



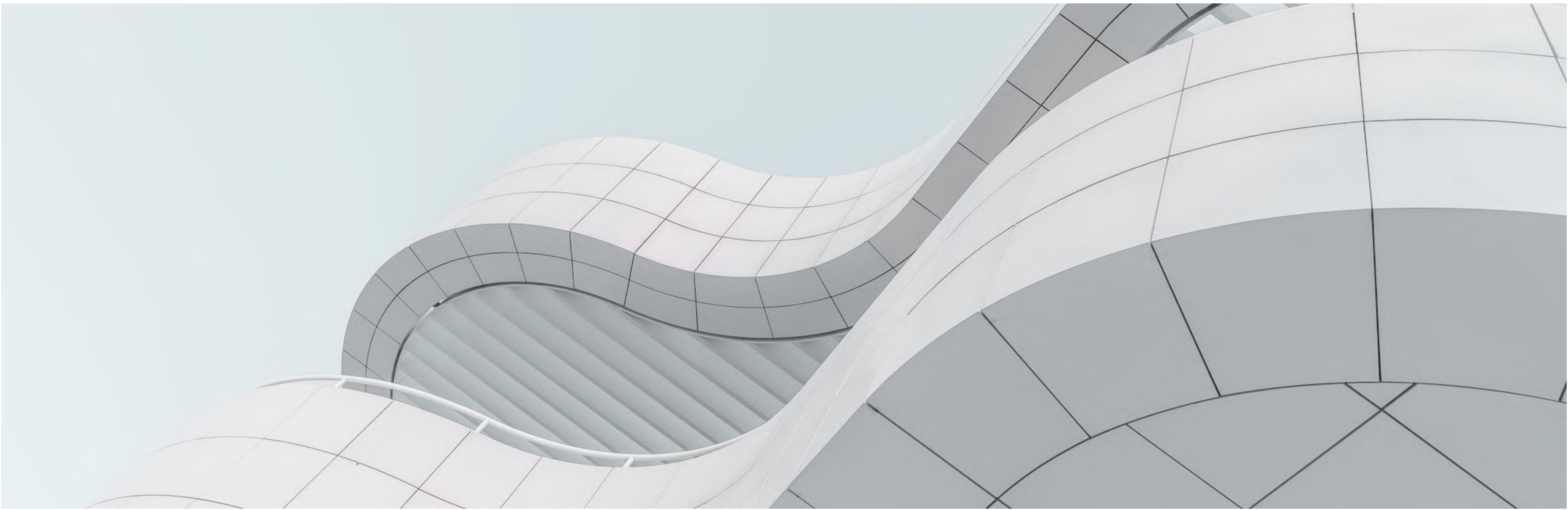
KINGS COUNTY

Real Estate Market

REGRESSION ANALYSIS

// Flatiron D.S. Consulting Group

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Business Problem

The Corcoran Group is looking to expand into the Kings County, Washington area housing market to grow your west coast footprint. To help get to know the real estate market in this new area, we analyzed what home features help increase the sales price of the properties.

corcoran



OUR FEATURE RECOMMENDATIONS

1

2

3

4

LOCATION

Specific zip codes in Kings County have higher property prices

WATERFRONT

Having property near a waterfront gives you the best views the city has to offer

HOUSE GRADE

The overall grade of the house is related to the design and quality of construction of the structure

SQUARE FOOTAGE

The size of the house is correlated with increased sales price

Zipcodes

Medina, WA 98039 :

\$3,352,716.04

Bellevue, WA 98004 :

\$1,776,029.76

Mercer, Island, WA 98040 :

