



Neue Fische Data Science Program

King County House Price Project

Delivered by:
Sebastian Siegler



Problem Statement:

You plan to buy or sell a house?

Prices for houses in King County vary to a great extent

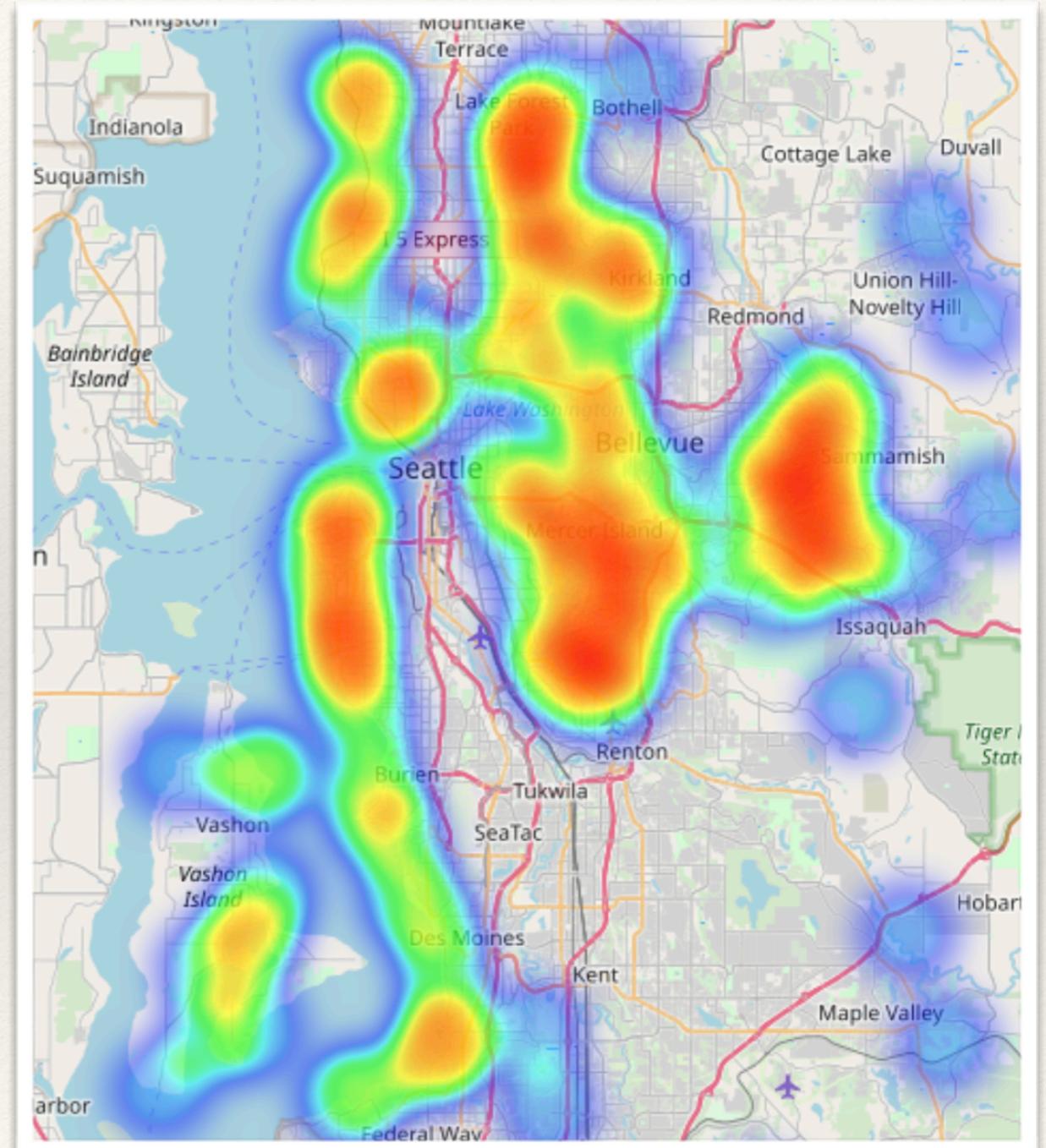
How do you know what is a fair price?

