



# Your new home in the Seattle area

My recommendations for your property search

Customer: Larry Sanders

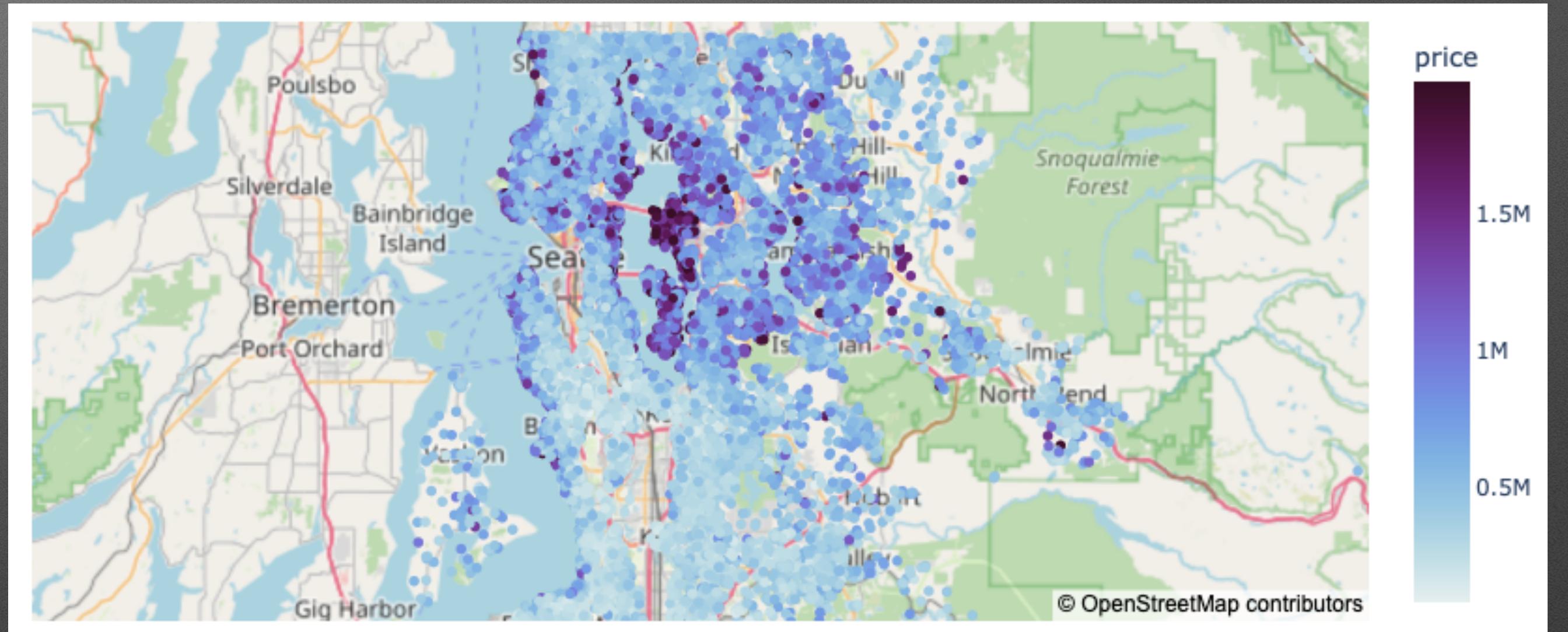
Real Estate Agent: Sarah Wiesner

# What does your perfect home look like?

- Located near the waterfront
- Not too costly
- Nice house with enough rooms for kids and a spacious lot / garden
- Isolated from other houses but in a central neighbourhood without kids

# Let's have a look at the last year

- Real estate data May 2014 to May 2015
- 21,597 house units
- Information on, i. a., price, number of bedrooms, bathrooms and floors, footage of living area and lot, grade, neighbourhood houses characteristics
- Zip code database provided information on demographics (Seattle and surroundings: 98001 - 98199)

