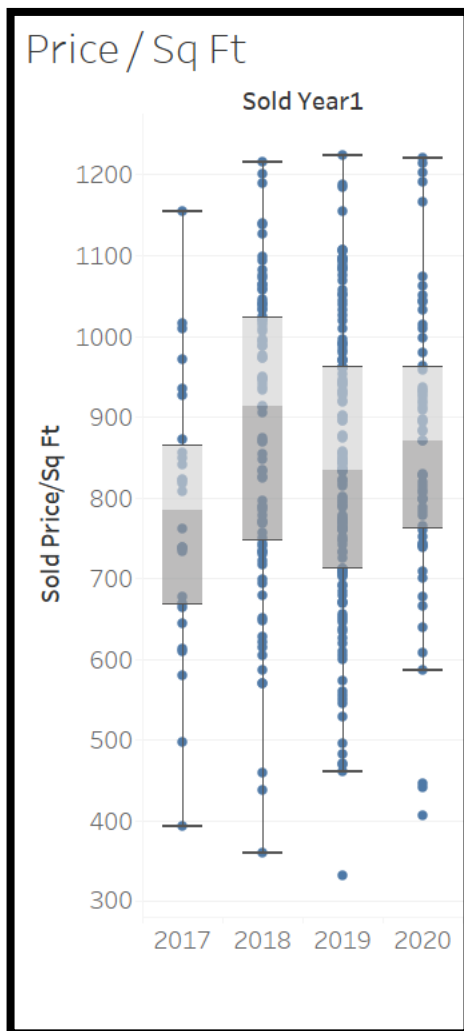


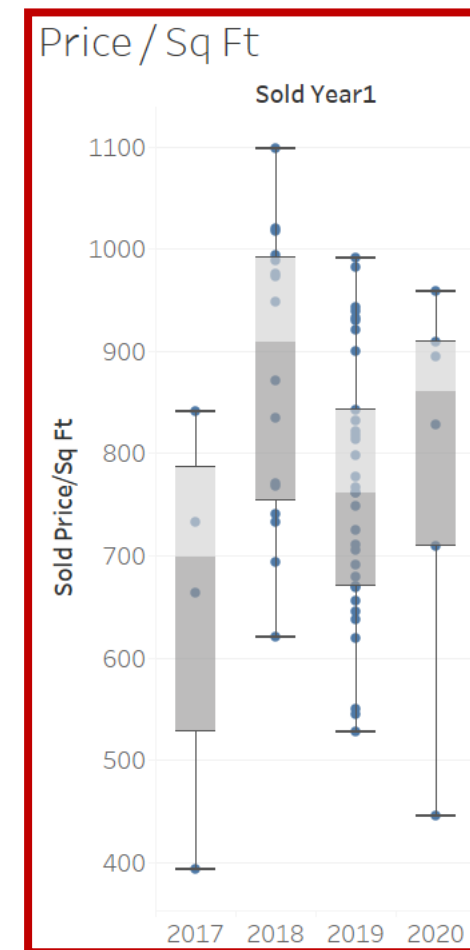
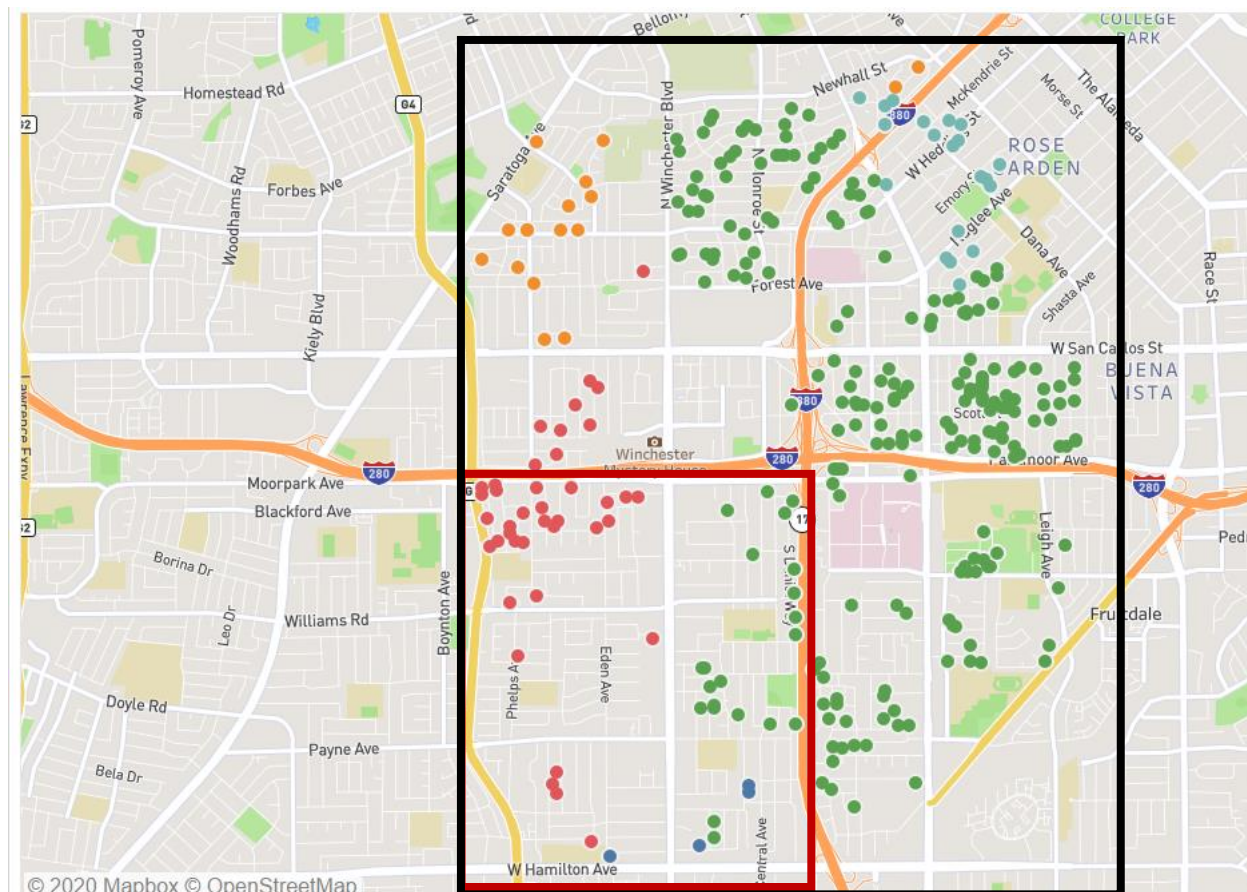
Main curiosities:

- How much to bid on house (go over or under bid price?)
  - need to gauge how hot/cold the market is: median # days on the market
  - delta of list price to bid price
  - \*\* secondary filter, choose specific zip code and narrow down
- Is the house good value
  - \$/sqft (home) for area by year
  - \$/sqft (lot) for area by year
  - \*\* secondary filter, choose specific zip code and narrow down
- use similar homes in the same neighborhood as reference

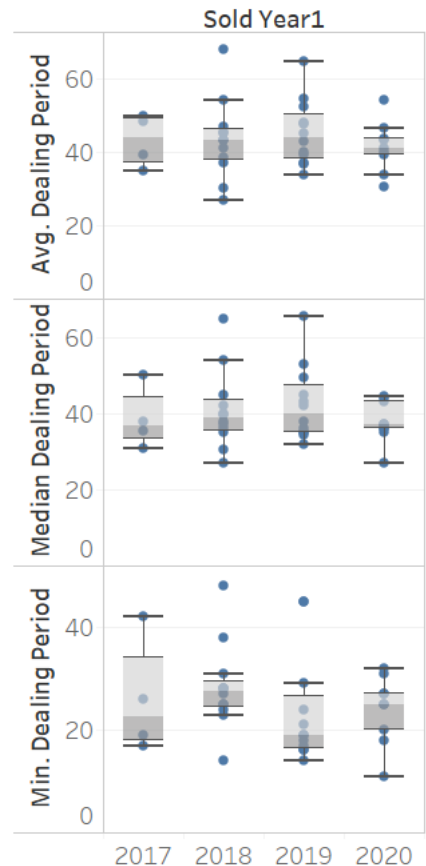


#### Observations:

- Black/Whole area around 40 days both median and average; a bit more spread around 2019. Not much change in 2020
- SW corner (bottom left, including green), started slowing down 2018. Above area median of 40 days, around 50?
- 2019 reference house; market was a bit slower (nominally) than now; suggests fair pricing benchmark (1.1mil)
- Listing price: \$938/sq ft
- Applying price: \$897/sq ft