\$847,433.243

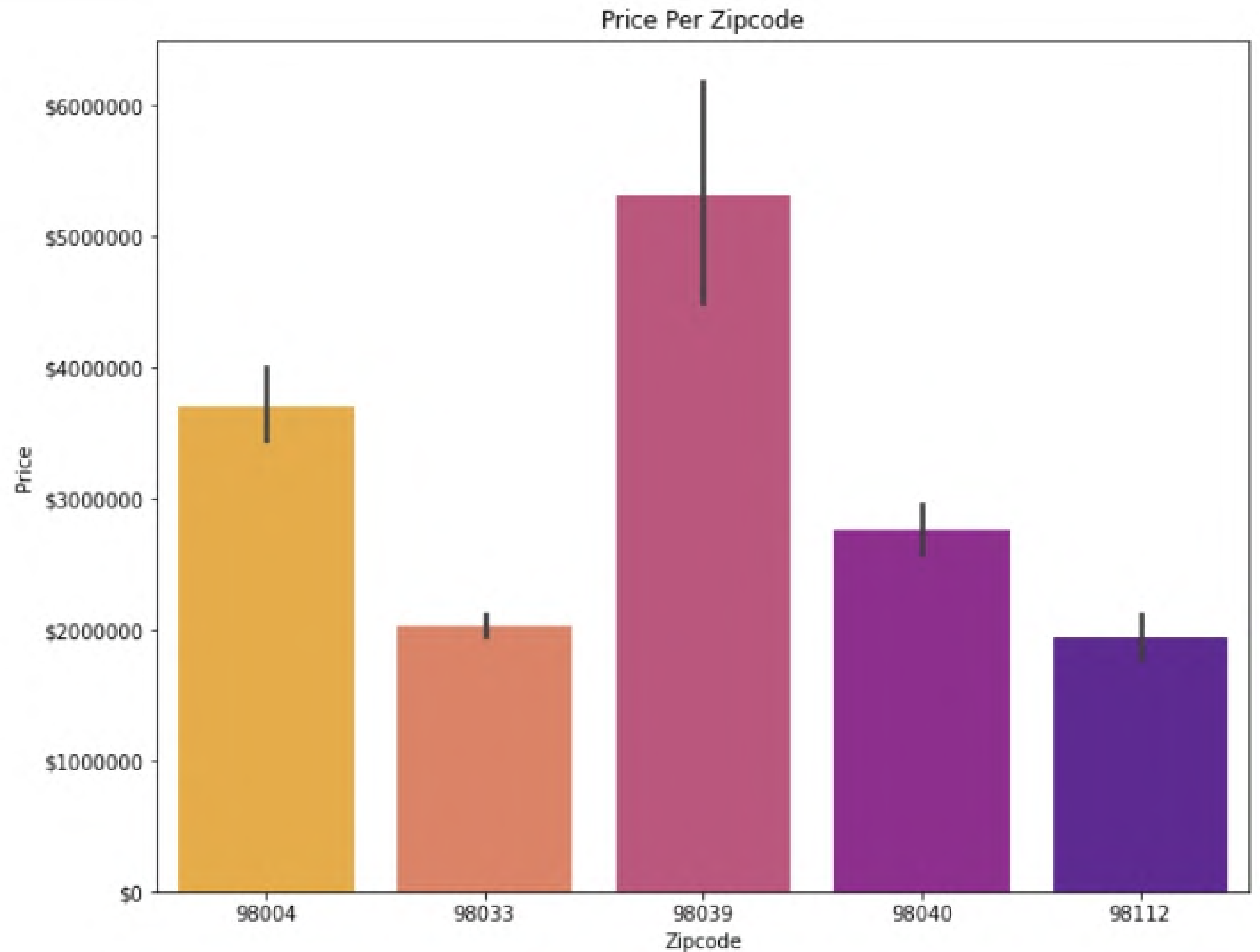
Kirkland, WA 98033 :

\$686,576.173

Seattle, WA 98112 :

