

PROJECT

# URBAN FLIGHT MOVING FROM SEATTLE TO THE COUNTRYSIDE

DATE

16. SEPT. 2022

CLIENT

SIG.RA AMY WILLIAMS

# CLIENT WISHES & REQUIREMENTS

## SELL SEVERAL HOUSES

- Seattle City
- Top 10% of the market



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## SELL SEVERAL HOUSES

- Seattle City
- Top 10% of the market

## BUY SEVERAL HOUSES

- Remote location
- Discreet, fit in the neighbourhood
- Prefers large basement



# CLIENT WISHES & REQUIREMENTS

## OUR ANALYSIS' GOALS

- Identify best time to sell high-profile real estate
- Identify interesting property in the countryside



# CLIENT'S ASSUMPTIONS

## TIME TO SELL

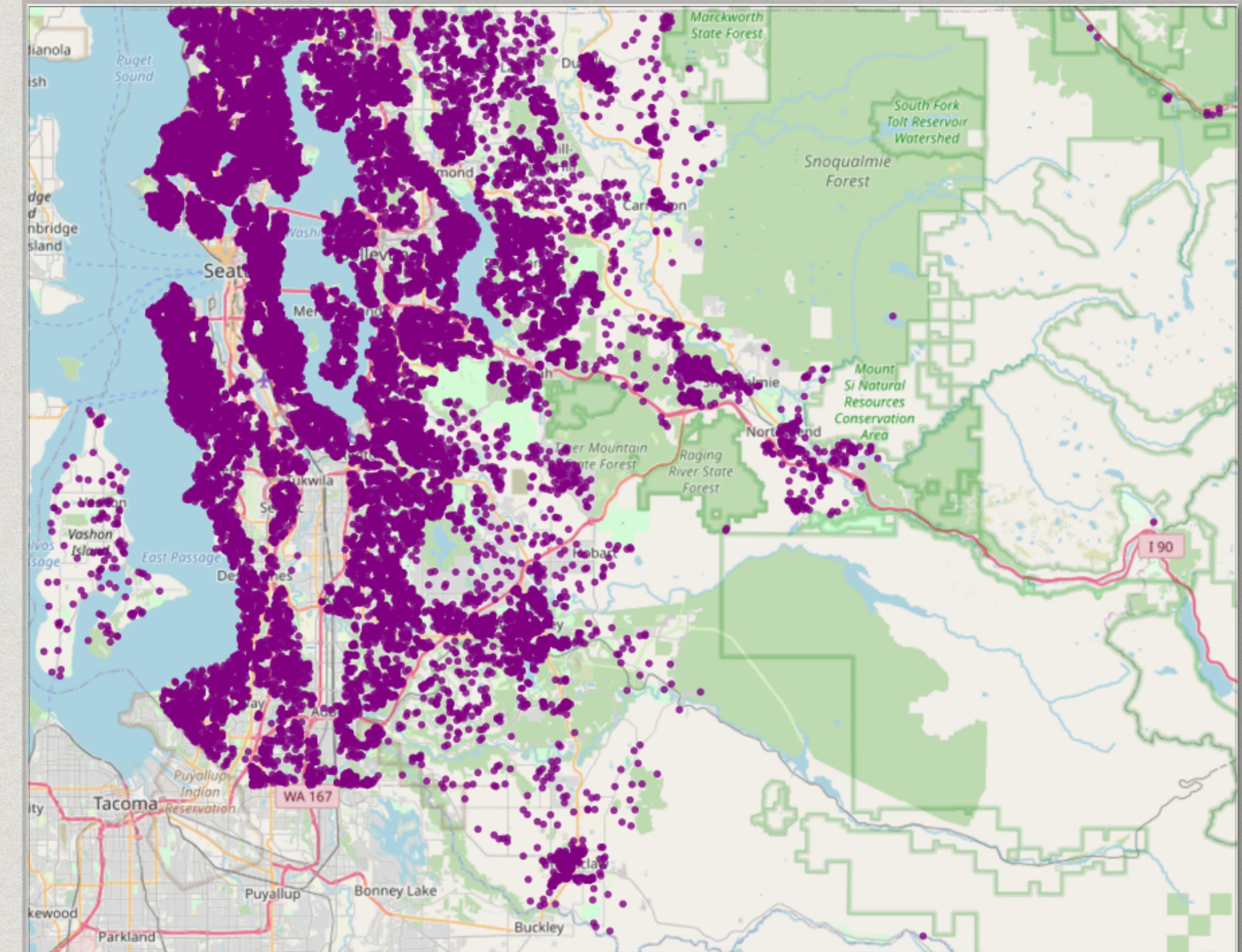
- House prices are higher in spring, peaking in march

