



# Central Seattle

...

expensive houses and how to sell them ...

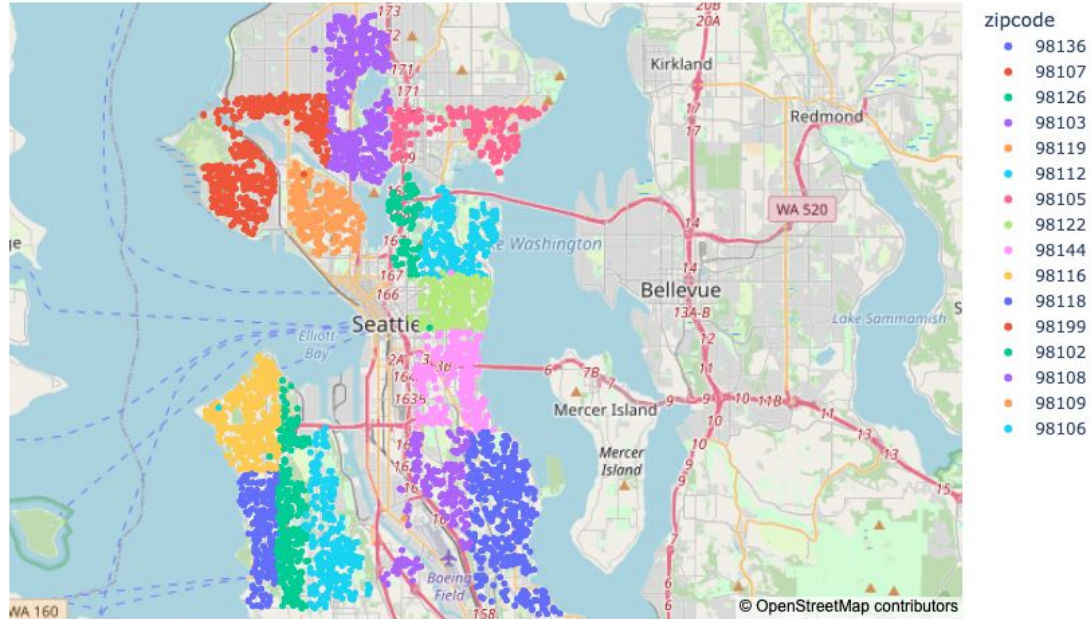
# Client:

Timothy Stevens: Seller,

- Owns expensive houses in the center of Seattle,
- Needs to get rid
- Interested in best timing within a year
- Open for renovation when profits rise