## Hot Cold Market (2)

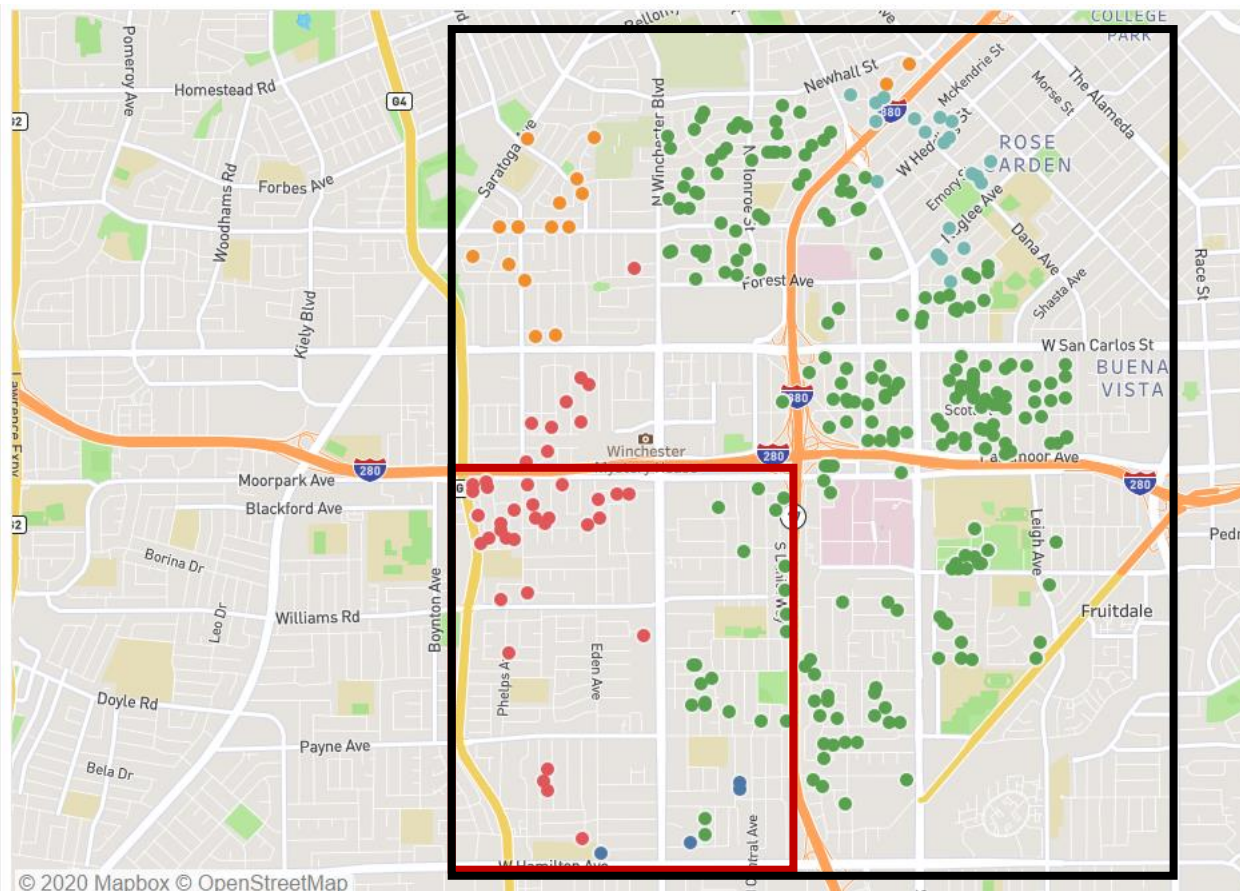


### Notes:

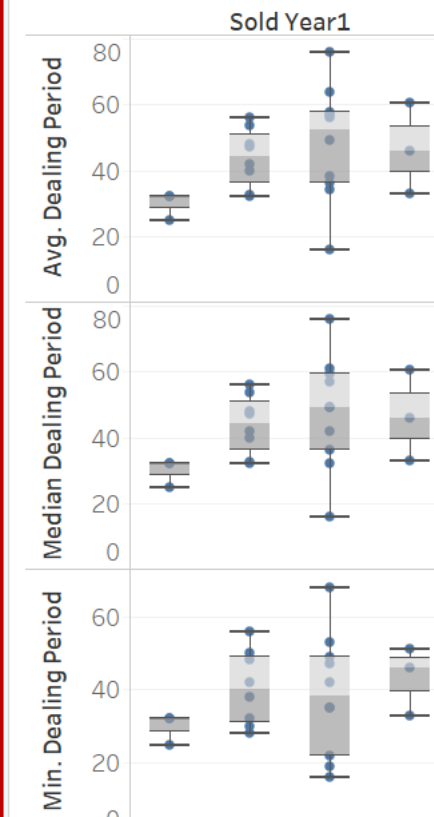
- Only < \$1.25mil
- Sold within 3 years (Zillow limit)
- Must have garage
- No HOA
- Single family home, townhouse only
- Outlier filtered to +/- 100 days
- No liquefaction and wildfire zone