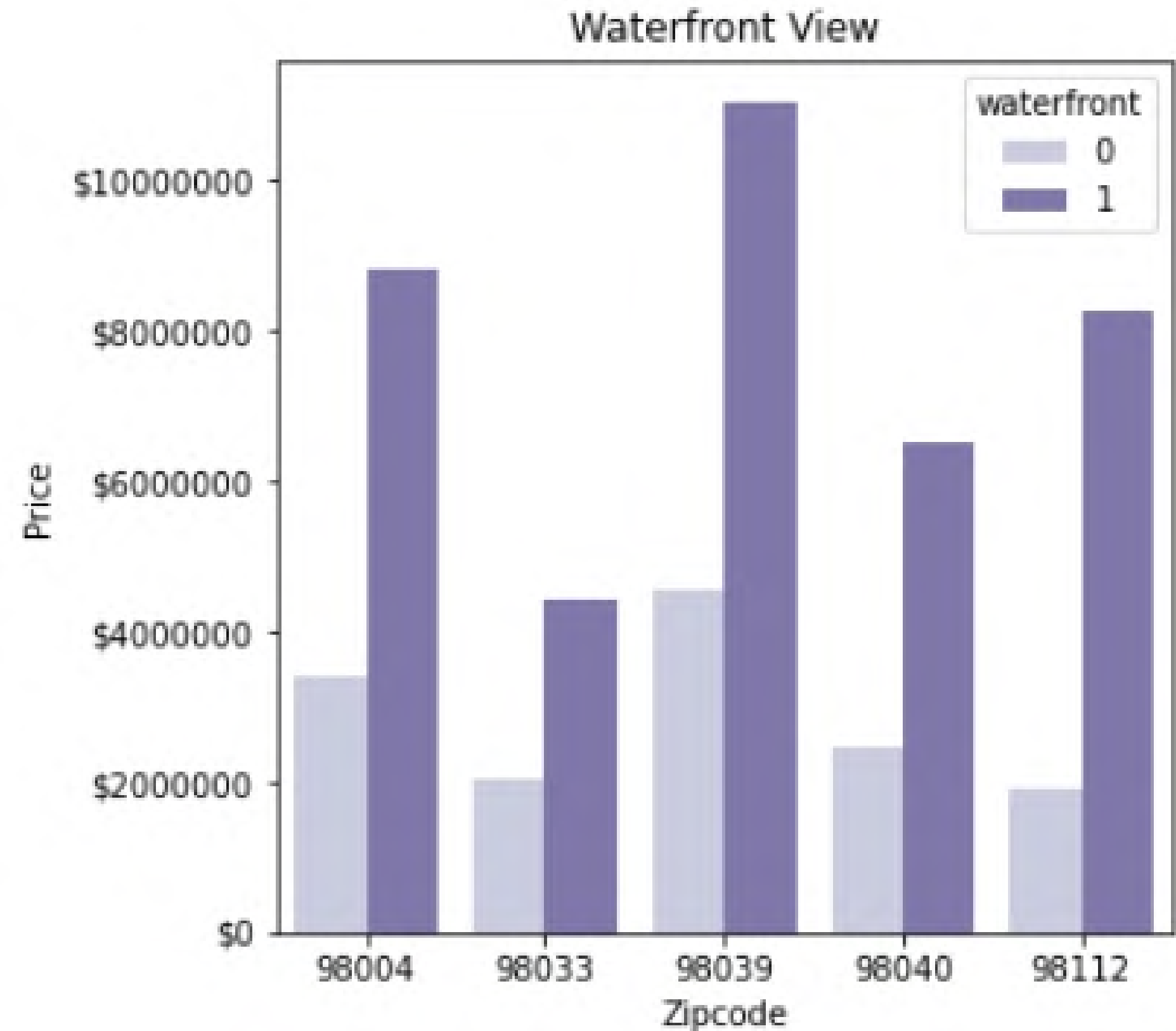
\$619,938.064

How Does Location Impact Sales Price?