## INTERESTING REAL ESTATE

- Houses further out offer more living area per \$
- Houses further out have larger basements
- When condition is of low concern, this offers an opportunity for bargain

# Overview

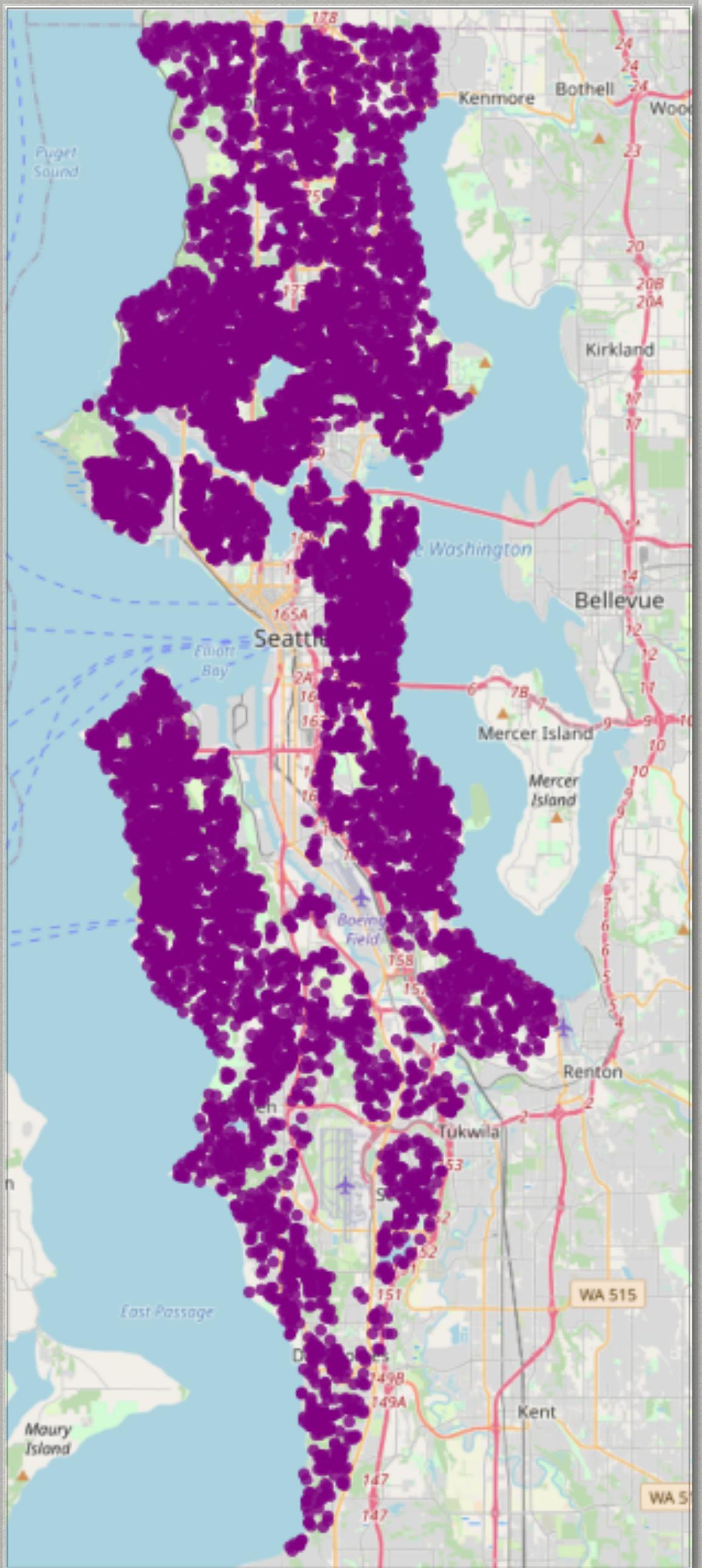
- \* Sales from 05/2014 - 05/2015
- \* Over 21.500 sales
- \* Median value \$ 450'
- \* \$88-\$810 per sqft