### Observations:

- Black/Whole area around 40 days both median and average; a bit more spread around 2019. Not much change in 2020
- SW corner (bottom left, including green), started slowing down 2018. Above area median of 40 days, around 50?
- 2019 reference house; market was a bit slower (nominally) than now; suggests fair pricing benchmark (1.1mil)
- Listing price: \$938/sq ft
- Applying price: \$897/sq ft



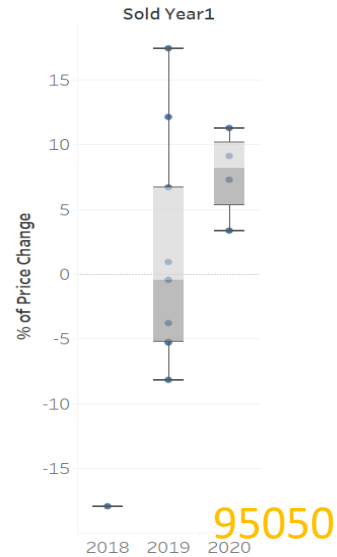
## Hot Cold Market (2)



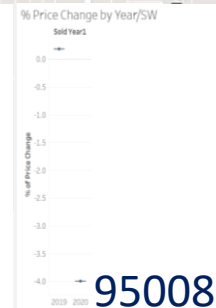
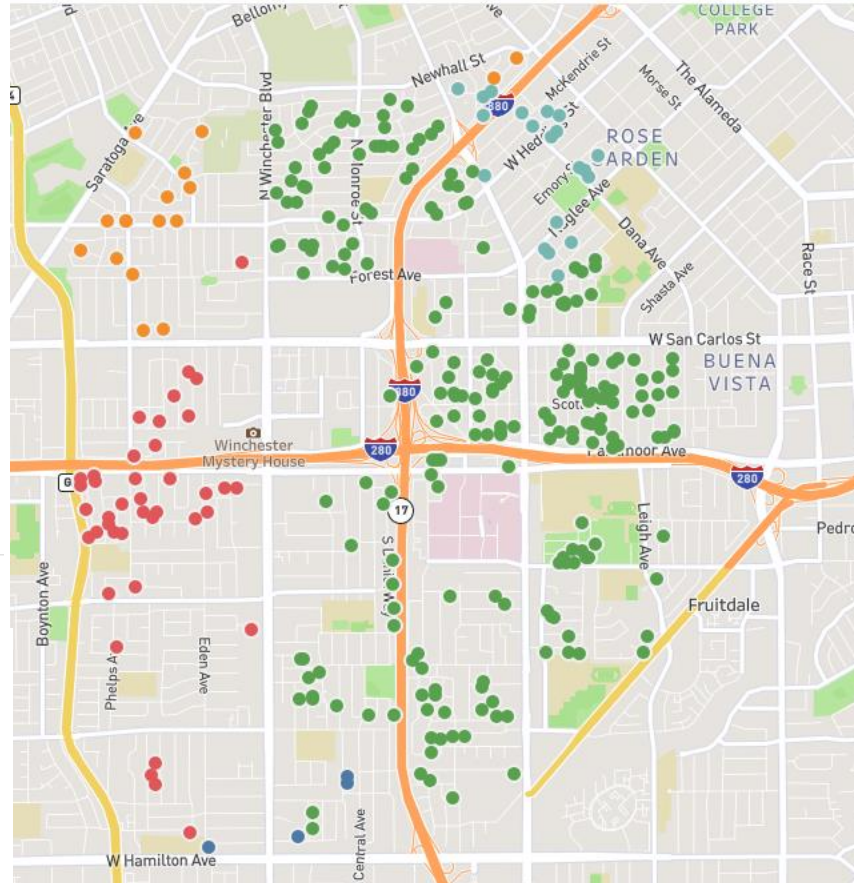
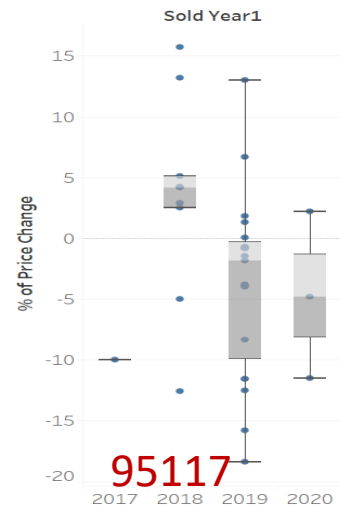