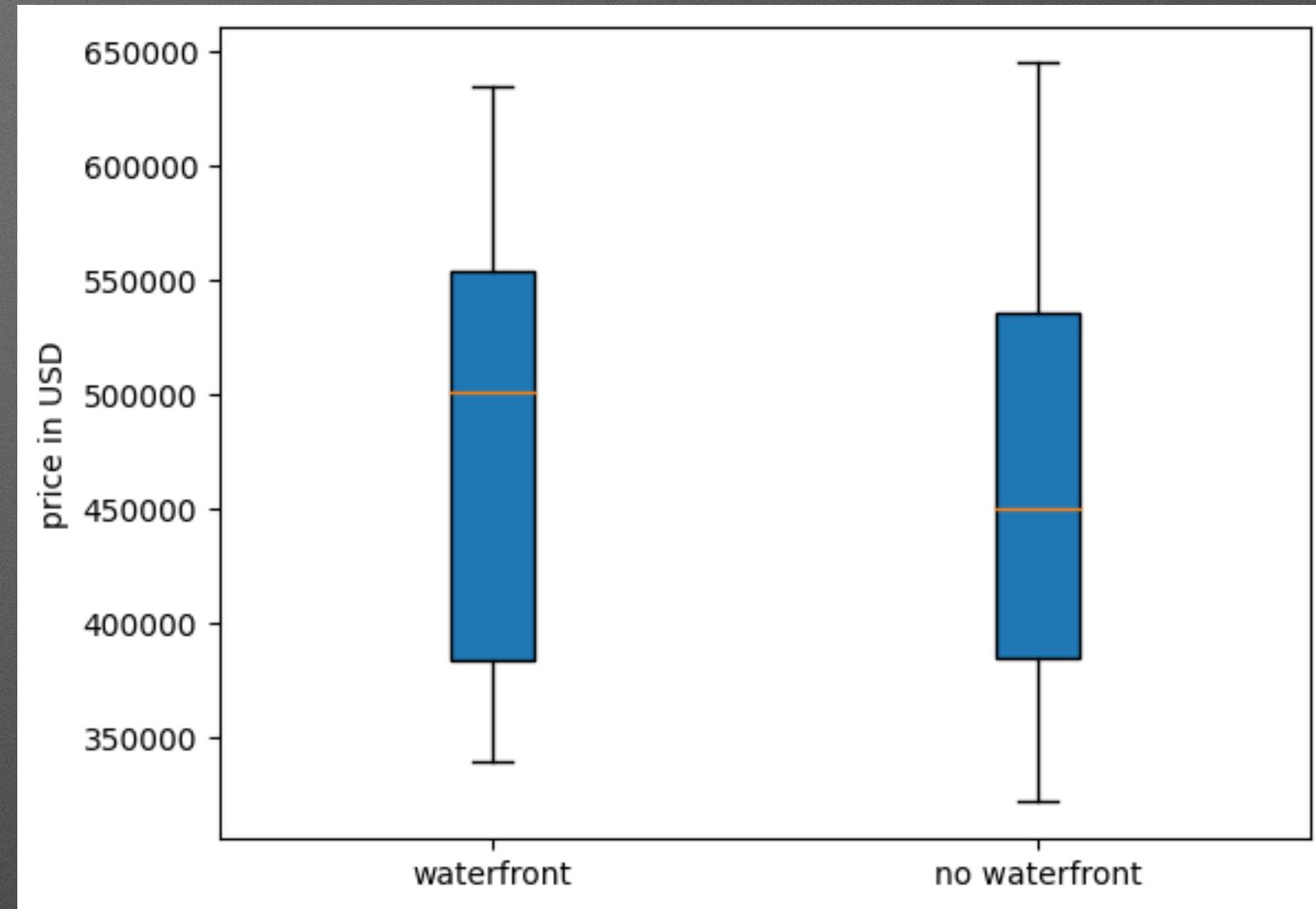


# Main questions I asked myself

- 1) Does the location of a house affect the price?
- 2) Are older houses of less quality?
- 3) Do larger houses have more rooms?

