of closing sales.

Additional Insights:

- **Regional Differences**: The dataset can reveal significant differences in housing markets across provinces and cities, which should guide regional marketing strategies.

- **Property Features Impact**: Analyzing the relationship between property features (like bedrooms, bathrooms) and pricing can help determine which features are most sought after by buyers.

- **Investor Opportunities**: Investors may want to focus on markets with higher average prices but fewer total listings, indicating potential appreciation in value.