# Centre of Seattle:

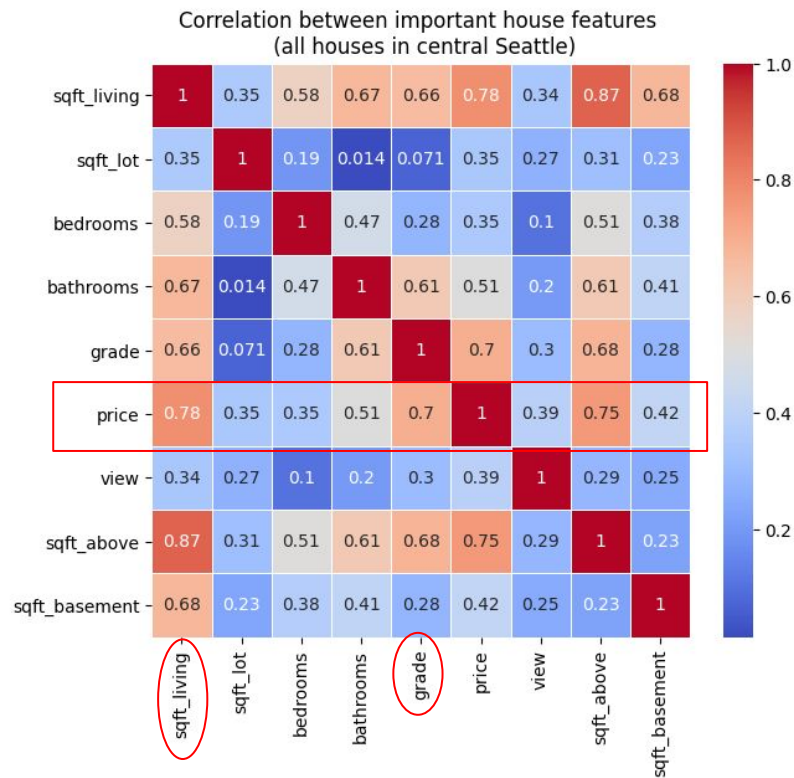


# EDA overview:

Timothy Stevens: Seller,

- Owns expensive houses in the center of Seattle,
  - Needs to get rid
  - Interested in best timing within a year
  - Open for renovation when profits rise
- 
- What builds the price of a house in central Seattle?
  - How house prices depend on renovation or condition of the houses?
  - Is the best selling time of the year also indicates best price?
  - How much profit should we expect and how fast can we sell a house

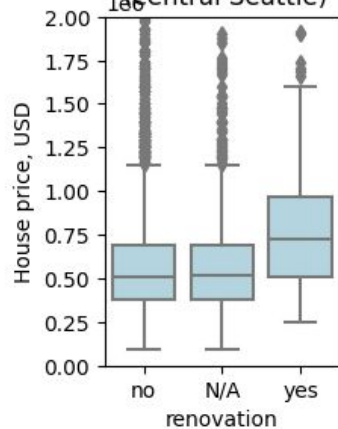
# What builds the price of a house in central Seattle?



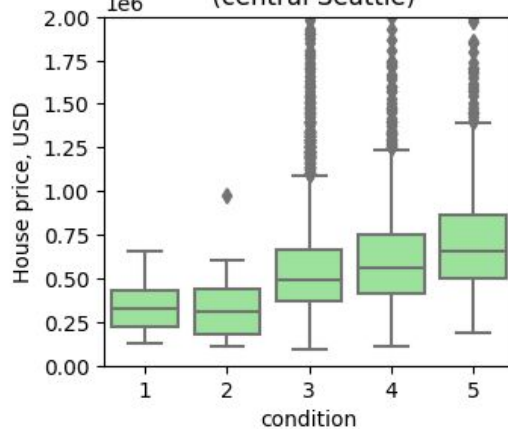
House prices depend on the square footage of the house

# What builds the price of a house in central Seattle?

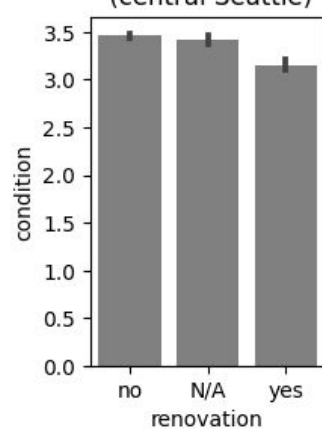
Price improvement by renovation  
(central Seattle)



Price improvement by condition  
(central Seattle)

