



PROJECT

KING COUNTY REAL ESTATE MARKET

AN OVERVIEW

DATE

16. SEPT. 2022

CLIENT

SIG.RA AMY WILLIAMS

CUSTOMER WISHES AND REQUIREMENTS

SELL FIVE HOUSES

- Seattle City
- Top 10% of the market

BUY TEN HOUSES

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



CUSTOMER WISHES AND REQUIREMENTS

OUR ANALYSIS

- Identify best time to sell high-profile real estate
- Identify properties of objects of interest



MARKET ANALYSIS—OUR ASSUMPTIONS

TIME TO SELL

- House prices are higher in spring, peaking in march

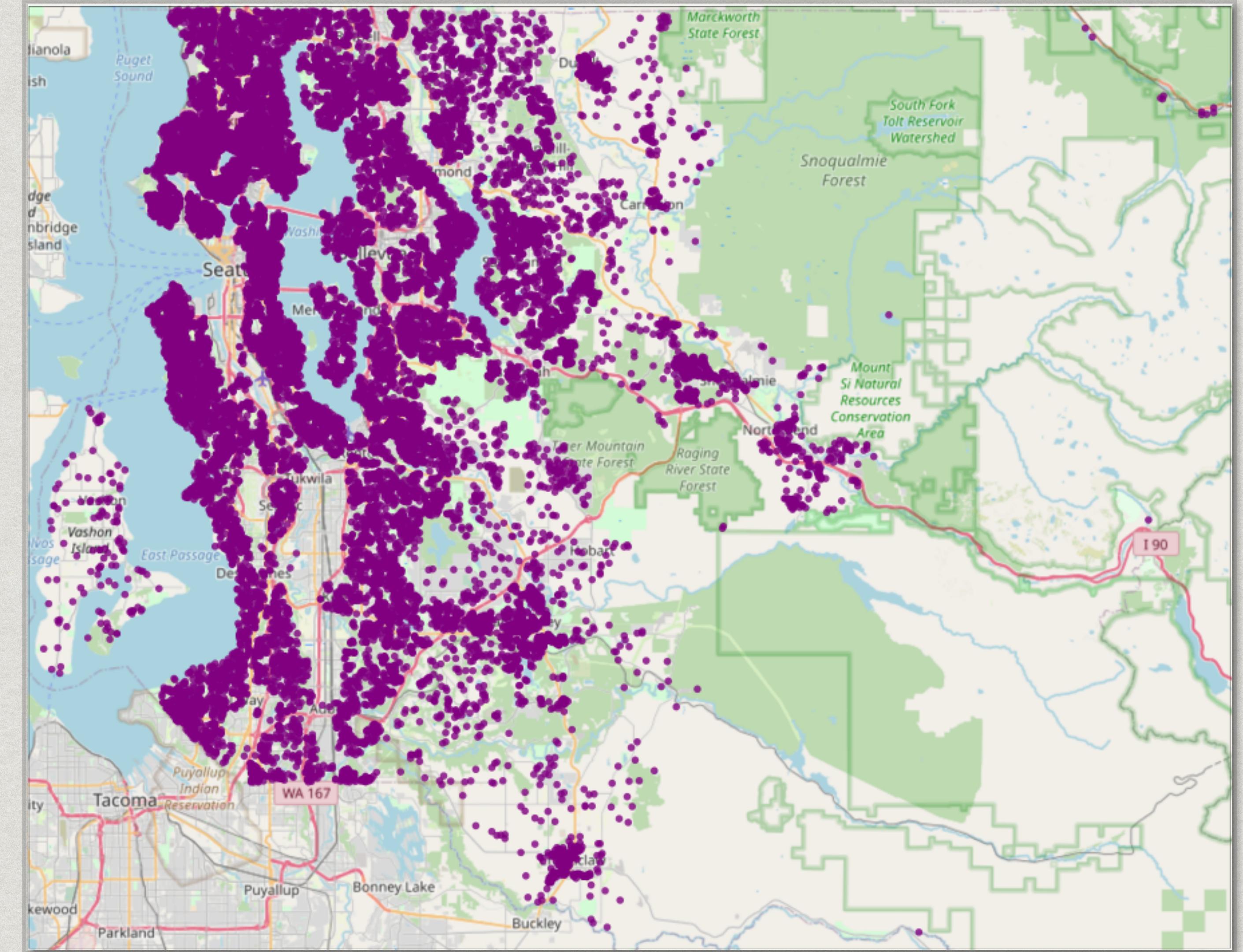
INTERESTING REAL ESTATE

- 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 bargains

WHEN IS THE RIGHT TIME TO SELL?