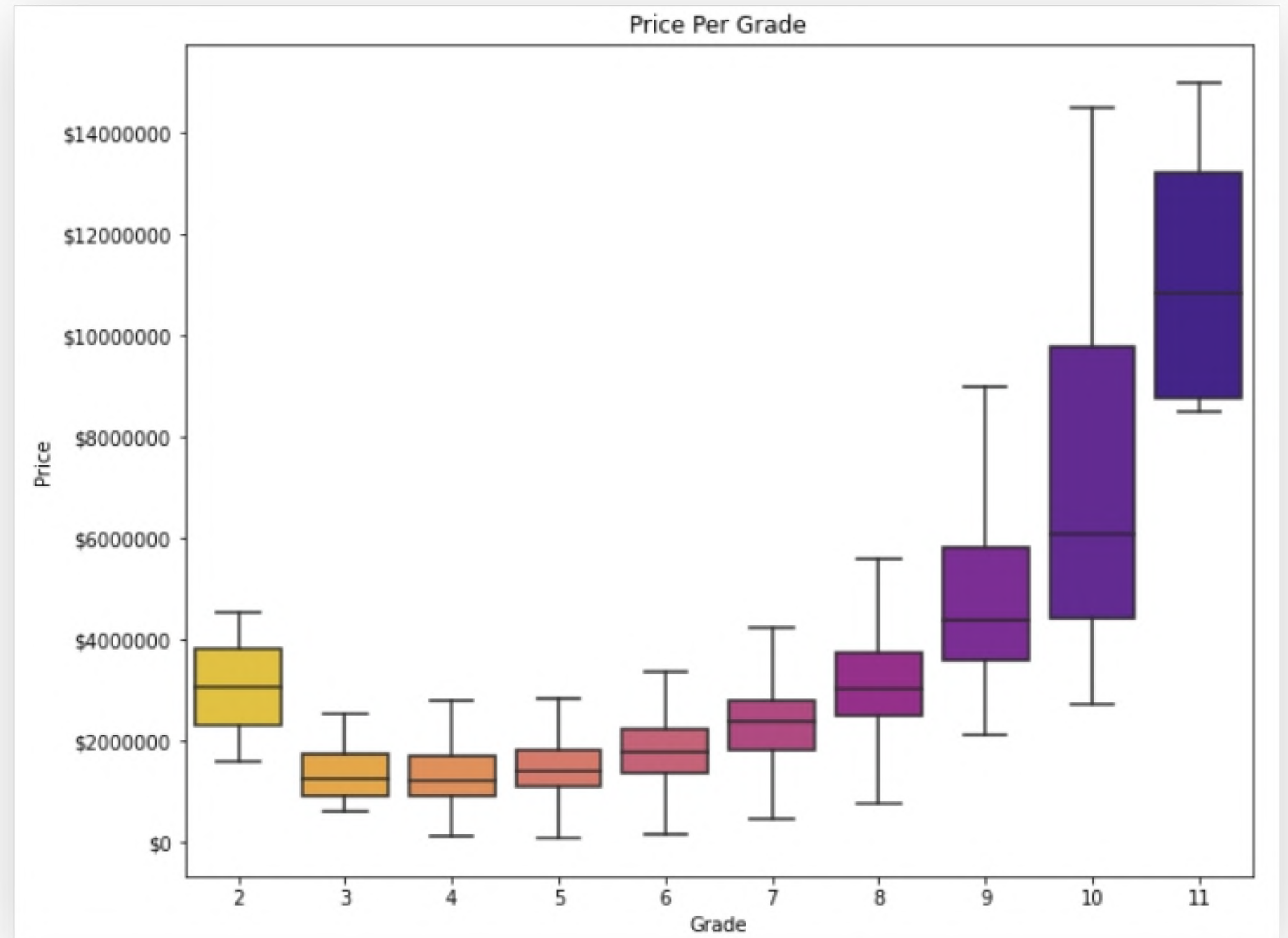
How Does Waterfront Impact Sales Price?

Homes that have a waterfront view increase the value of the home by \$941,000 on average.