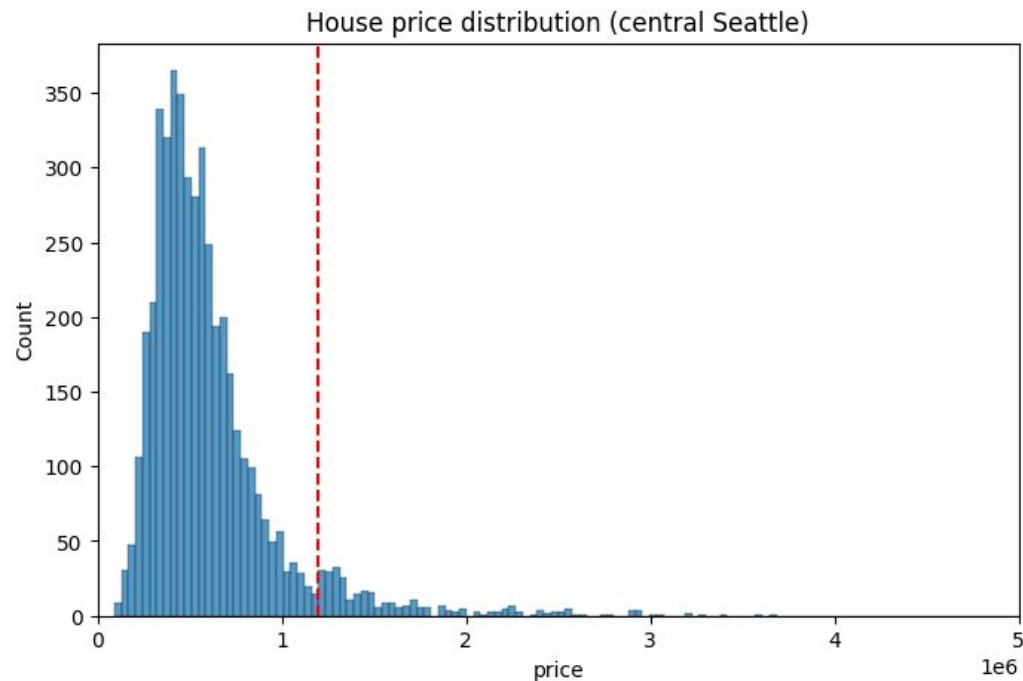


Condition improvement by renovation  
(central Seattle)



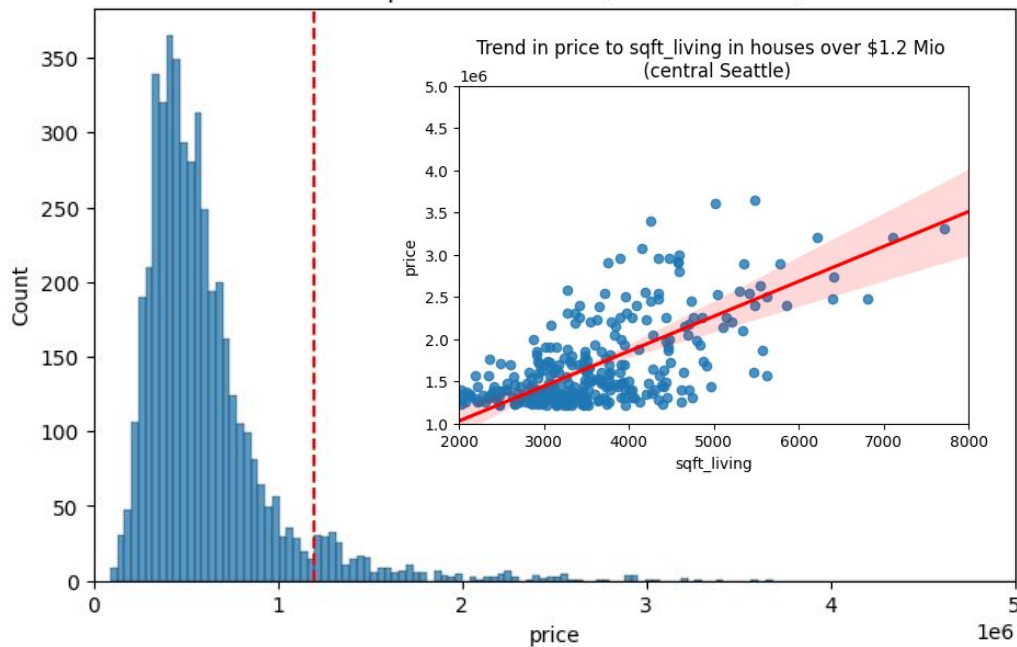
Houses in central Seattle have higher price after renovation, as well as houses in good conditions (3 or above)

Let's have a look on expensive houses?