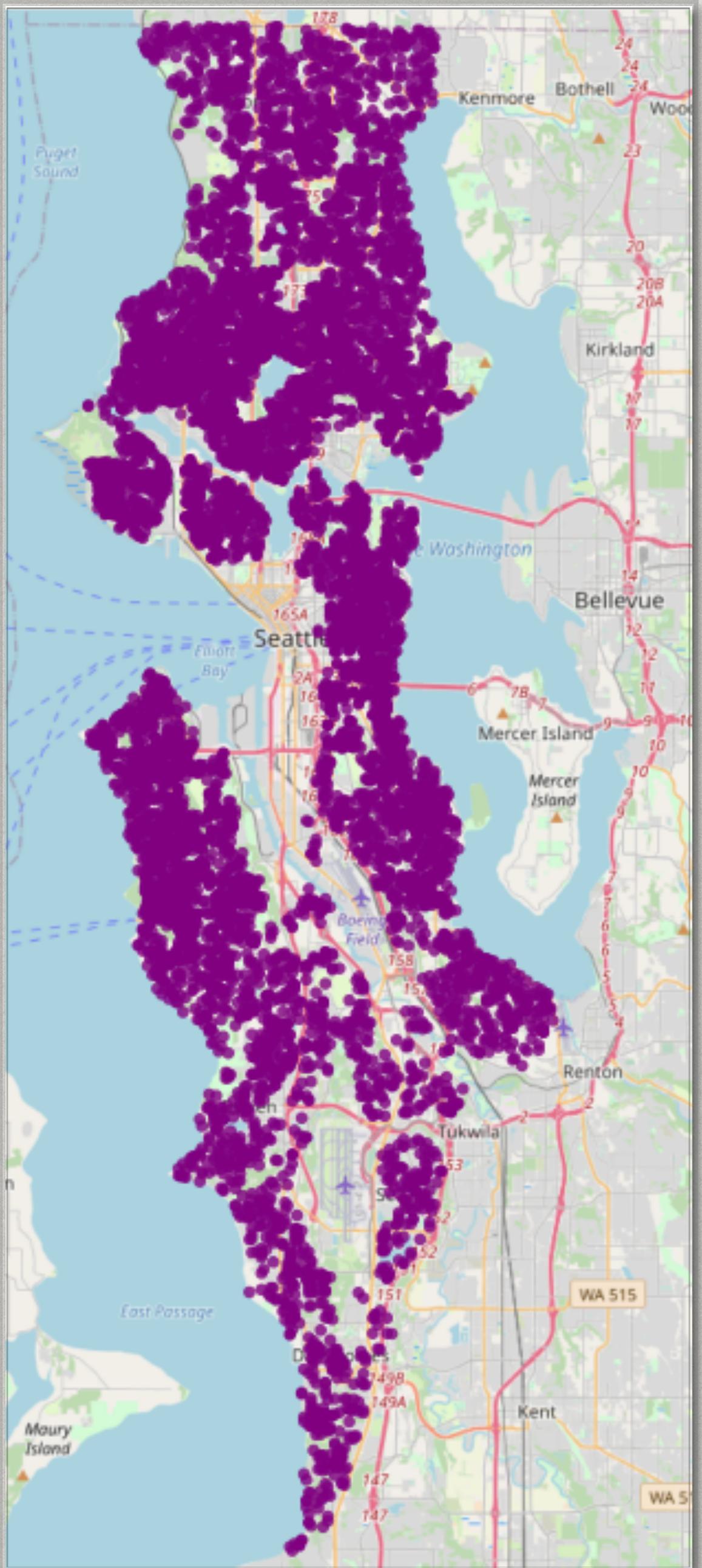
The Market

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



The Market – Seattle

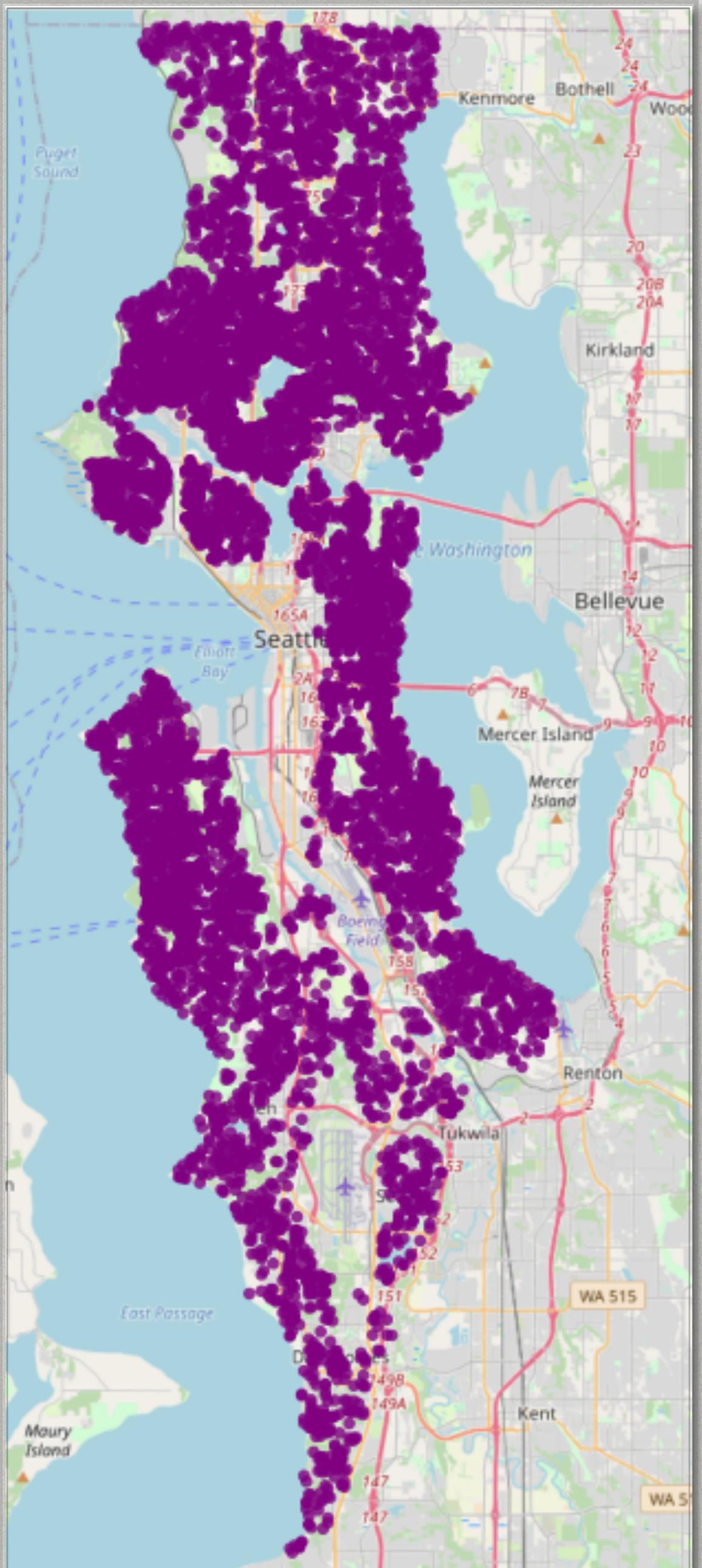
WHAT MAKES A TOP 10% REAL ESTATE?



The Market – Seattle

WHAT MAKES A TOP 10% REAL ESTATE?