# 1) Does the location of a house affect the price?

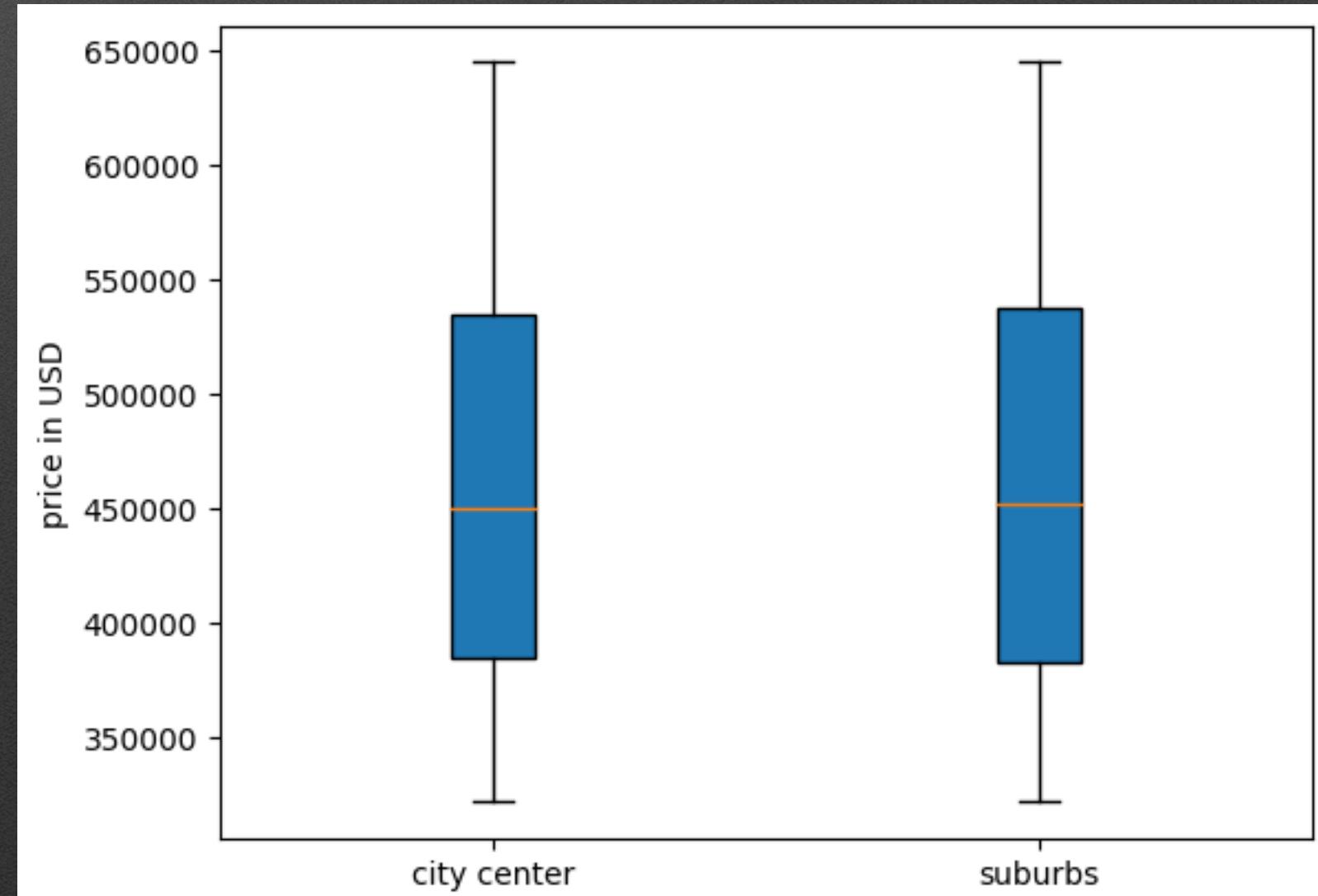
- Hypothesis 1: Houses at the waterfront are more expensive.



- Hypothesis 2: Objects within the suburbs are less expensive.

Data restrictions:

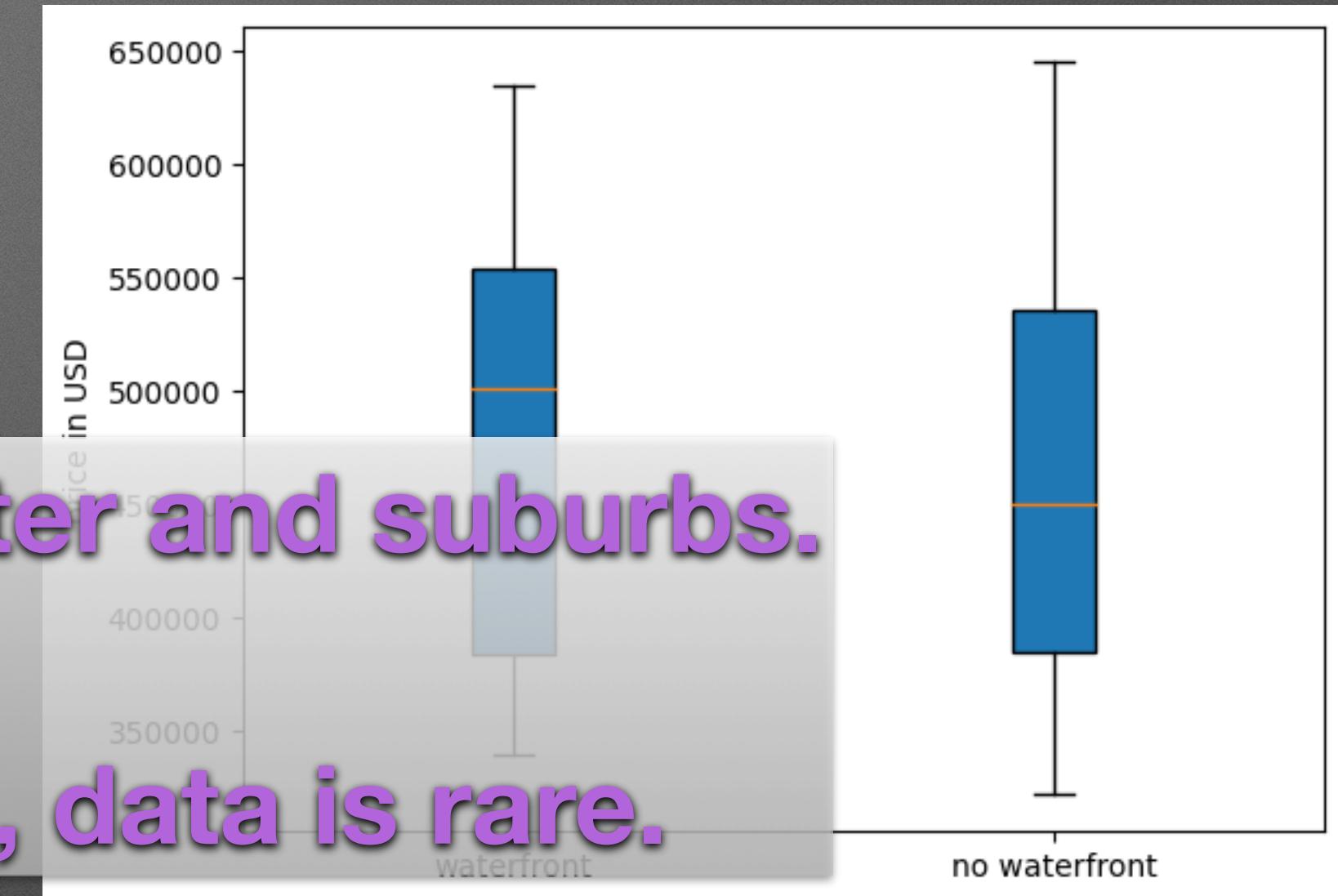
- Not the entire data is used, but only houses within the mid 50 % price range.
- Data on waterfront are not complete (0,01 % located at waterfront according to data)



# 1) Does the location of a house affect the price?

- Hypothesis 1: Houses at the waterfront are more expensive.

No difference in price between city center and suburbs.

