# Recommendations to the dealer

Used vehicle market involves many factors when it comes to predicting the prices. Colors, vehicle type, manufacturer, model, price, transmission and vehicle ages are some of the significant factors we had a chance to analyze that affect the time a used vehicle stays in the lot. Few characteristics that are highly desirable among used vehicles that may help the dealer in determining the overall price.

1. Cars between 1980 and 2000 cost much lower compared to the cars from 2000.
2. Based on the data, the top 5 cars in the dataset are Chevrolet suv, ford truck, ford suv, jeep suv and ford pickup.
3. CA, NY and FL are the states where cars sales are more compared to the other states implying that price might be higher due to high demand.
4. Electric cars are expensive compared to gas, hybrid and diesel.
5. The price of cylinders is not directly correlated to the price of car.
6. Cars with color white, black, silver and grey are sold more compared to the other cars.
7. Cars with condition excellent are sold more compared to the cars good, new and like new.
8. SUVs and sedan-type vehicles are sold faster than Economy vehicles
9. Dealers should prefer to buy cars with low age with color black, while, or silver.
10. The top priced cars are tesla, Ferrari, ram and Porsche.

Future research is recommended to explore other factors that influence the sales period of a used vehicle. For example, the level of fuel-efficiency, level of discount from the original price. Incorporating these factors in the analysis can improve the accuracy to choose non-overage vehicles and have a positive impact on profit.

# Details

Below are the some of the details related to the above findings.

Chart, bar chart

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Cylinders do not have a direct. Correlation in determining the price.

Chart, bar chart, waterfall chart

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Cars with excellent condition cost more compared to other cars.

Chart, bar chart

Description automatically generated

Cars of type SUV and sedan are sold more compared to other cars. The prices of these cars are driven by supply and demand.

Chart, bar chart

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Cars with white, black and silver are sold more compared to the other car types. The custom column in the above may involve Nan values too.

Chart, bar chart

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Cars with 4wd are priced higher compared to the other cars.

Chart, box and whisker chart

Description automatically generated

Cars with fuel type diesel are priced higher compared to the other car types.

Chart, bar chart

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Tesla, Ferrari, Porsche and RAM are priced higher compared to other manufacturers.

Graphical user interface, chart, scatter chart

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Chart, bar chart

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A screenshot of a computer

Description automatically generated with low confidence

Chart, waterfall chart

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Chart, bar chart

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