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



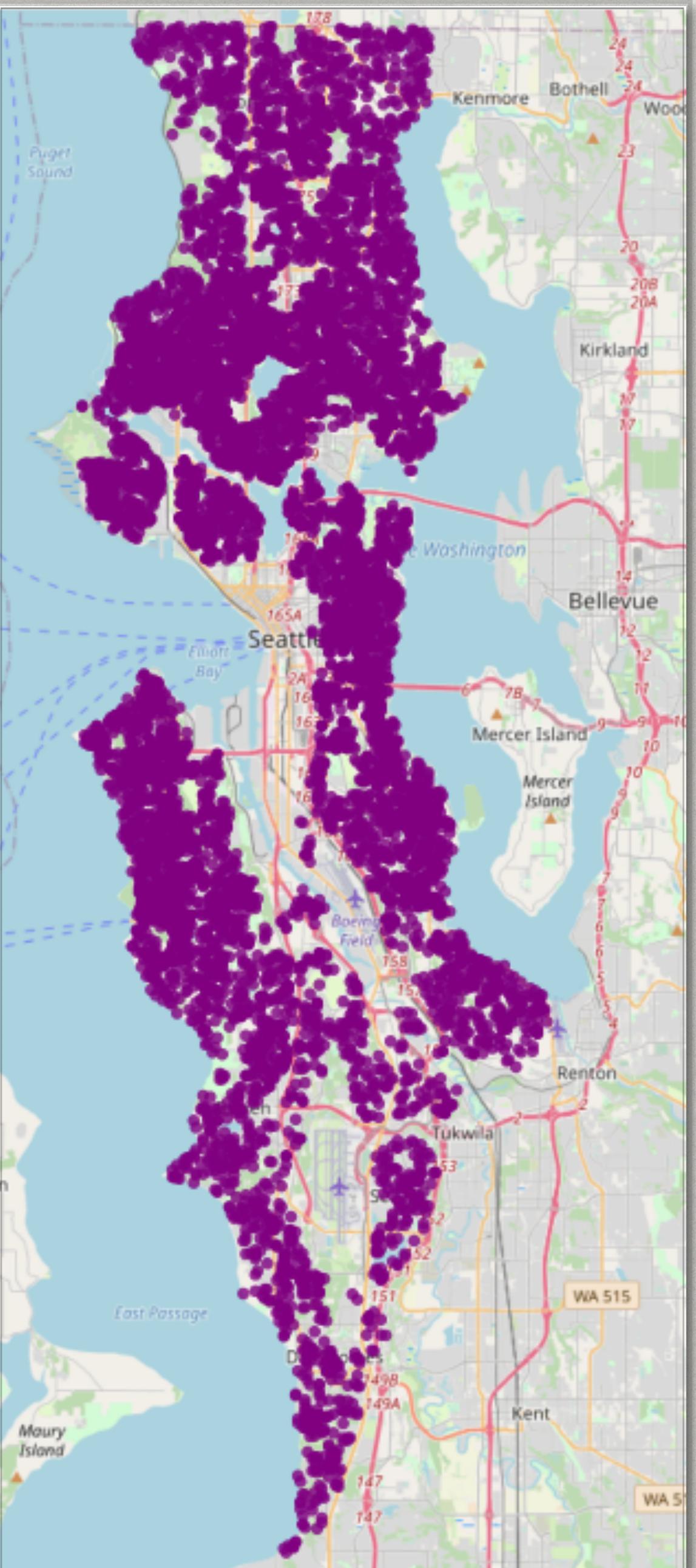
The Market—Seattle

WHAT MAKES A TOP 10% REAL ESTATE?