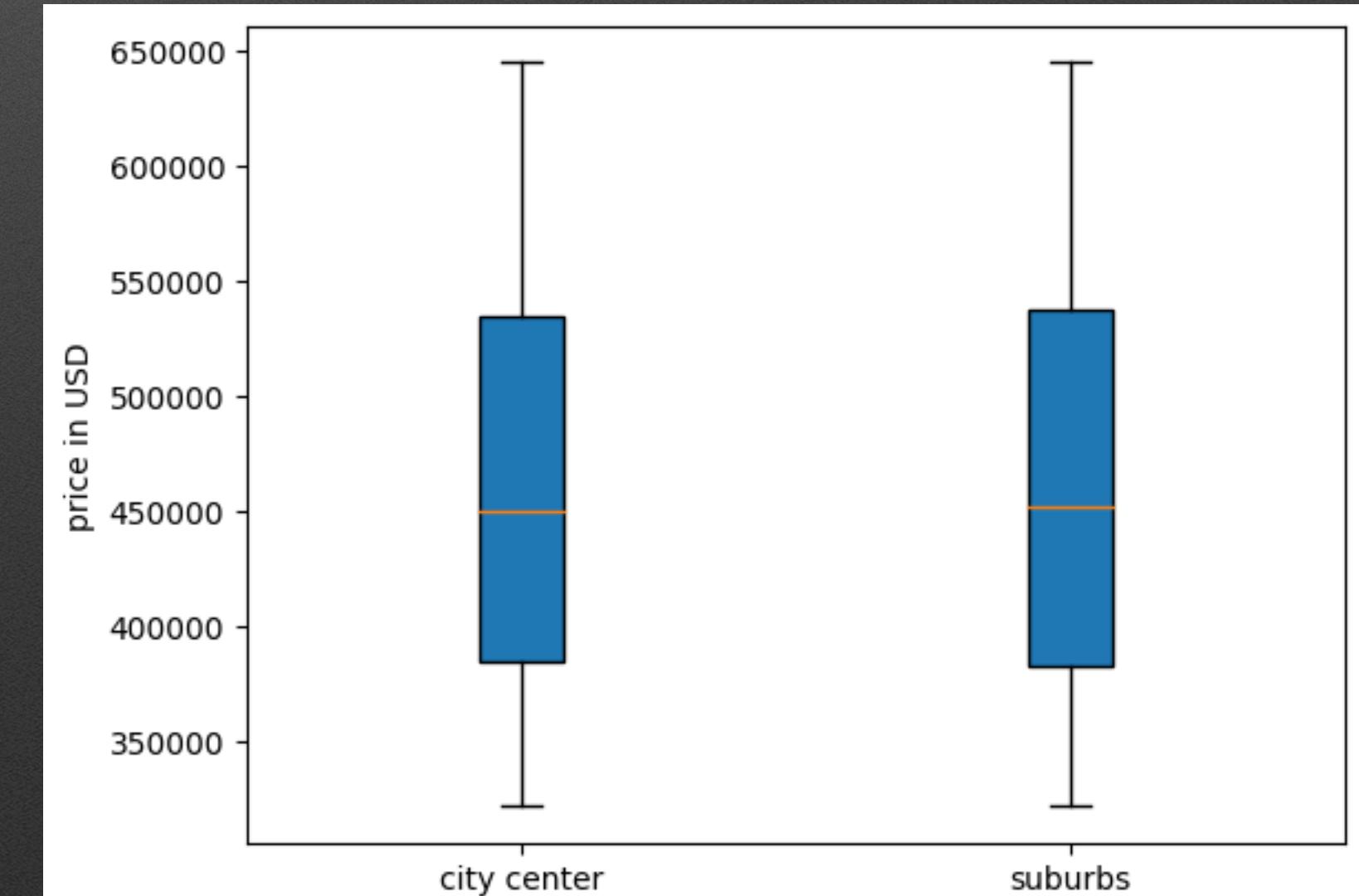


Waterfront might be more expensive, data is rare.

- Hypothesis 2: Objects within the suburbs are less expensive.