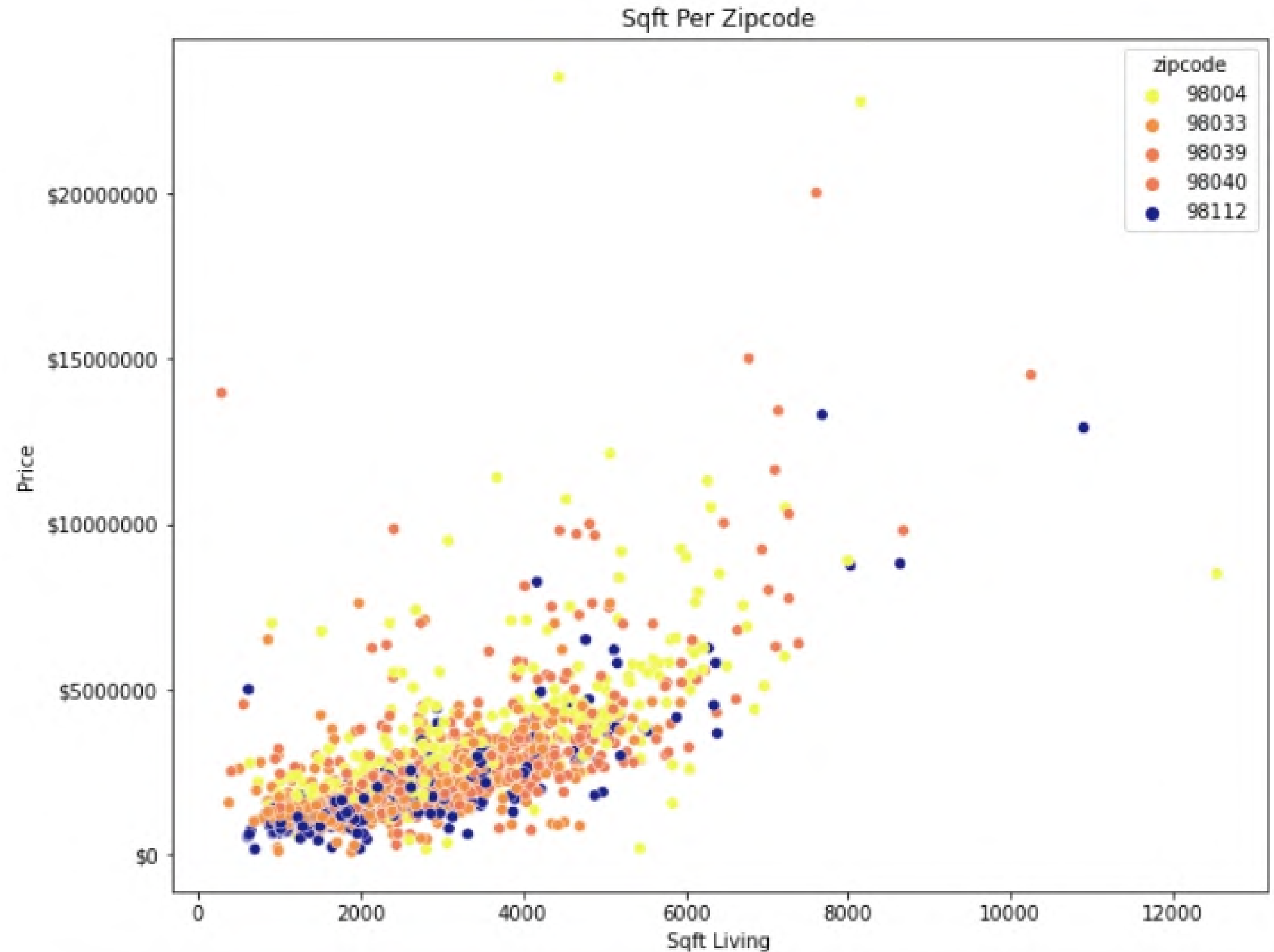
How Does Grade Impact Sales Price?

As the grade of the home increases you can expect the sale price to go up by at least \$100,000.



With every increase in unit of square footage, the average value of the home increases by \$244.