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

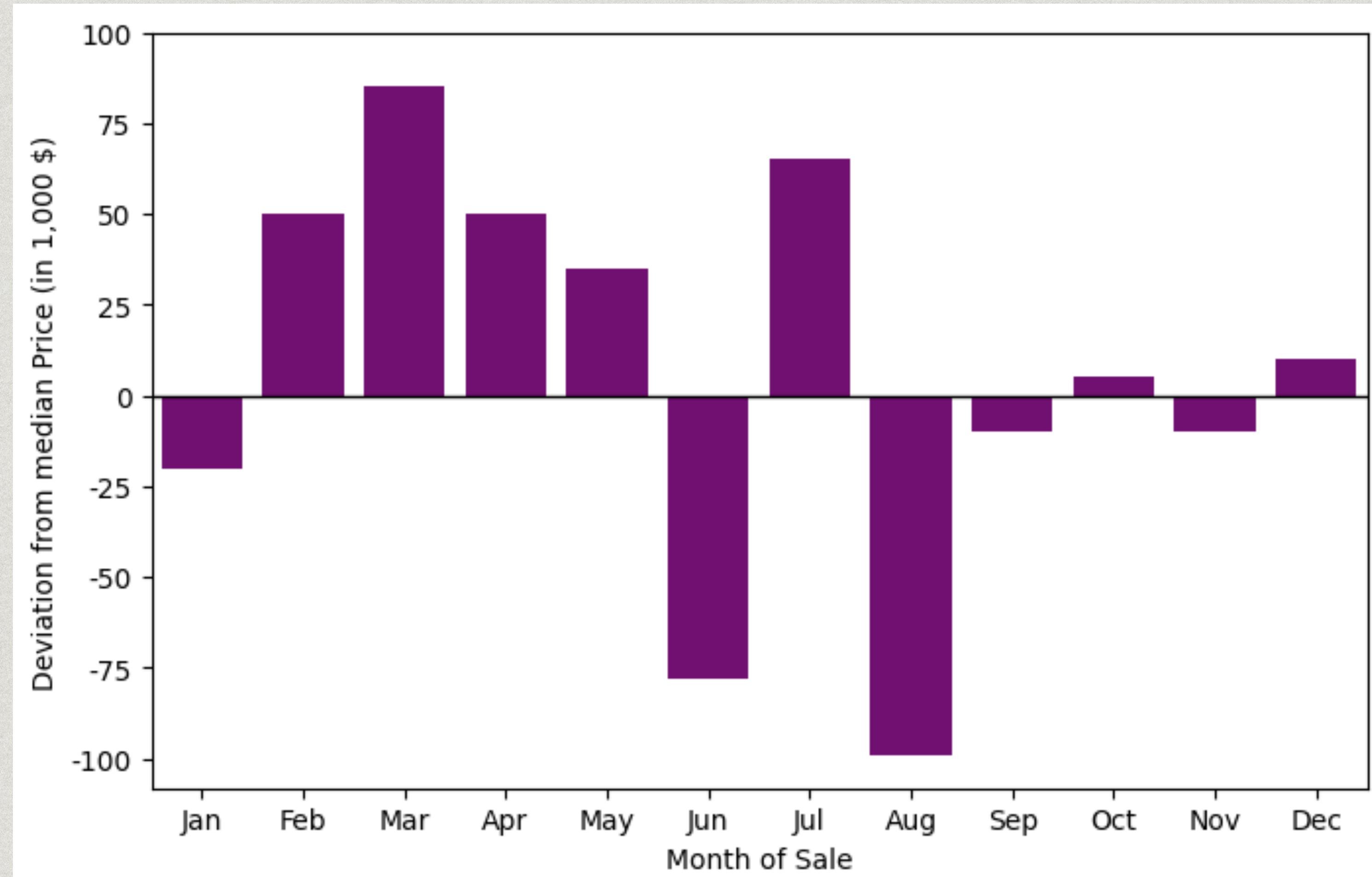
TOP 10%

- * Median \$ 1,070,000



Sell in March, not in August

