

# **Project Scope:**

- Information collected by Web Scraping from Booking.com for the city of Lille
- Data extracted on monthly basis for a total of 12 months from December 2020 to November 2021
- Key variables include:
  - Hotel/Apartment Name
  - Location (in Lille)
  - Total Price in Euros
    (for the selected period i.e. month)
  - Number of nights
  - Number of persons
  - Room Type
  - Beds

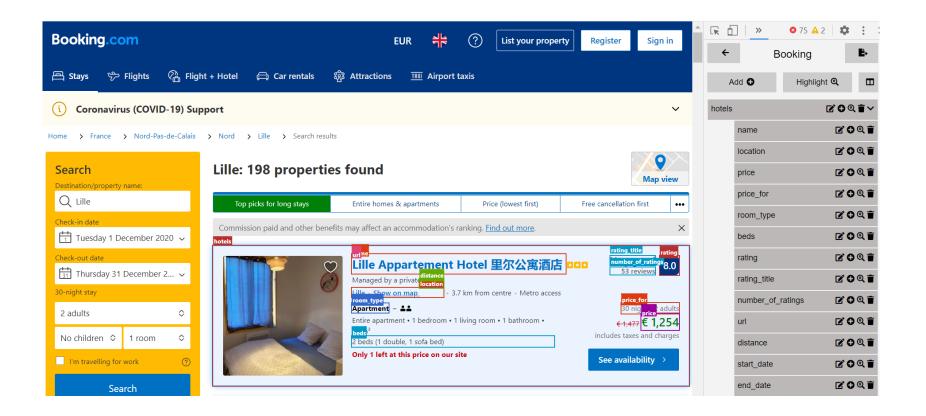
- ► Rating
- Rating Title
- Number of reviews
- Distance from city centre
- Booking start date
- Booking end date
- Is breakfast included in the price?
- Is free cancellation option applicable?

# **Project Flow:**

- Definition of Scope: Based on the information available from Booking.com, I decided that I wanted to focus my analyses on 3 aspects for a duration of 1 year : Availability of accommodation options | Price | Ratings & Reviews
- Definition of Goals:
  - > Have a clean usable data
  - Find relationships between several variables such as price, ratings, services offered, distance from city centre and more
- Data collection : After several trial and errors, I succeeded downloading a CSV using Selectorlib
- Understanding, Cleaning & Processing: Dropped some nulls for certain analysis, added new columns, converted data types, etc. using Pandas and Numpy mainly
- Visualizations: Plotted the graphs using Matplotlib, Seaborn and Plotly
- Insights: From the graphs and charts

### **Challenges:**

- Web scraping without any knowledge about it
- The biggest challenge was to fetch price data for hotels which was crucial for my analysis. With Beautiful Soup I could fetch all other data but not price.
   Hence I used Selectorlib to collect my final data
- Data cleaning and processing took time but was necessary to make data usable



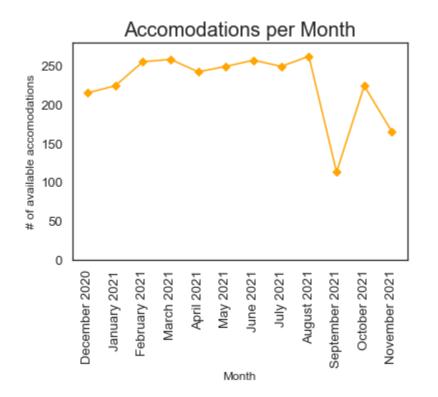
# Snapshot of Original Dataframe

| name                                     | location        | total_price | Nbr_of_nights | Nbr_of_persons | room_type                | beds                                  | rating | rating_title    | number_of_ratings | distance_from_centre | start_date                    | end_date                           | breakfast_inclusion | free_cancellation    | url  |
|--|-----------------|-------------|---------------|----------------|--------------------------|---------------------------------------|--------|-----------------|-------------------|----------------------|-------------------------------|------------------------------------|---------------------|----------------------|--|
| Deffrennes                               | Lille Sud       | 880         | 30            | 2              | Budget<br>Double<br>Room | 1 double<br>bed                       | 5.9    | Review<br>score | 441 reviews       | 2.8 km               | Tuesday 1<br>December<br>2020 | Thursday<br>31<br>December<br>2020 | Not Included        | FREE cancellation    | https://www.booking.com/hotel/fr/deffrennes.en     |
| Lille<br>Appartement<br>Hotel 里尔公<br>寓酒店 | Lille           | 1250        | 30            | 2              | Apartment                | 2 beds(1<br>double, 1<br>sofa<br>bed) | 8.1    | Very good       | 52 reviews        | 3.7 km               | Tuesday 1<br>December<br>2020 | Thursday<br>31<br>December<br>2020 | Not Included        | FREE cancellation    | https://www.booking.com/hotel/fr/cozying-<br>appar |
| Little Suite -<br>Manon                  | Vieux<br>Lille  | 1260        | 30            | 2              | Studio (2<br>Adults)     | 1 large<br>double<br>bed              | NaN    | NaN             | NaN               | 550 m                | Tuesday 1<br>December<br>2020 | Thursday<br>31<br>December<br>2020 | Not Included        | FREE<br>cancellation | https://www.booking.com/hotel/fr/little-suite      |
| Nice<br>apartment<br>near<br>EURALILLE   | Lille<br>Centre | 1331        | 30            | 2              | Studio                   | 1 double<br>bed                       | NaN    | NaN             | NaN               | 700 m                | Tuesday 1<br>December<br>2020 | Thursday<br>31<br>December<br>2020 | Not Included        | FREE<br>cancellation | https://www.booking.com/hotel/fr/nice-<br>apartmen |