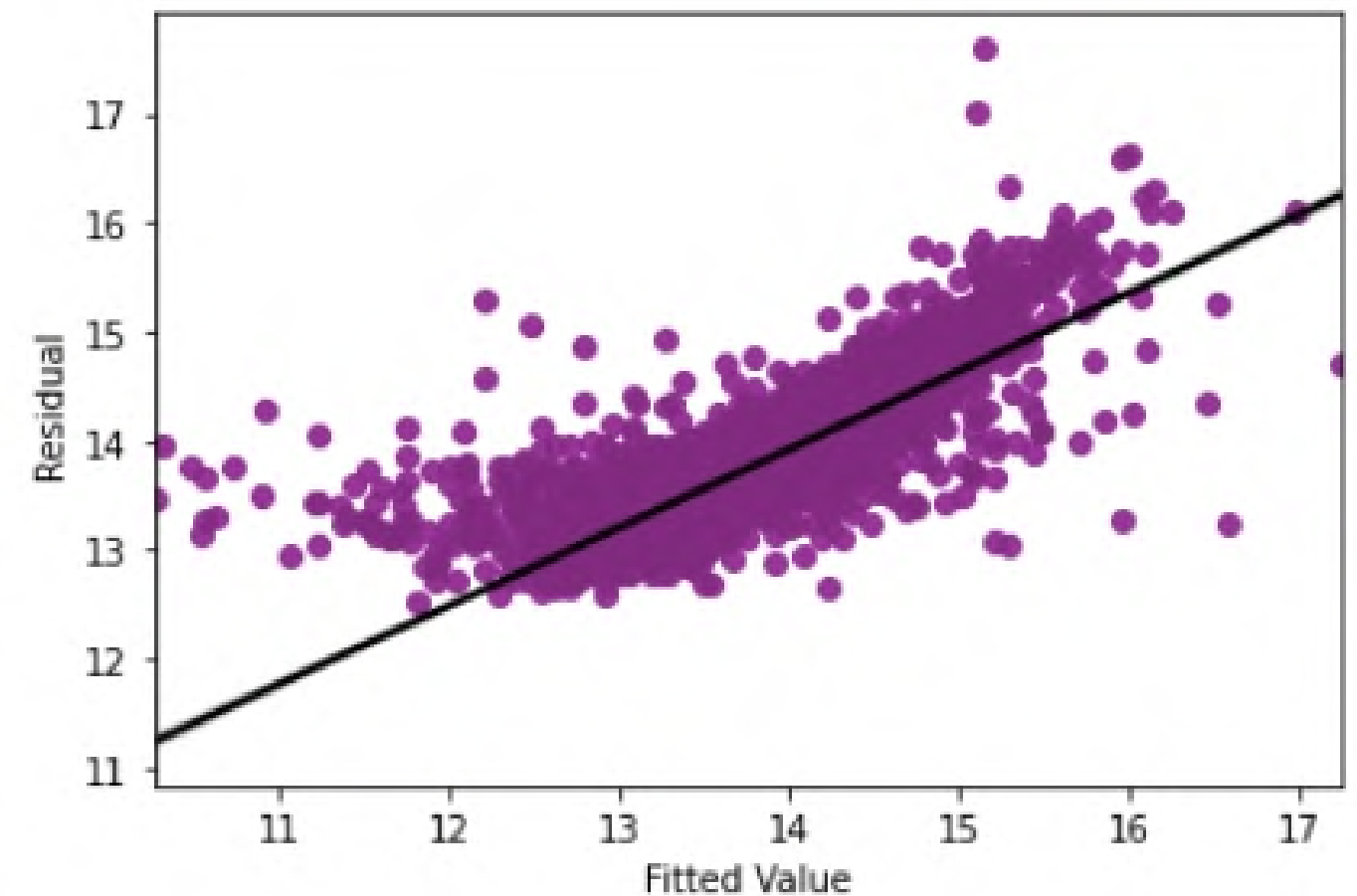
How Does Square Footage Impact Sales Price?





HOUSING MODEL

- Mean Absolute Error = 230,170.531 USD
- Root Mean Square Error = 774, 568.321 USD
- $R^2 = 0.70$





PRIORITIES: PRICE INCREASE BY FEATURE

1. Location - \$1,101,332
2. Waterfront - \$944,698
3. House Grade - \$100,146
4. View Code - \$92,193
5. Condition Code - \$45,780
6. Bathrooms - \$45,673
7. Greenbelt - \$20,569
8. Square Foot Living Space - \$244 per sqft

QUESTIONS?

