

# Selling your house in King County

What data science can teach us about  
maximizing home value





## **Can you guess which factor is most important in a home's sale price?**

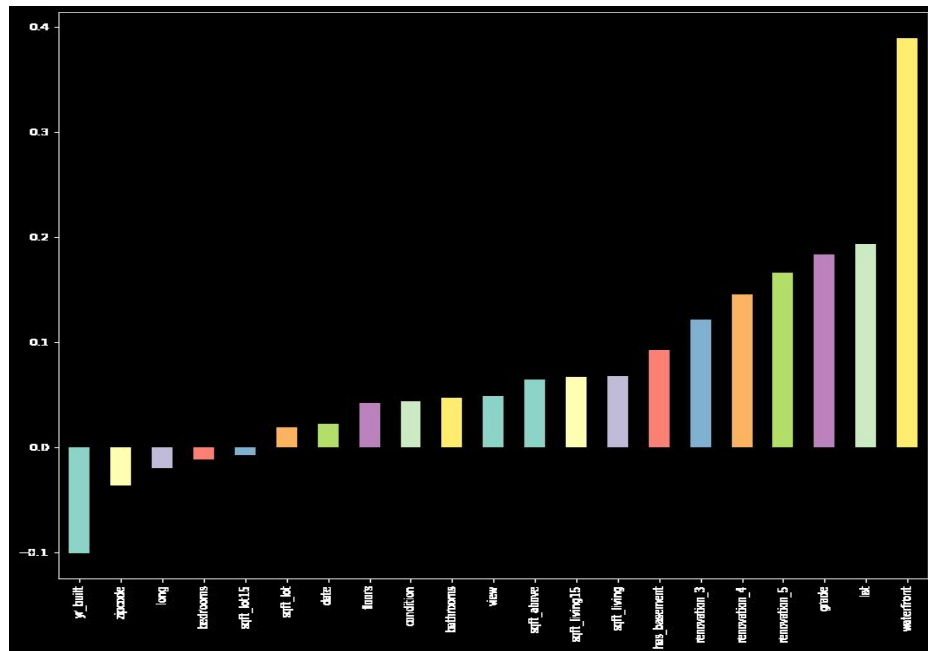
- When the house was built
- Number of bedrooms
- Number of bathrooms
- Square Footage
- Renovations
- How many times it's been viewed
- What time of year the house was sold



# The Answer: Renovations

Although factors like square footage and the number of bedrooms and bathrooms was important to predicting the sale price of houses in King County, it turns out that whether or not a house had been renovated since 1995 turned out to be a much stronger factor!

More recent renovations were associated with higher sales price.





# What about grade, lat, and waterfront?

You might have noticed from the previous graphic that waterfront, grade, and latitude features were actually the most important predictors of price.

The bad news is that you can't change the location of your house, or conveniently place it on a body of water...

The good news is that you CAN improve the grade of your house. How? It turns out you this can be done through renovations!



# How to raise the grade of your house through renovations

According to a publication released by King County concerning their appraisals of properties, the grade assigned to a house is based off of a few factors, including: size, architecture, building materials, and workmanship.

The vast majority of houses are Grade 7, and this really only means that they are up to code and considered of average building quality. This can easily be boosted by high quality renovations.

An important feature of houses which receive high grades as described in the publication, is the quality of the finish work, of the bathroom/kitchen fixtures, and the building materials, such as having solid wood construction. Custom finishing work is always considered higher grade.

# What we can offer:

- Bathroom upgrades
  - Shower, toilet, sink, and tile upgrades.
- Kitchen upgrades
  - Cabinets, counters, sink, and tile upgrades.
- Custom Molding
  - Many people don't realize how much value can be added from custom solid wood molding around the floorboards and doorways of their house.
- Flooring
  - Nothing makes a house shine like brand new carpets or wooden floors