**WHEN IS THE RIGHT TIME TO SELL?**

# The Market – Seattle

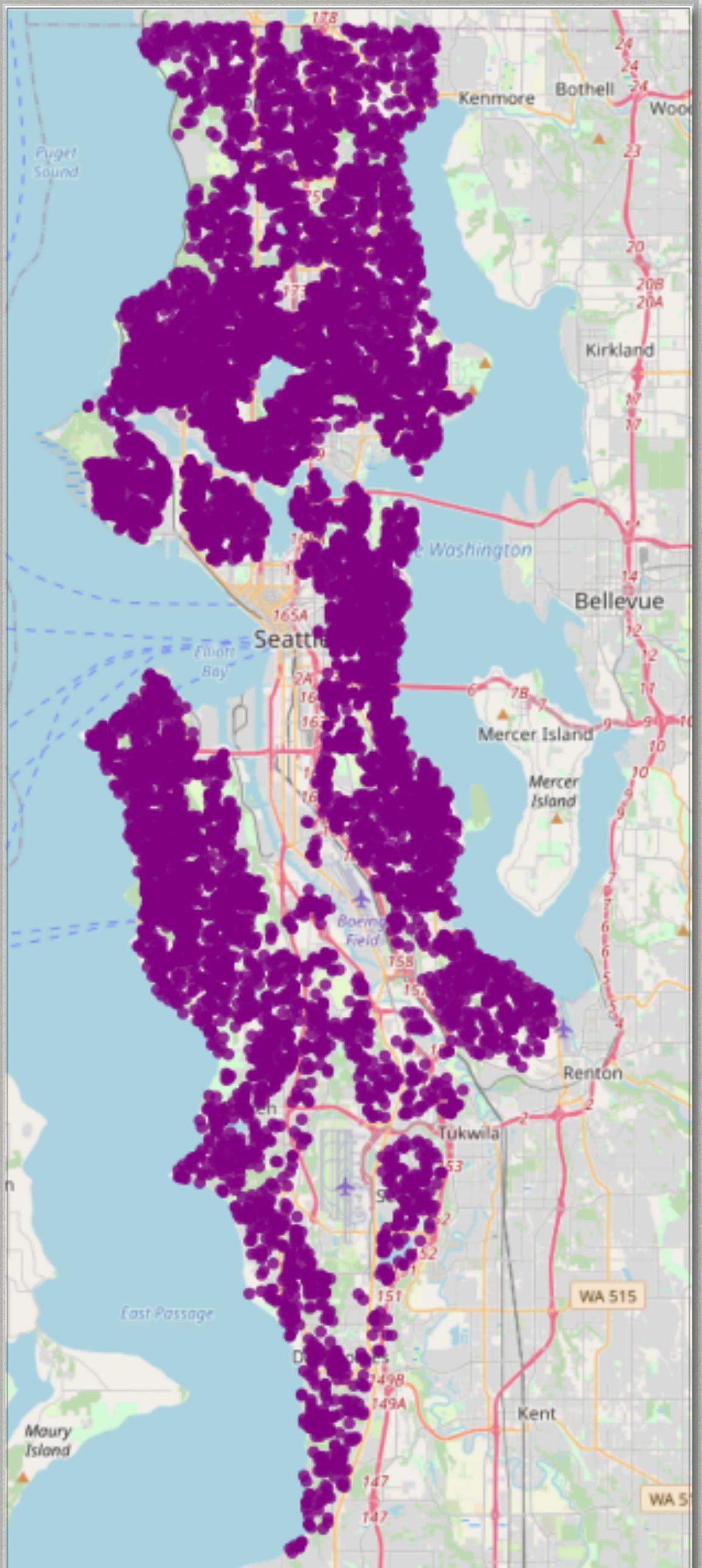
**WHAT MAKES A TOP 10% REAL ESTATE?**



# The Market – Seattle

## WHAT MAKES A TOP 10% REAL ESTATE?

- \* Size
- \* Condition and Grade
- \* Year of Construction
- \* Neighbourhood
- \* Centrality