2713 rows x 16 columns



# **Room Availability**



#### **Insights:**

There is a **sudden drop** in the availability of hotels in **September**. On closer inspection, it is observed that the average is drastically down only during the weekend of 4-5 September which turns out to be the "**Braderie de Lille**" weekend that attracts 3 million visitors every year.

The drop is thus explained by 2 possibilities:

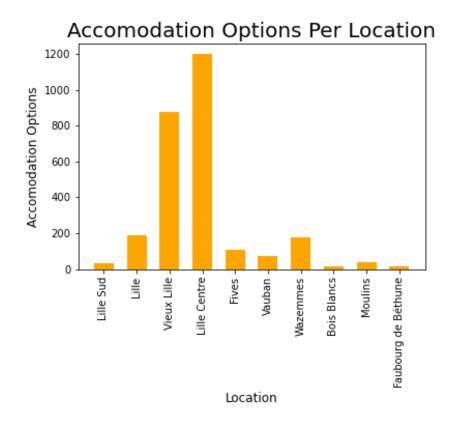
- 1. Many of the hotels have been already booked so much in advance
- 2. The hotels have chosen not to make the rooms available yet with hopes of higher prices in future (less likely)

### **Hotels vs Apartments**

- Availability:
  - Hotels < ~2/3<sup>rd</sup> Apartments
- September:
  - Either apartments are booked faster than hotels
  - Or apartment owners want to keep their apartment for themselves during "Braderie" weekend



### **Options by Areas**



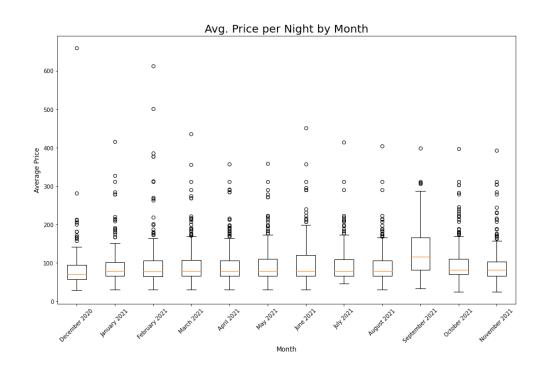
#### **Insights:**

 As anticipated, Lille Centre has maximum number of hotels, followed by Vieux Lille in a duration of 12 months

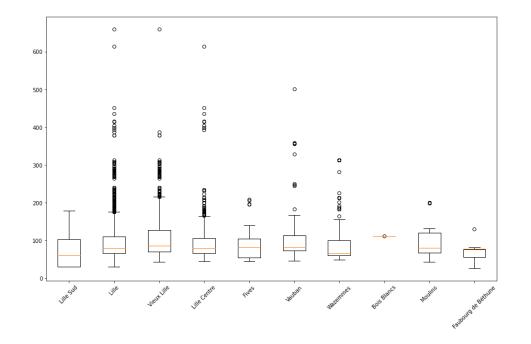


# Price Per Night -Month

- Lower 50% of the hotels have similar or standard price range throughout the year (except Sept.)
- The top half of the hotels have varied prices across all months
- September (being the festival month) and June (being the summer month) have a larger third quartile possibly because of higher earning scope during those months



### **Price Per Area**

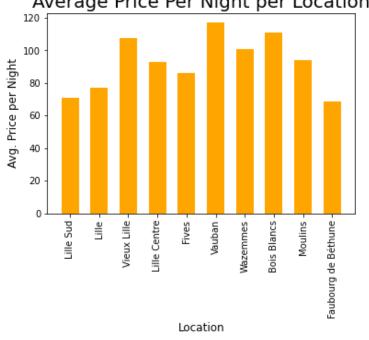


- Bois Blancs seems to have only 1 hotel which explains why its median price is higher than all other quartiers
- Top 50% of the hotels in Vieux Lille is higher priced compared to top 50% in other locations
- Faubourg de Béthune is a lowbudget area