Columns	Sold Year1
Rows	% of Price Change

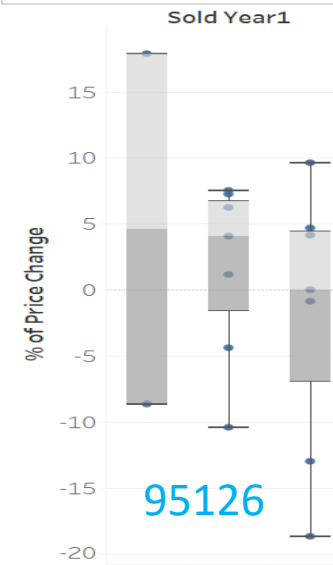
% Price Change by Year/SW



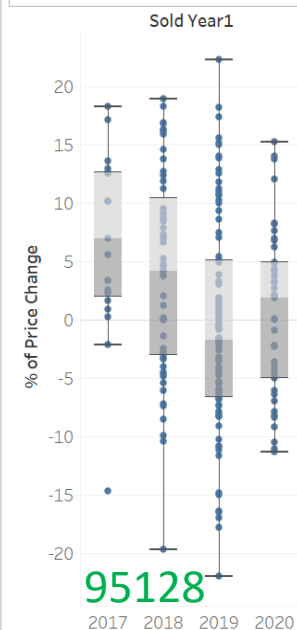
% Price Change by Year/SW



% Price Change by Year/SW



% Price Change by Year/SW



## Analysis by Zip code

### Notes:

- Only < \$1.25mil
- Sold within 3 years (Zillow limit)
- Must have garage
- No HOA
- Single family home, townhouse only
- No special outlier filtering
- No liquefaction and wildfire zone

### Observations:

- Green, rougher neighborhood, median close to listing price, more houses sold, wide spread; rapid gentrification could be skewing results.
- Blue, rose garden, did well in 2019. Not much data in price range
- Orange, doing above average
- **Red (AREA OF INTEREST), been slowing down since 2019.**
  - **-2.5% (27.5k)**
  - **-5% (55k) -> Current Bid**

### KNOWN:

Termite report/repair: \$10k

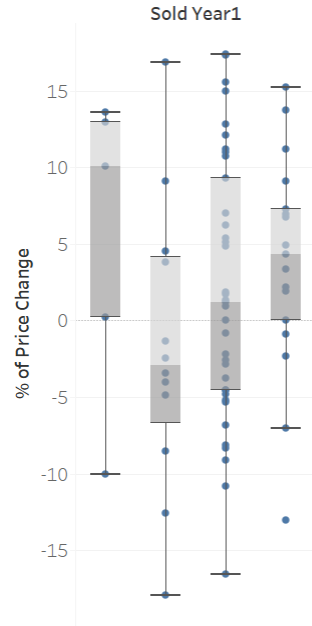
### MAJOR CONCERNS:

- Any structural wood repair from termites (\$10k?)
- Aluminum wiring repair costs
  - (\$500/outlet, 3outlets/100sqft @1100sqft)
  - 33outlets \* \$500/outlet = \$20k