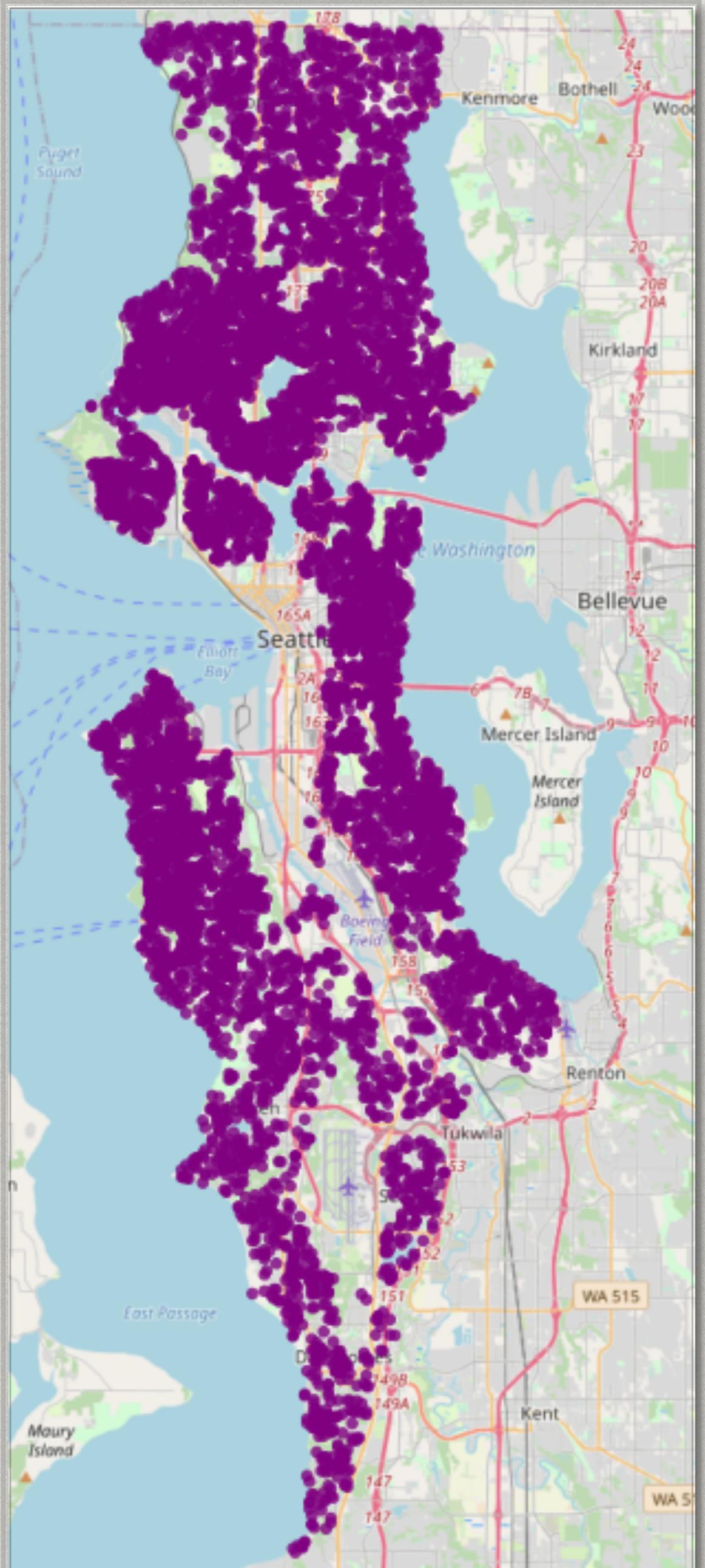
# The Market – Seattle

**WHAT MAKES A TOP 10% REAL ESTATE?**

$S^*b + C^*b + G^*b + Y^*b + N^*b + X^*b$

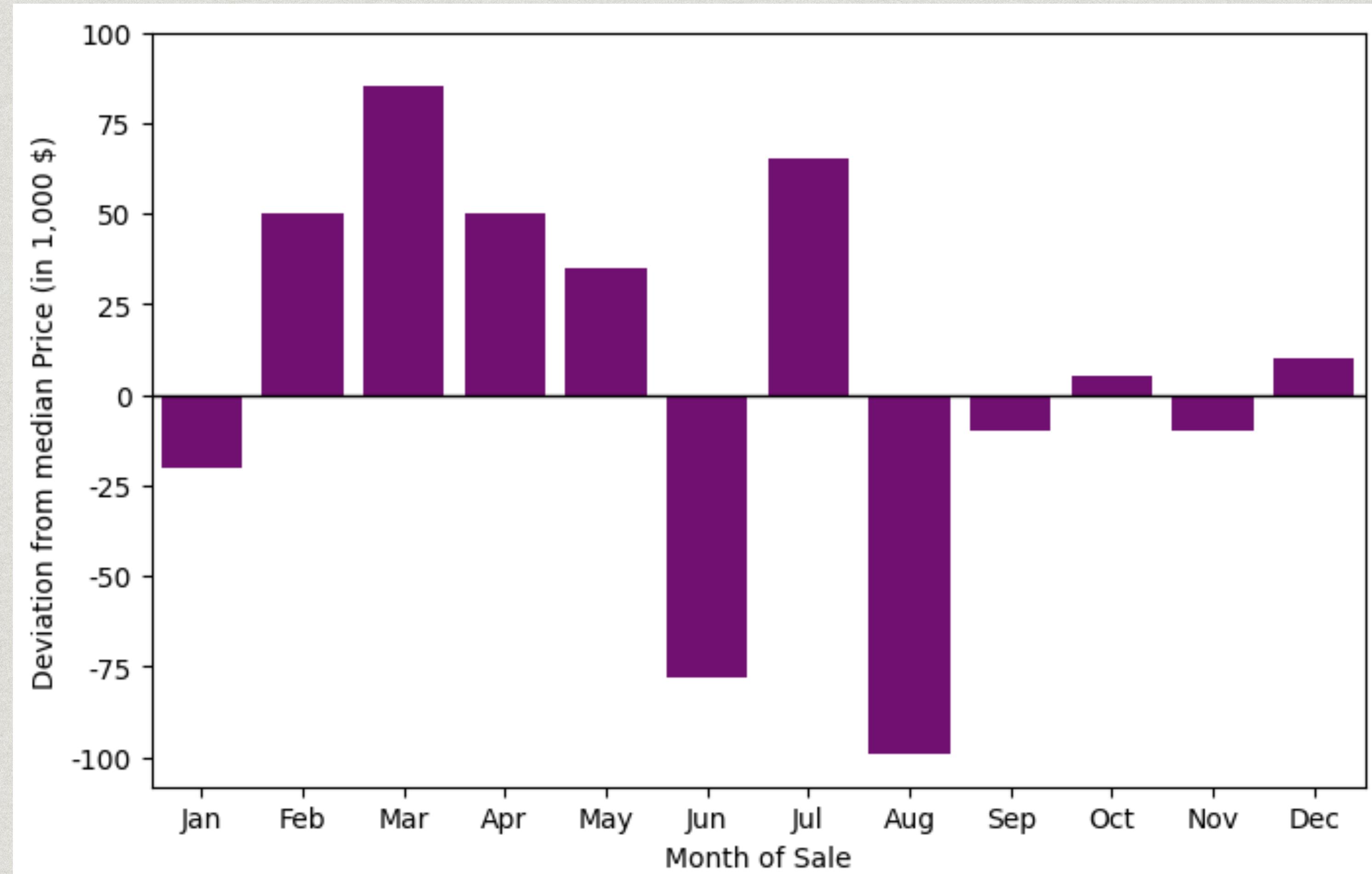
**TOP 10%**

- \* Median \$ 1,070,000