### **Price Per Area**

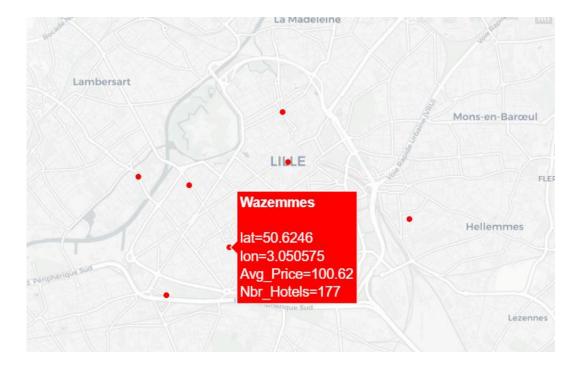
#### **Insights:**

- As the previous boxplot suggests, Faubourg de Béthune has lowest hotel prices and Bois Blancs is expensive compared to most others because of a hotel's monopoly in the area
- However, while the boxplot gave an impression that possibly Lille Centre and Vieux Lille would be more expensive, it turns out that average price for **Vauban is higher** than all other areas



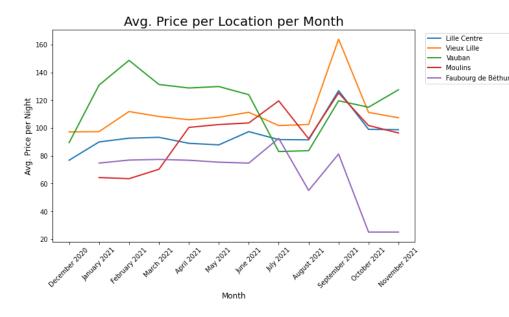
#### Average Price Per Night per Location

### Price Per Area – Map



 Geolocation map with hover data with Plotly package

### Price Per Area Per Month

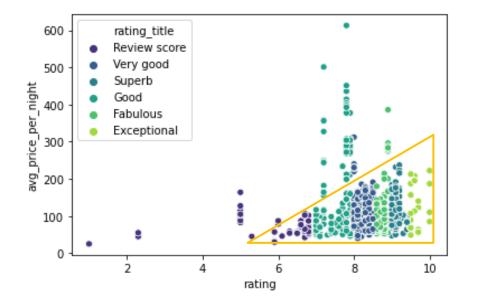


Vauban:

- January- May, September onwards High - student area with most universities & colleges
- June-August Low Students go back home/on vacation during the summer break
- Vieux Lille and Lille Centre:
  - Similar trend as favourite tourist places
  - Peak in September is explained earlier
    Braderie
- Faubourg de Béthune :
  - Low because of its reputation as among the poorest and unsafe areas



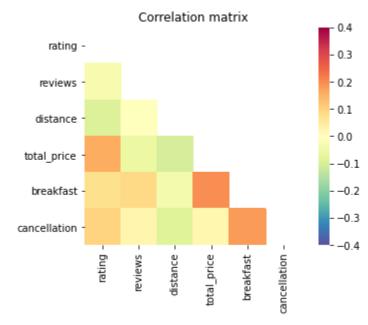
### **Ratings & Price**



- As the ratings increase there's also a corresponding change in price
- The "Very Good" hotels are super bunched up with the highest count of hotels and competitive prices
- Most of the high price outliers in the "Good" range are from 2-3 properties in Vieux Lille consistently priced higher than properties in the "Good" range in other locations

| Rating       | Count of Hotels |
|--------------|-----------------|
| Review score | 115             |
| Very good    | 488             |
| Superb       | 239             |
| Good         | 209             |
| Fabulous     | 233             |
| Exceptional  | 61              |

### Correlation Matrix – Positive



- Direct correlation between inclusion of breakfast in the booking and the total price per night
- Interesting: Good correlation between 'breakfast' and 'cancellation', meaning that hotels that offer one of these services also tend to offer the other one
- Higher the ratings, higher the cost per night
- Slight positive correlation between free cancellation service and higher ratings

# Correlation Matrix – Negative

- As the hotels are closer to the city centre (distance), the ratings on an average are higher
- Hotels closer to the city centre are priced higher
- Closer the hotel to the centre, more options for free cancellation are available. Possible explanation: These hotels would have more assurance of being occupied even later while far away hotels cannot expect the same