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



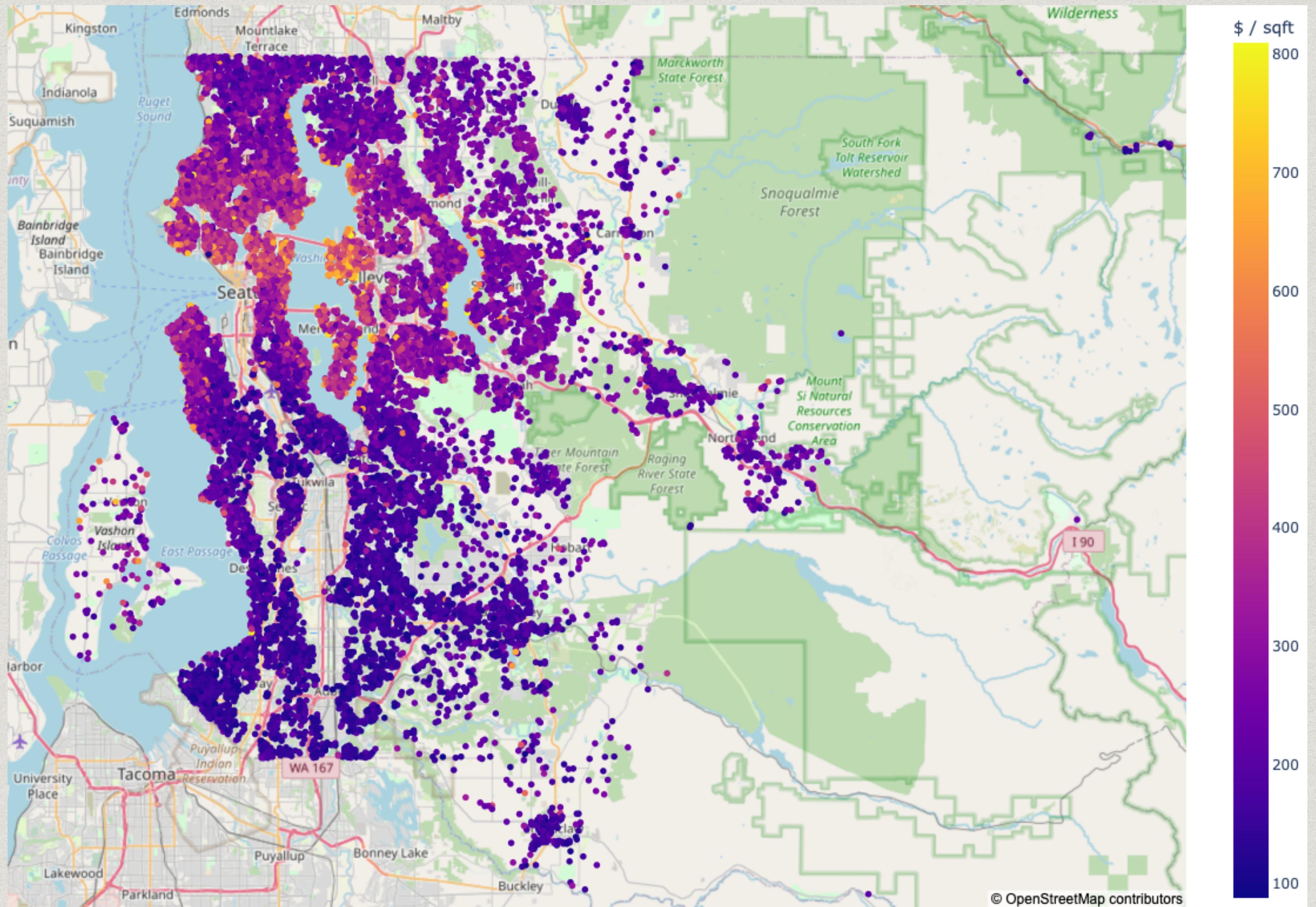
**SELL IN MARCH
AND EXPECT ABOUT \$ 1,155,000 !**



WHAT SHOULD YOU BUY?

