**Thien Win**

**Block Renovation - Take Home Assessment**

**6/15/2022**

**SQL Queries**

**-- INSPECT TABLES**

SELECT \* FROM block\_user;

SELECT \* FROM contact LIMIT 10;

SELECT \* FROM deal LIMIT 10;

SELECT \* FROM deal\_contact LIMIT 10;

SELECT \* FROM email LIMIT 10;

**-- Question 1: Which month has the highest count of valid users created?**

SELECT block\_user.user\_id, create\_date, email.hashed\_email, contact.first\_name, contact.last\_name

FROM block\_user

JOIN email ON block\_user.user\_id = email.user\_id

JOIN contact ON block\_user.user\_id = contact.user\_id

WHERE block\_user.user\_id IS NOT NULL AND email.hashed\_email NOT LIKE '%@blockrenovation%'

AND contact.first\_name NOT LIKE 'Test'

AND contact.first\_name NOT LIKE 'test'

AND contact.last\_name NOT LIKE 'Test'

AND contact.last\_name NOT LIKE 'test';

SELECT TO\_CHAR(create\_date, 'Month') AS month\_created, COUNT(TO\_CHAR(create\_date, 'Month'))

FROM block\_user

JOIN email ON block\_user.user\_id = email.user\_id

JOIN contact ON block\_user.user\_id = contact.user\_id

WHERE block\_user.user\_id IS NOT NULL AND email.hashed\_email NOT LIKE '%@blockrenovation%'

AND contact.first\_name NOT LIKE 'Test'

AND contact.first\_name NOT LIKE 'test'

AND contact.last\_name NOT LIKE 'Test'

AND contact.last\_name NOT LIKE 'test'

GROUP BY TO\_CHAR(create\_date, 'Month')

ORDER BY count DESC;

***-- ANS: June had the highest number of valid users created at 2,718 users.***

**-- Question 2: Which month brought in the highest gross deal value?**

SELECT TO\_CHAR(closed\_won\_date, 'Month') AS won\_month, SUM(deal\_value\_usd) as total\_won\_usd

FROM deal

WHERE closed\_won\_date IS NOT NULL

GROUP BY TO\_CHAR(closed\_won\_date, 'Month')

ORDER BY total\_won\_usd DESC;

***-- ANS: June had the highest gross deal value of $3,686,824 USD.***

**-- Question 3: What percentage of “closed won” deals does each city account for?**

SELECT SUM(deal\_value\_usd)

FROM deal

JOIN deal\_contact ON deal.deal\_id = deal\_contact.deal\_id

JOIN contact ON deal\_contact.contact\_id = contact.contact\_id

JOIN email ON contact.user\_id = email.user\_id

WHERE contact.user\_id IS NOT NULL AND email.hashed\_email NOT LIKE '%@blockrenovation%'

AND contact.first\_name NOT LIKE 'Test'

AND contact.first\_name NOT LIKE 'test'

AND contact.last\_name NOT LIKE 'Test'

AND contact.last\_name NOT LIKE 'test'

AND closed\_won\_date IS NOT NULL;

--Total sum is $21,595,983 USD

SELECT property\_city, SUM(deal\_value\_usd) as won\_usd, SUM(deal\_value\_usd)/21595983 as perc\_total

FROM deal

JOIN deal\_contact ON deal.deal\_id = deal\_contact.deal\_id

JOIN contact ON deal\_contact.contact\_id = contact.contact\_id

JOIN email ON contact.user\_id = email.user\_id

WHERE contact.user\_id IS NOT NULL AND email.hashed\_email NOT LIKE '%@blockrenovation%'

AND contact.first\_name NOT LIKE 'Test'

AND contact.first\_name NOT LIKE 'test'

AND contact.last\_name NOT LIKE 'Test'

AND contact.last\_name NOT LIKE 'test'

AND closed\_won\_date IS NOT NULL

GROUP BY property\_city

ORDER BY perc\_total DESC;

***-- ANS: The largest percentage of closed deals occured in New York where the smallest percentage of closed deals occured in Rye Brook. A large percentage of deals have a Null value for the city and would need to be further investigated. In addition, I am aware that there is a more intuitive way to calculate the percentages but given the time constraint, I opted for a more manual method.***

***--Exporting to work in Python***

SELECT \*

FROM deal

JOIN deal\_contact ON deal.deal\_id = deal\_contact.deal\_id

JOIN contact ON deal\_contact.contact\_id = contact.contact\_id

JOIN email ON contact.user\_id = email.user\_id

WHERE contact.user\_id IS NOT NULL AND email.hashed\_email NOT LIKE '%@blockrenovation%'

AND contact.first\_name NOT LIKE 'Test'

AND contact.first\_name NOT LIKE 'test'

AND contact.last\_name NOT LIKE 'Test'

AND contact.last\_name NOT LIKE 'test'

AND closed\_won\_date IS NOT NULL;