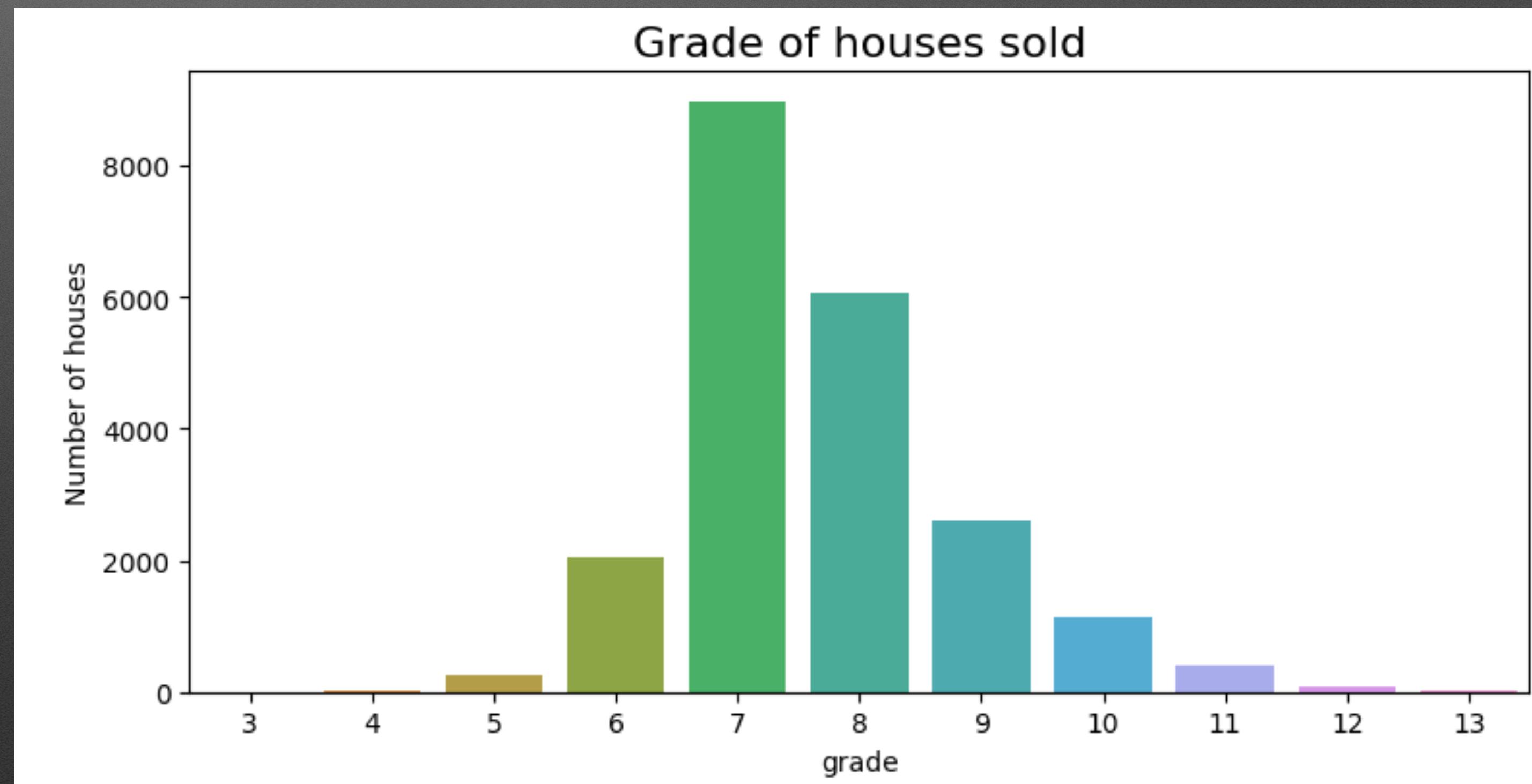
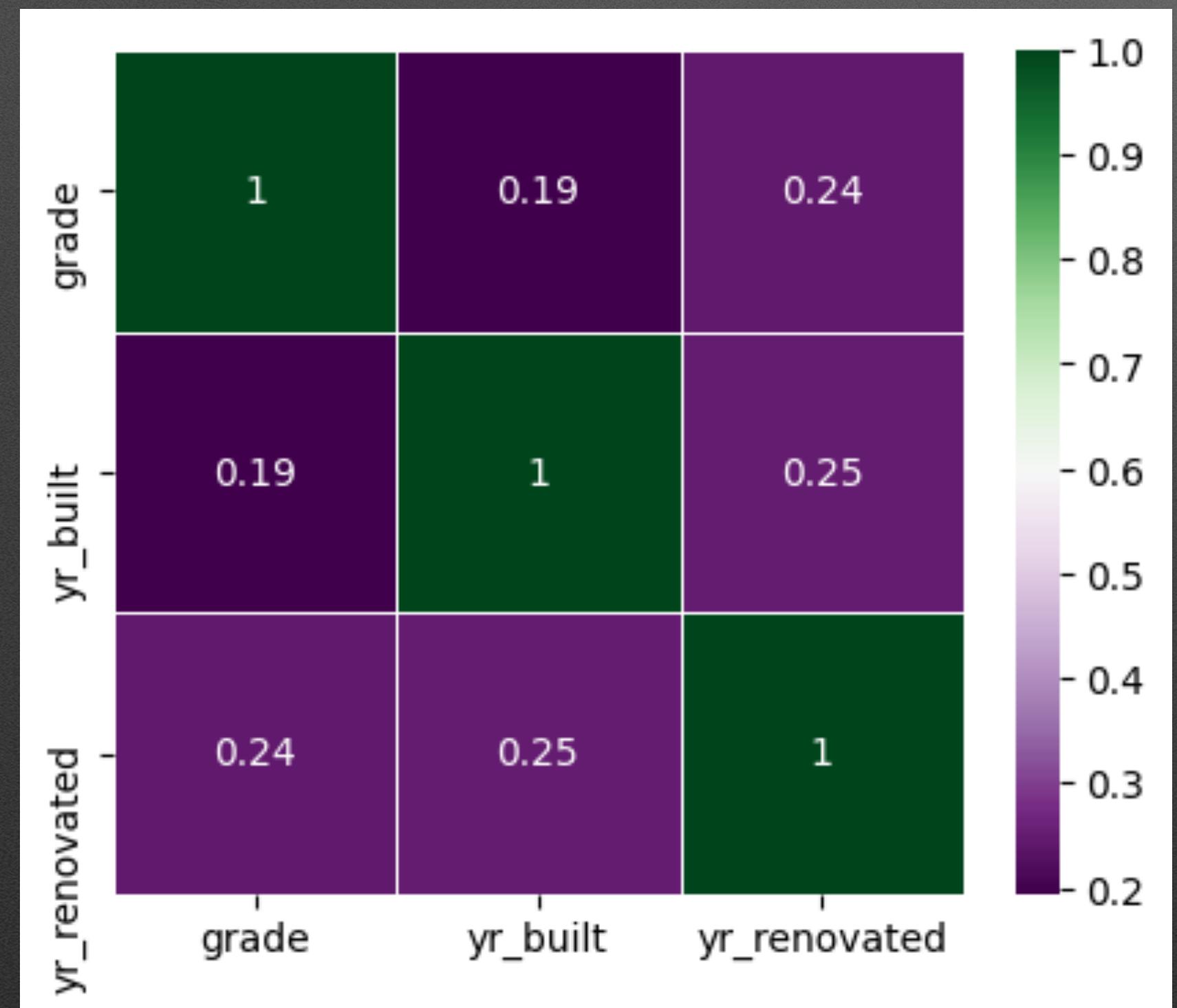
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## 2) Are older houses of less quality?