# Let's have a look on expensive houses?

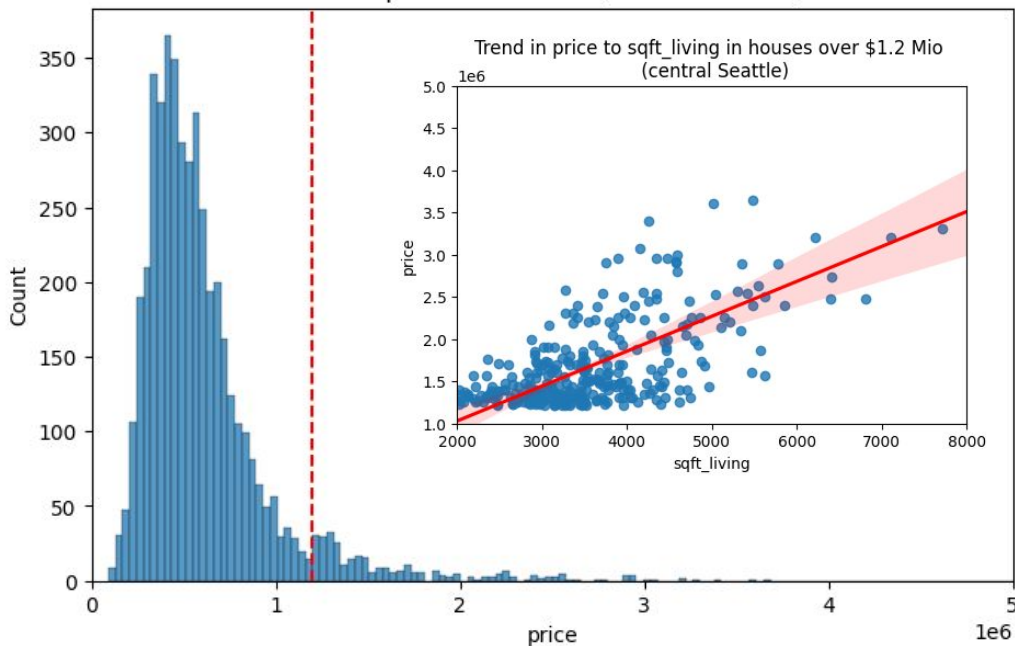
House price distribution (central Seattle)



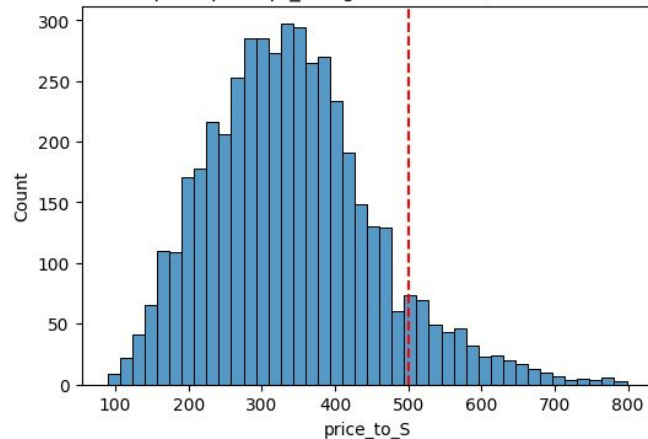


# Let's have a look on expensive houses?

House price distribution (central Seattle)



House price per sqft\_living distribution (central Seattle)