# Deviation From Median Price / Month

- \* Median March:  
\$ 1,155,000
- \* Median August:  
\$ 971,000



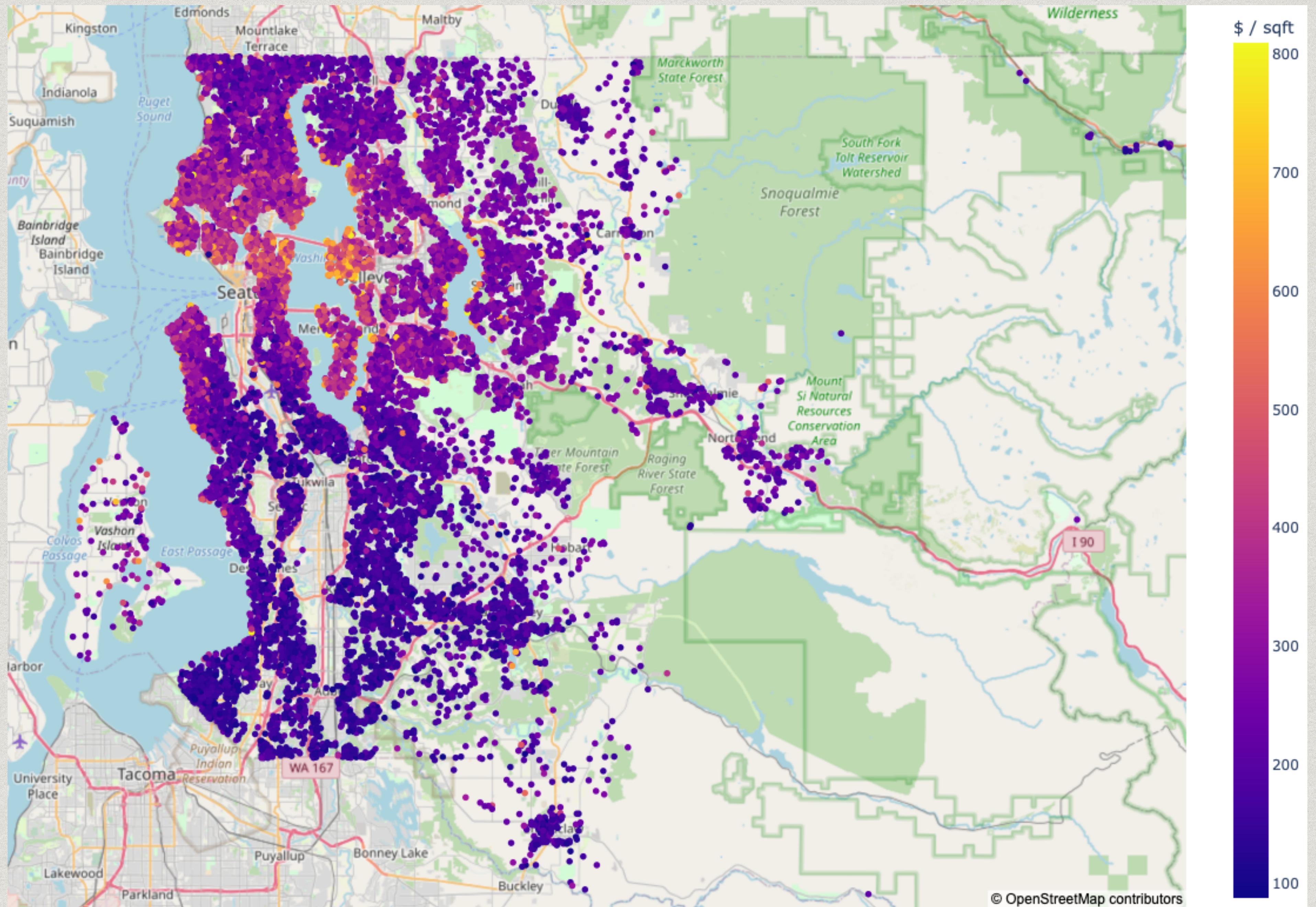
**SELL IN MARCH  
AND EXPECT ABOUT \$ 1,155,000 !**