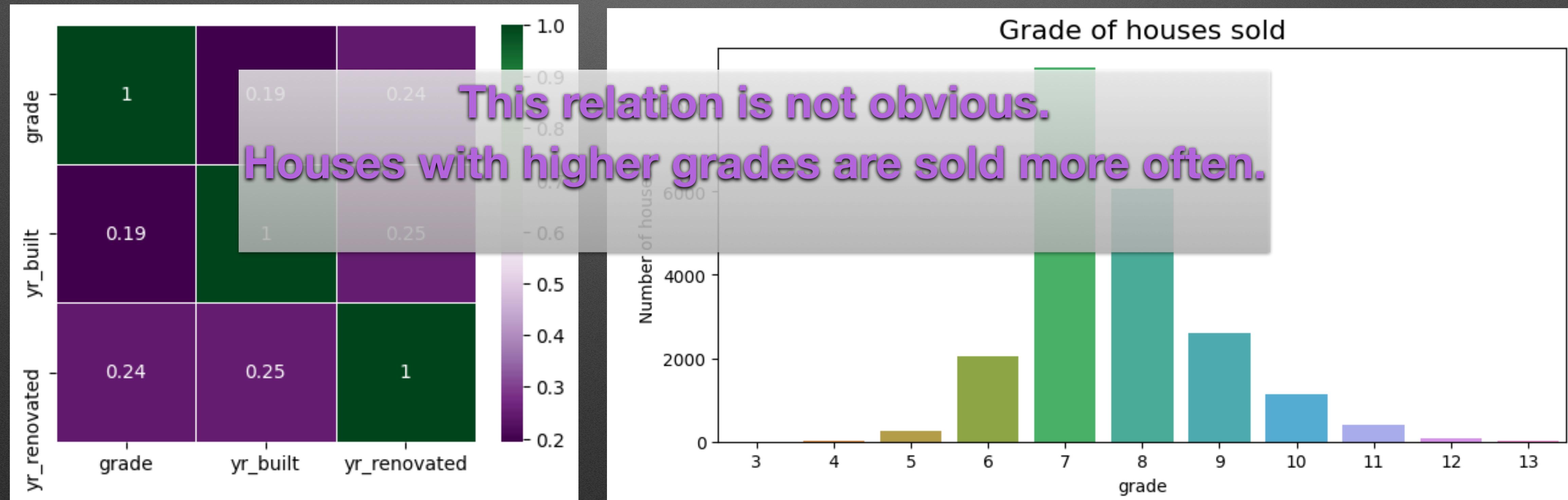
- Hypothesis: The grade of the housing unit is depending on the age and the year of the last renovation.