THE OUTSKIRTS OFFER MORE SQFT PER \$!

$$r = -.47$$

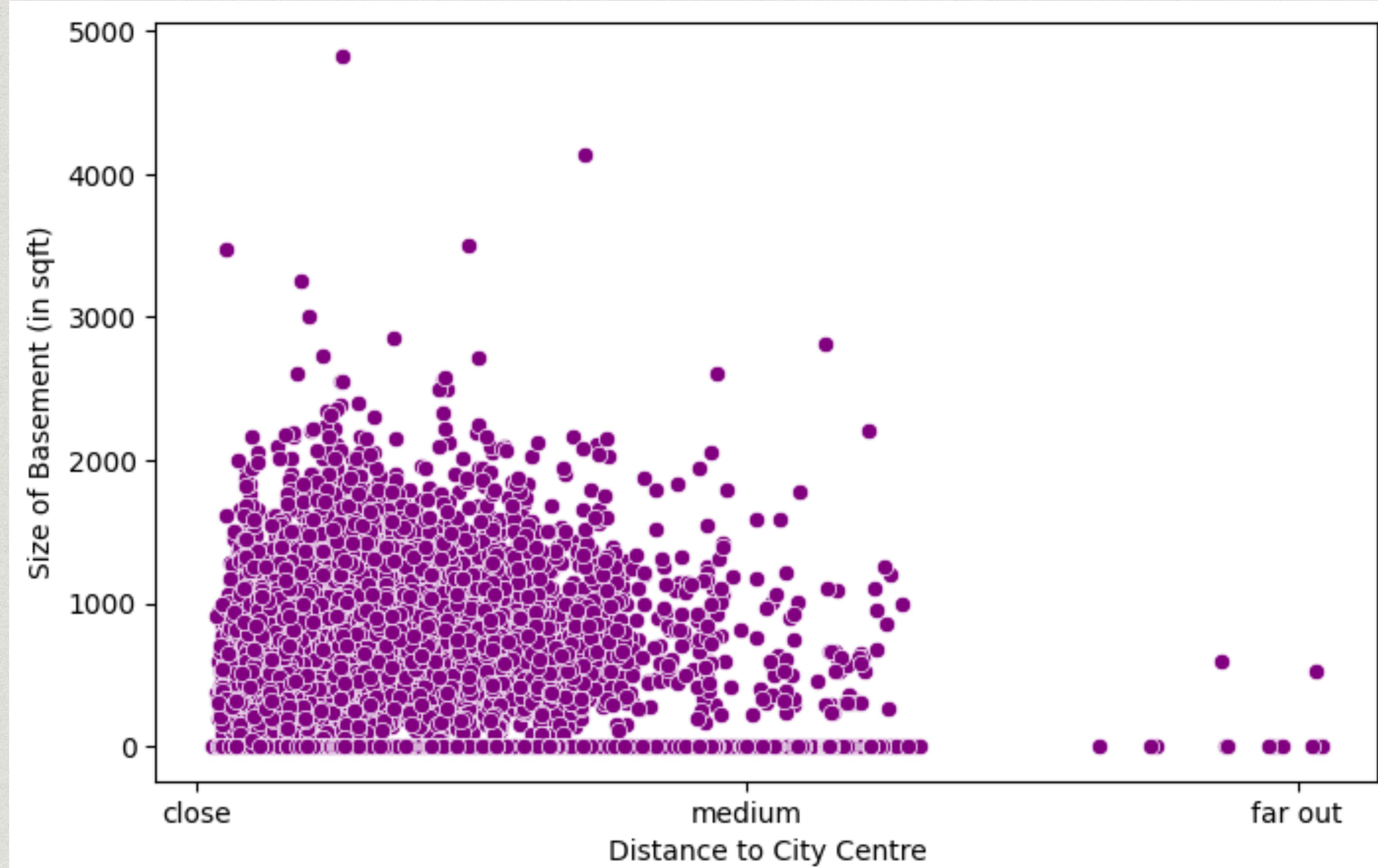


BASEMENTS ARE FOUND EVERYWHERE

...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