**WHAT SHOULD YOU BUY?**

# **THE OUTSKIRTS OFFER MORE SQFT PER \$!**

$$r = -.47$$

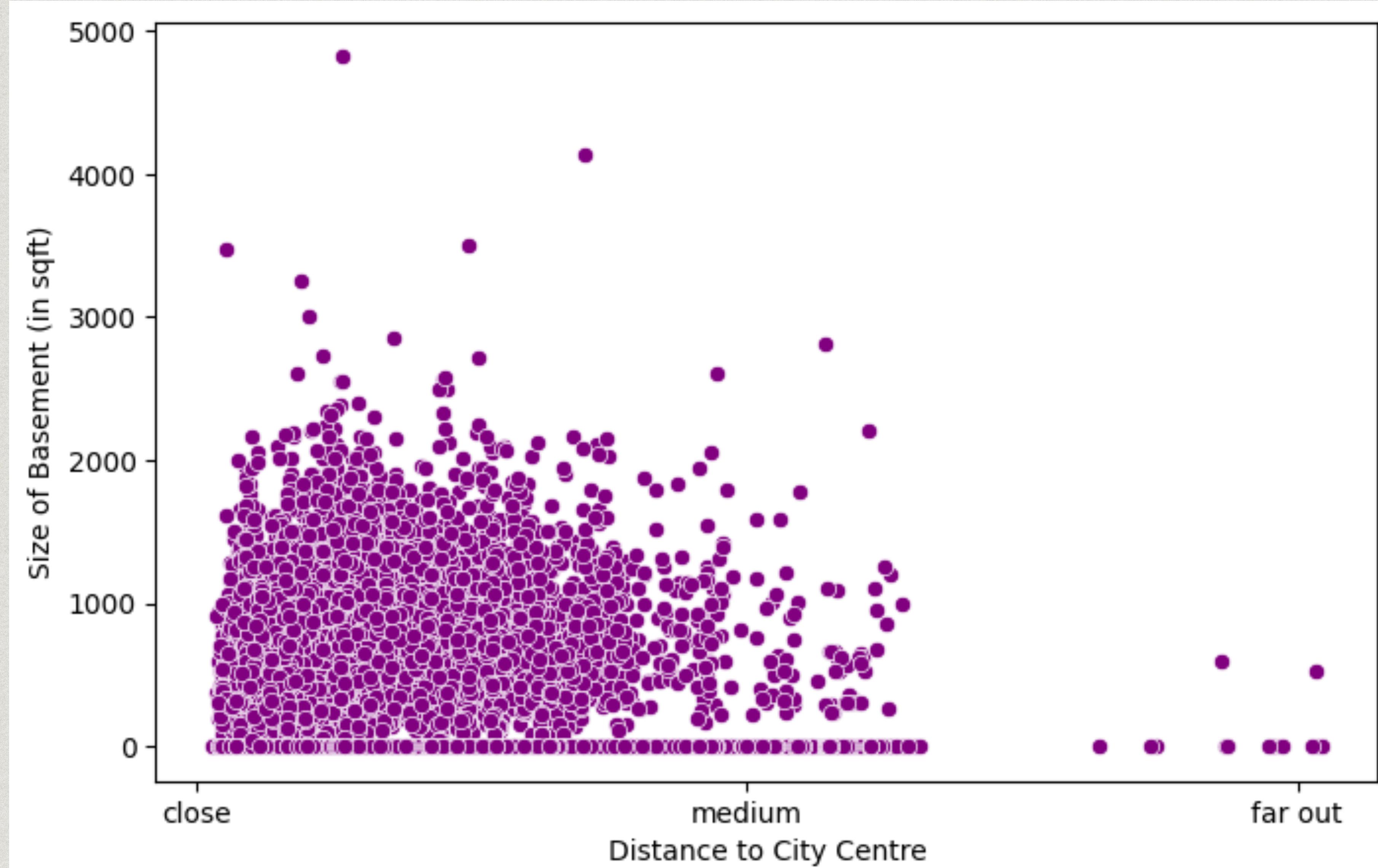


## BASEMENTS ARE FOUND EVERYWHERE

...but they are actually slightly bigger closer to the city centre.