7: average grade of construction and design, commonly seen in plats and older sub-divisions  
8: just above average in construction and design

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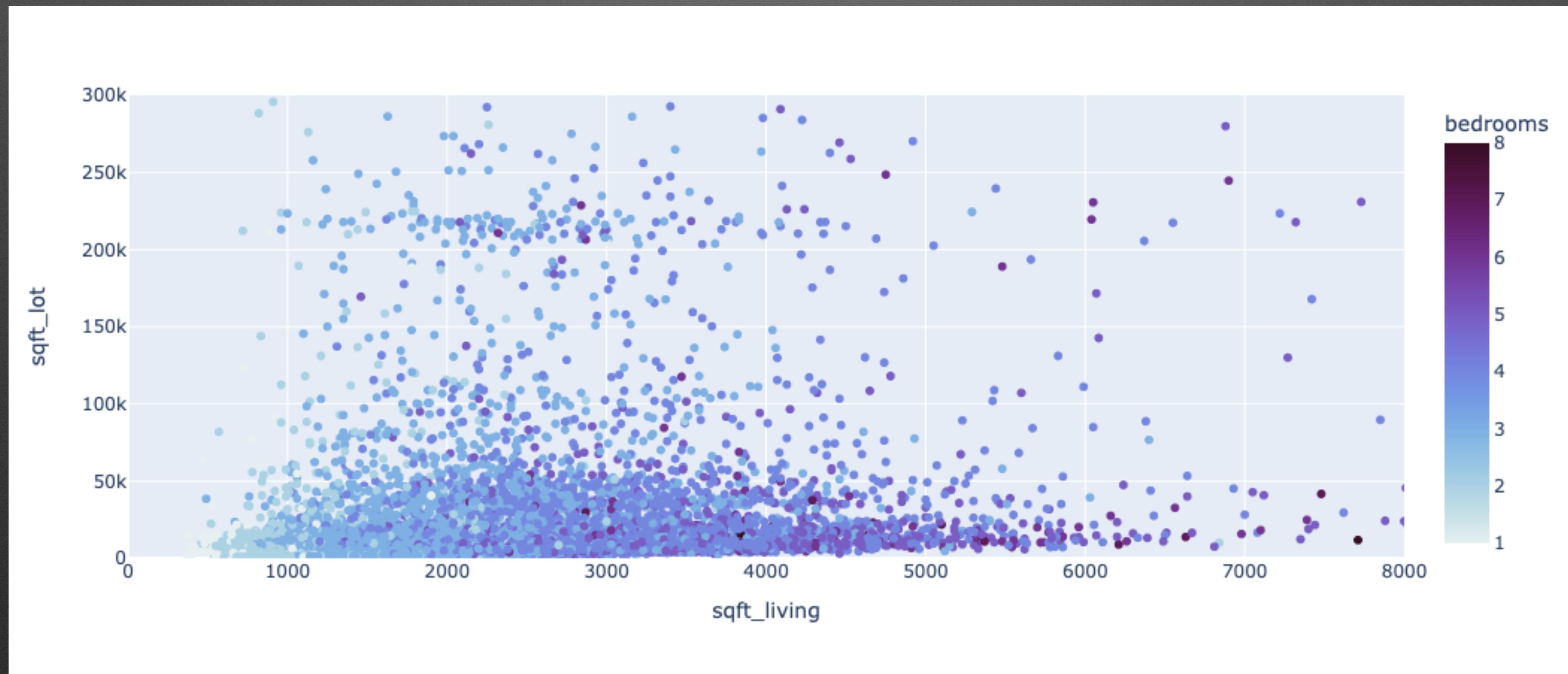


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# Your needs and my recommendations

Data filtered by:

- **Not too costly:** house price is below the average price of houses sold in the last year (540,296 USD):  
13,680 houses = 63 % of the houses sold in total left
- **Nice and spacious:** house has at least 4 bedrooms and 2 bathrooms, lot is larger than average lot, age is not relevant:  
3,033 houses sold left
- **Isolated:** The square footage for the nearest 15 neighbours are less than average (small houses are less likely owned by families with kids)  
289 houses sold matching the neighbourhood criteria
- OR zip areas with households with kids less than households without kids  
742 houses sold matching the kids free neighbourhood criteria
- **Waterfront:** not realistic in this price range and with these criteria, but close to the bay is possible

# Suggestion