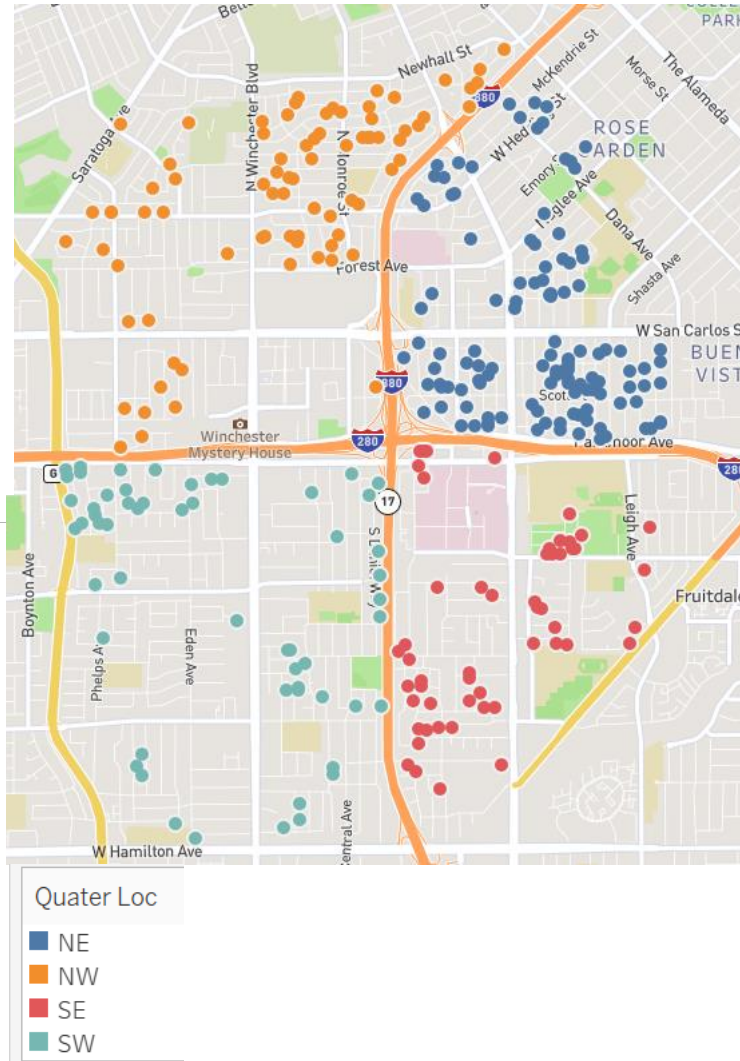
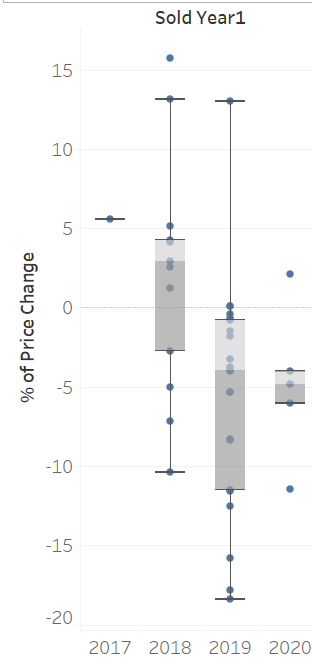
### POSSIBLE RISKS:

- Chimney risk
- Crawlspace

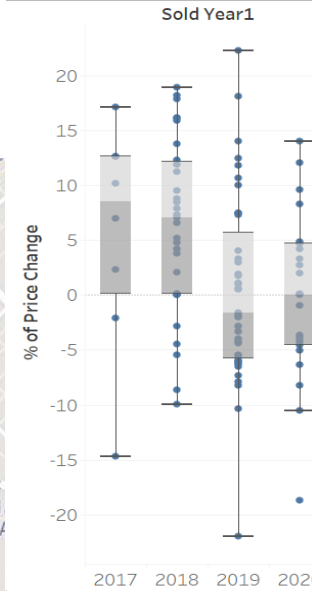
% Price Change by Year/ NW



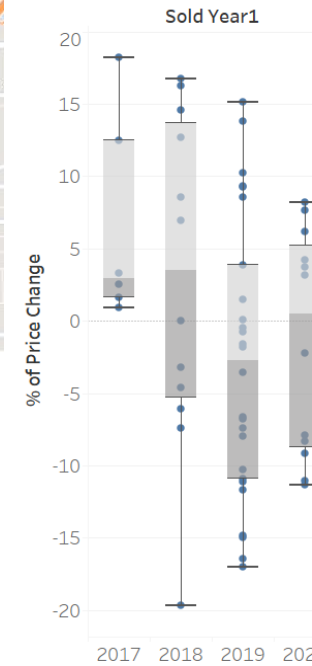
% Price Change by Year/ SW



% Price Change by Year/ NE



% Price Change by Year/ SE



### Analysis by highway (I-280, I-880) sectors

#### Notes:

- Only < \$1.25mil
- Sold within 3 years (Zillow limit)
- Must have garage
- No HOA
- Single family home, townhouse only
- No special outlier filtering
- No liquefaction and wildfire zone

#### Observations:

- SW (AREA OF INTEREST), been slowing down since 2018.
  - -2.5% (27.5k)
  - -5% (55k) -> Current Bid