## Expensive House:

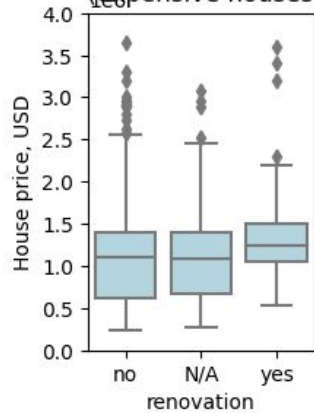
House price over \$1 Mio

OR

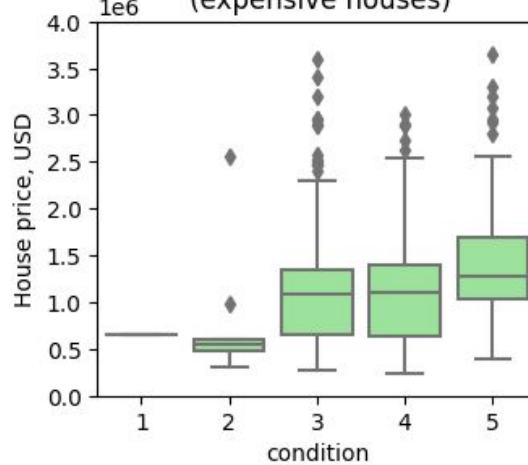
Price\_per\_S over \$500

# Conditions and renovation of expensive houses

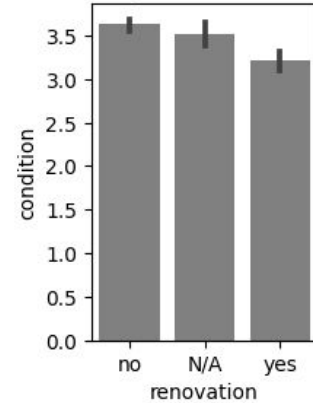
Price improvement by renovation  
(expensive houses)



Price improvement by condition  
(expensive houses)

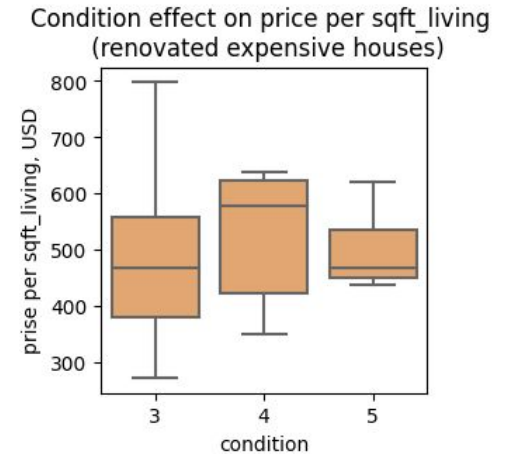
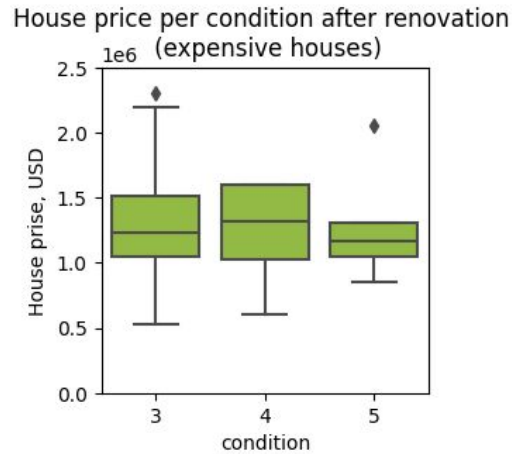
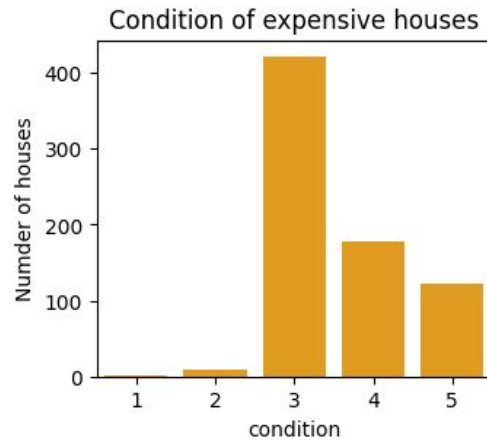


Condition improvement by renovation  
(expensive houses)