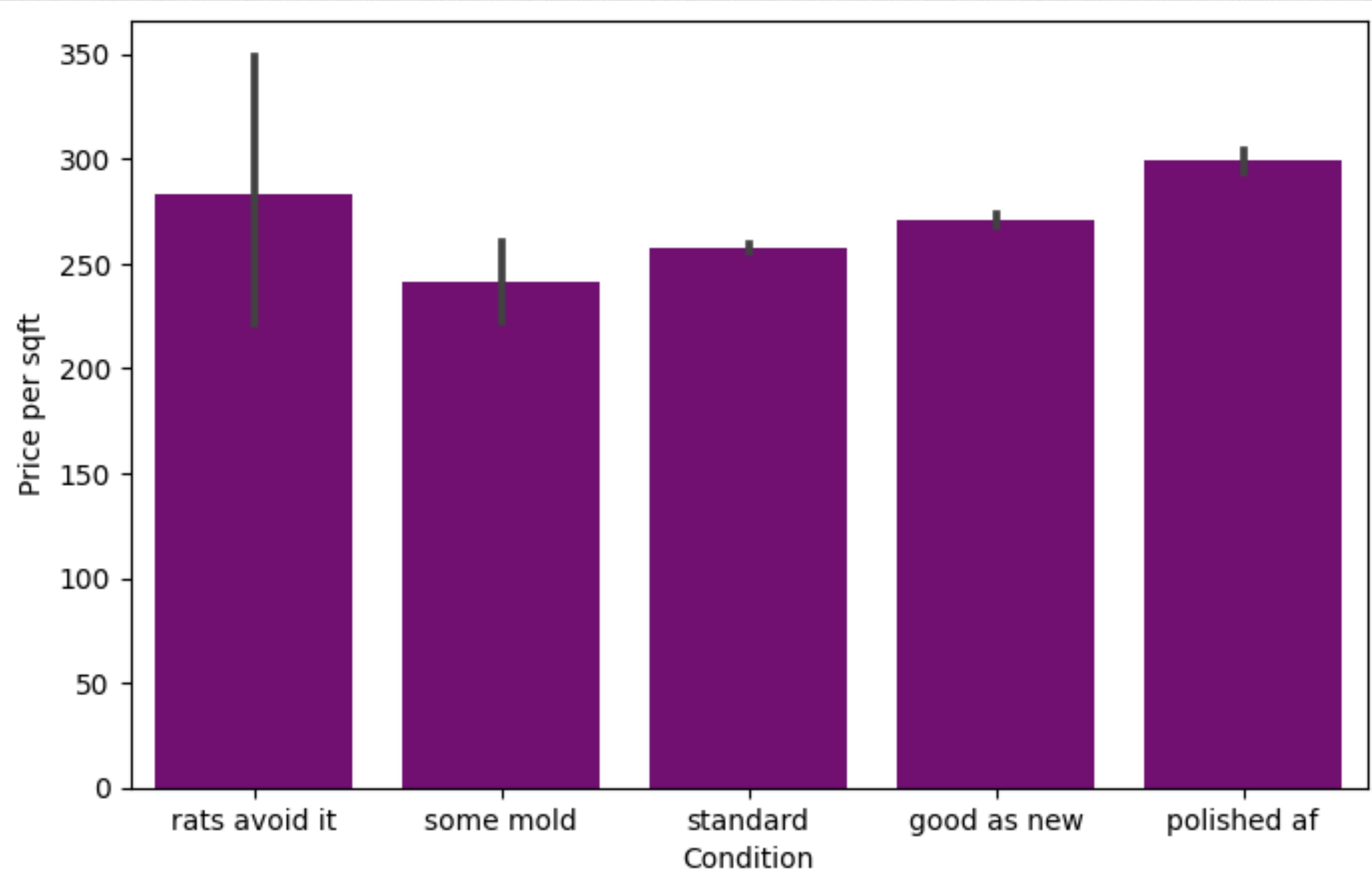
...but not the way
I expected:

$$\rho = .09$$

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:

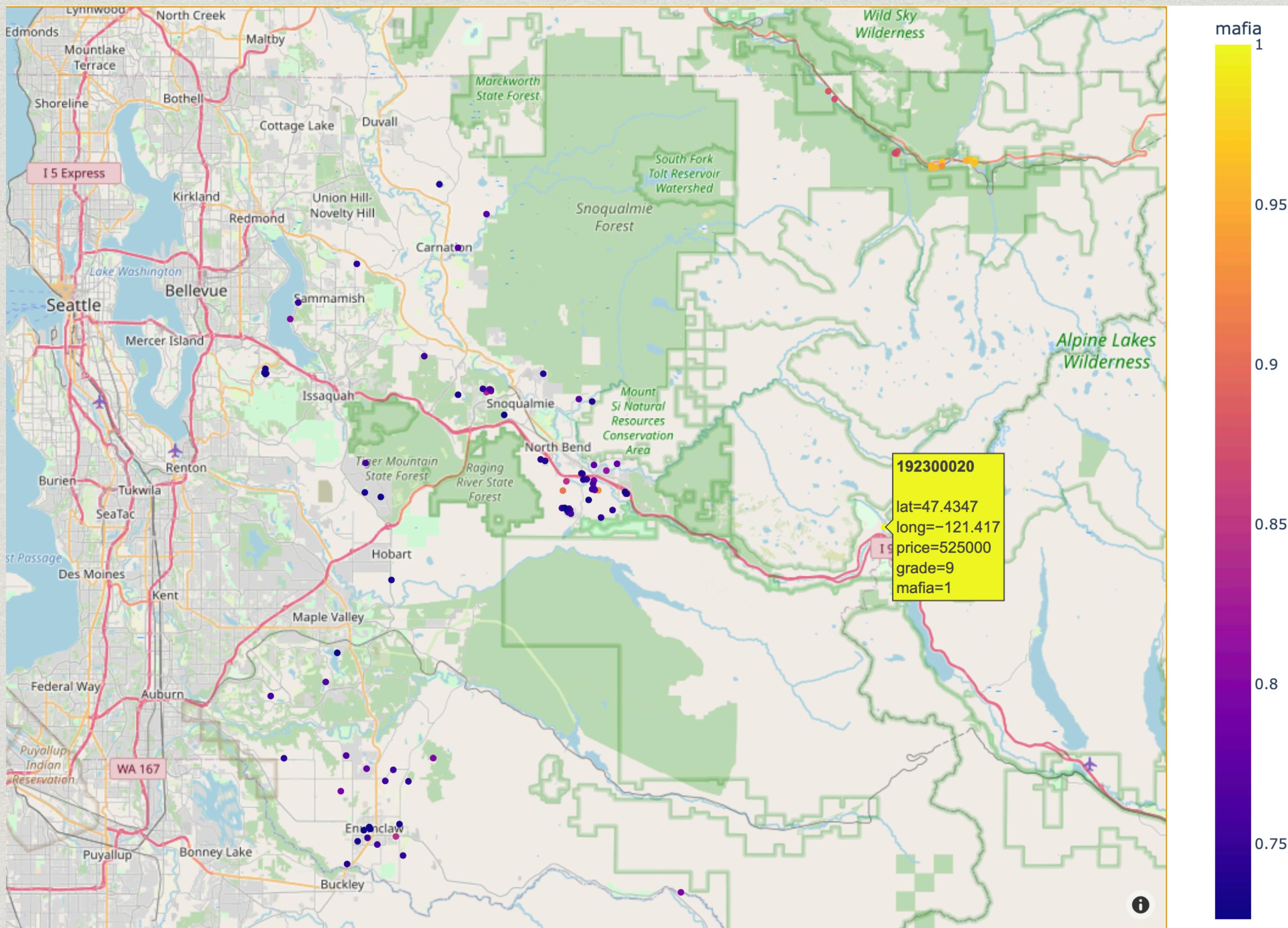
- * Basement size
- * distance to centre
- * averageness in terms of house and lot size

Top 10 M.A.Fi.A.-Houses:

id	date	price	sqft_living	sqft_living15	sqft_lot	sqft_lot15	condition	grade	sqft_basement	yr_built	dist_centre_z	mafia
192300020	2014-05-21	525000.000	2100	2240	10362	11842	3	9	590.000	1998	0.909	1.000
8649401000	2014-10-22	241000.000	1070	970	9750	9750	3	7	0.000	1995	0.996	0.980
8649401270	2015-04-30	167000.000	780	930	10235	10165	3	6	0.000	1989	1.000	0.978
1437500035	2014-10-10	155000.000	1010	830	43056	18297	3	5	0.000	1990	0.999	0.972
7805600070	2014-11-11	200000.000	1320	1320	13052	13052	3	7	0.000	1980	0.963	0.965
8649400410	2015-04-17	375000.000	2140	930	13598	10150	4	7	520.000	1970	0.994	0.964
1437500015	2014-07-09	150000.000	490	800	38500	18297	4	5	0.000	1959	1.000	0.963
2626119028	2015-03-23	160000.000	1140	1140	3240	4700	4	6	0.000	1910	0.951	0.957
2626119062	2014-11-12	155000.000	1300	1300	6098	6849	3	7	0.000	2013	0.951	0.957
5061300030	2014-05-08	134000.000	980	1040	5000	5000	3	7	0.000	1922	0.956	0.956

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!