$$r = -.19$$

However, they have larger lots ( $r = .27$ ), which could be beneficial



## CONDITION AFFECTS PRICE

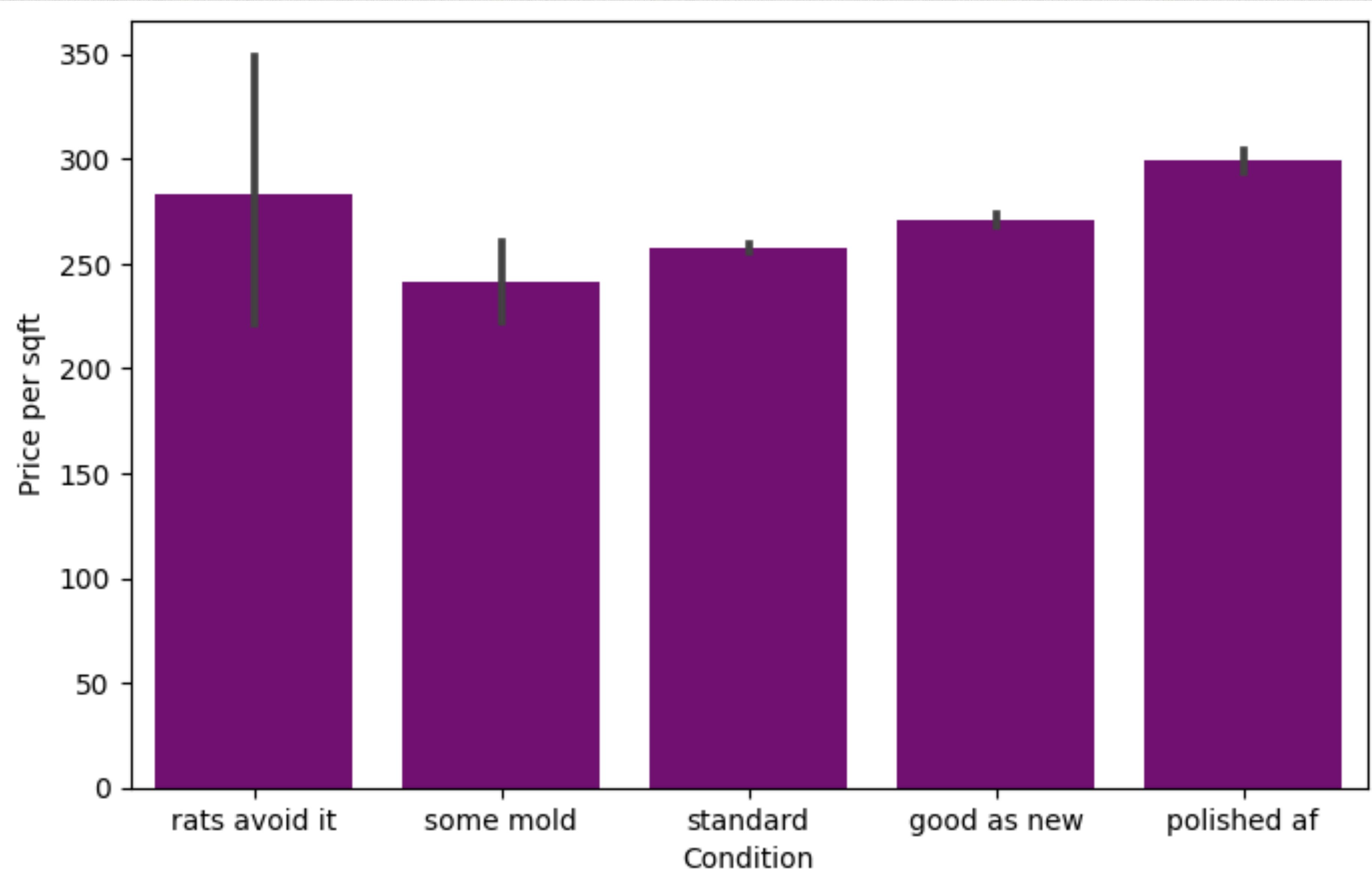
...but not the way  
I expected:

$$\rho = .09$$

## CONDITION AFFECTS PRICE

...but not the way  
I expected:

$$\rho = .09$$



# WHAT SHOULD YOU BUY?

- \* OUTSKIRTS OFFER SIZE FOR \$
- \* BASEMENTS ARE EXPENSIVE
- \* GO FOR MEDIUM CONDITION



# Metric for the Assessment of Fit of Assets

Secret formula returning a standardised average of standardised:

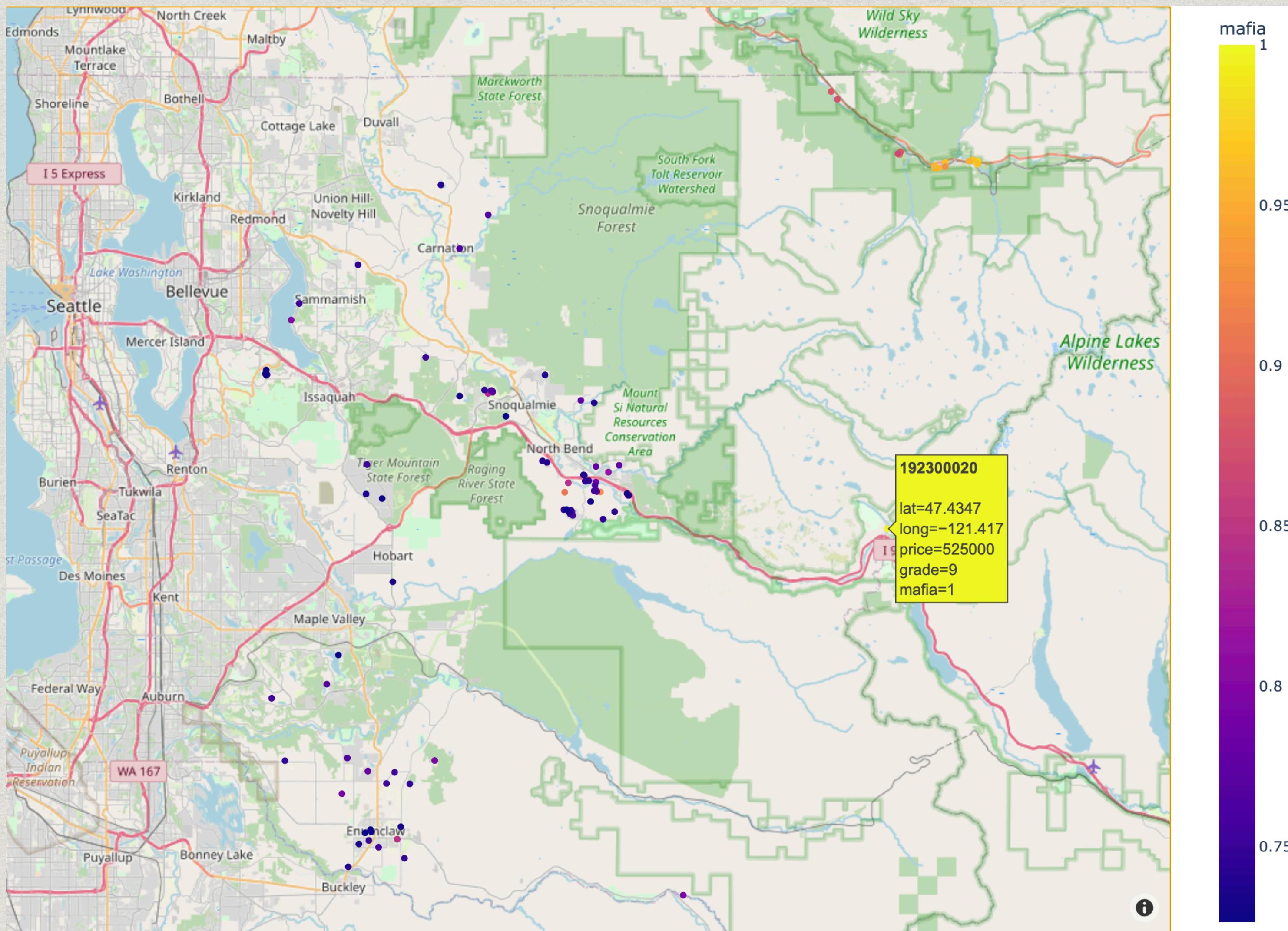
- \* Basement size
- \* distance to centre
- \* averageness in terms of house and lot size

# Top M.A.Fi.A.-Houses:

	Price	sqft	sqft Basement	Condition	Remoteness	M.A.Fi.A.
1	525'	2,100	590	3	91	1
2	241'	1,070	0	3	99	0.98
3	167'	780	0	3	100	0.97
4	155'	1,010	0	3	99	0.97

Sell Seattle property for \$ 1,155,000, buy the first four houses on this list!

# ...and where to find them:





**SELL YOUR SEATTLE PROPERTY AND BUY M.A.F.I.A.-CERTIFIED HOUSES!**

CONTACT US FOR EXPOSÉS, BUT PLEASE DON'T SEND YOUR ENFORCERS. THANKS YOU FOR YOUR ATTENTION!