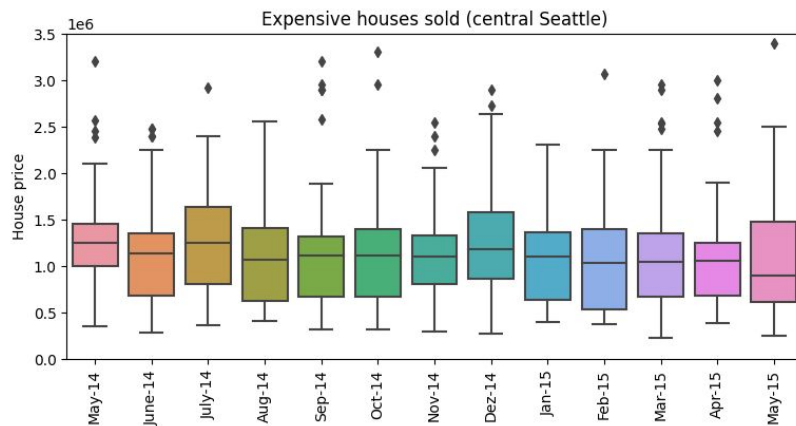
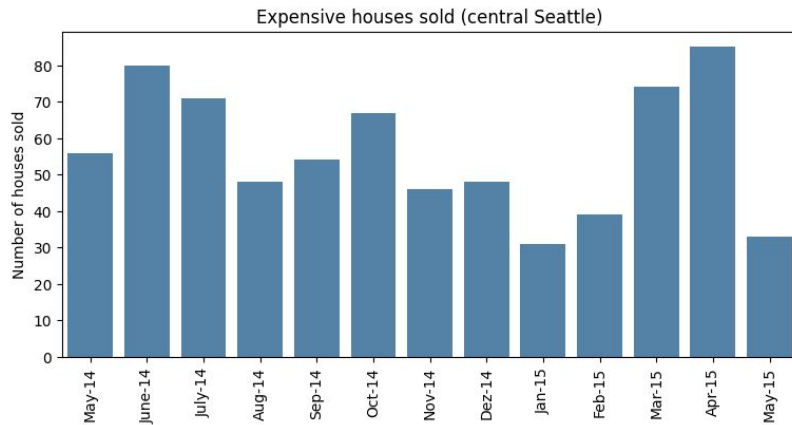
Expensive houses fetch higher prices when in good condition or renovated

# Conditions and renovation of expensive houses

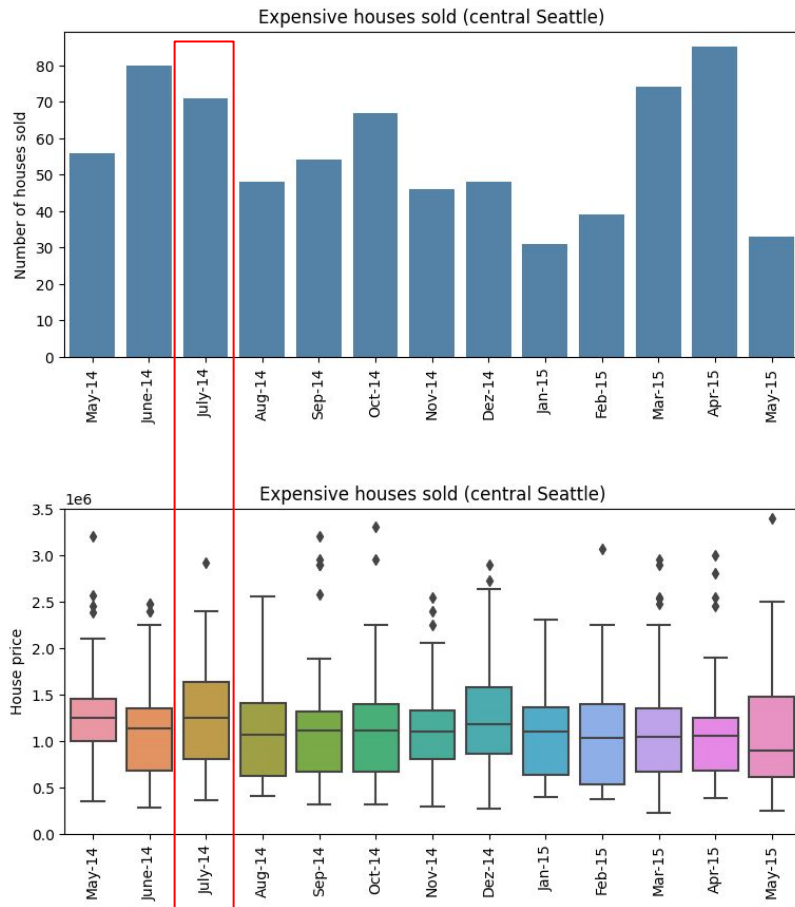


Renovation up to a good condition is usual, further renovation can increase the price

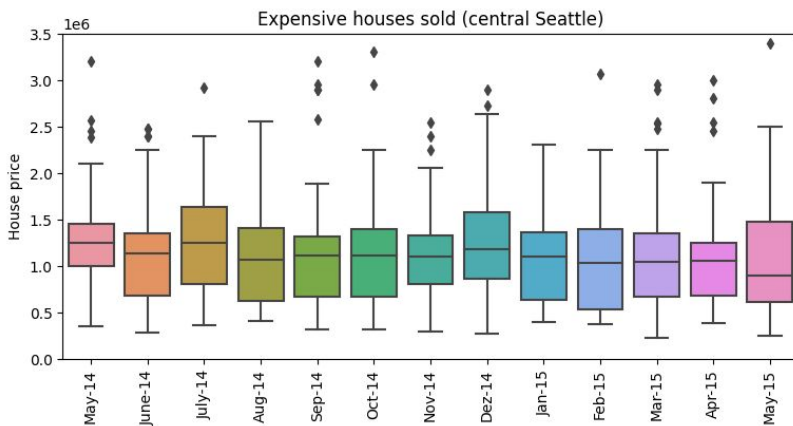
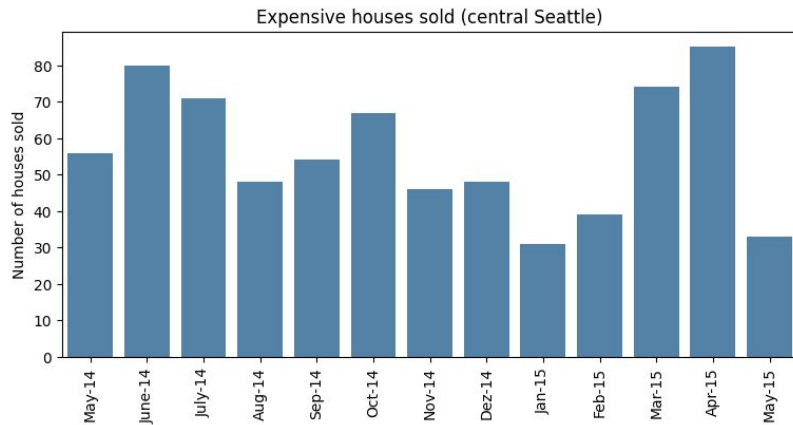
# Is the best selling time of the year also indicates best price?



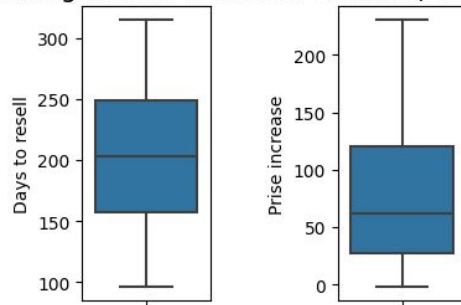
# Is the best selling time of the year also indicates best price?



# Is the best selling time of the year also indicates best price?



Reselling houses in central Seattle (2014-2015)



## Conclusions:

- Expensive houses in central Seattle were sold in good conditions (above 3)
- Renovated houses had higher price, even higher when renovation acquired very good condition (4)
- Best selling time is spring and summer, higher prices were acquired in July.
- During fast reselling (about 200 days) in central Seattle prices were increased about 60-80%