Many factors to think about:

Location	Bathrooms
Bedrooms	Grade
Floors	Living Area
Condition	

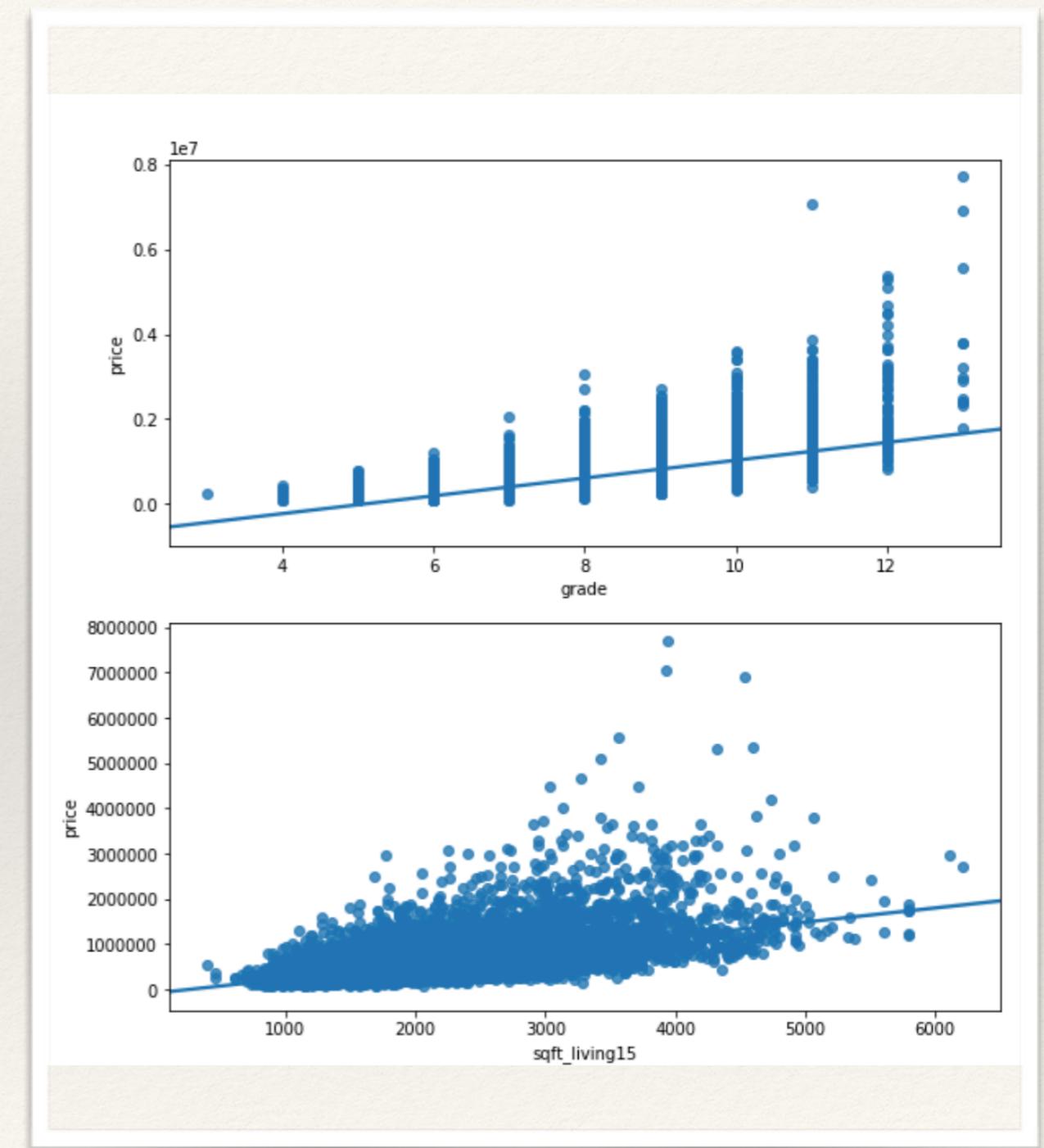
Business Value

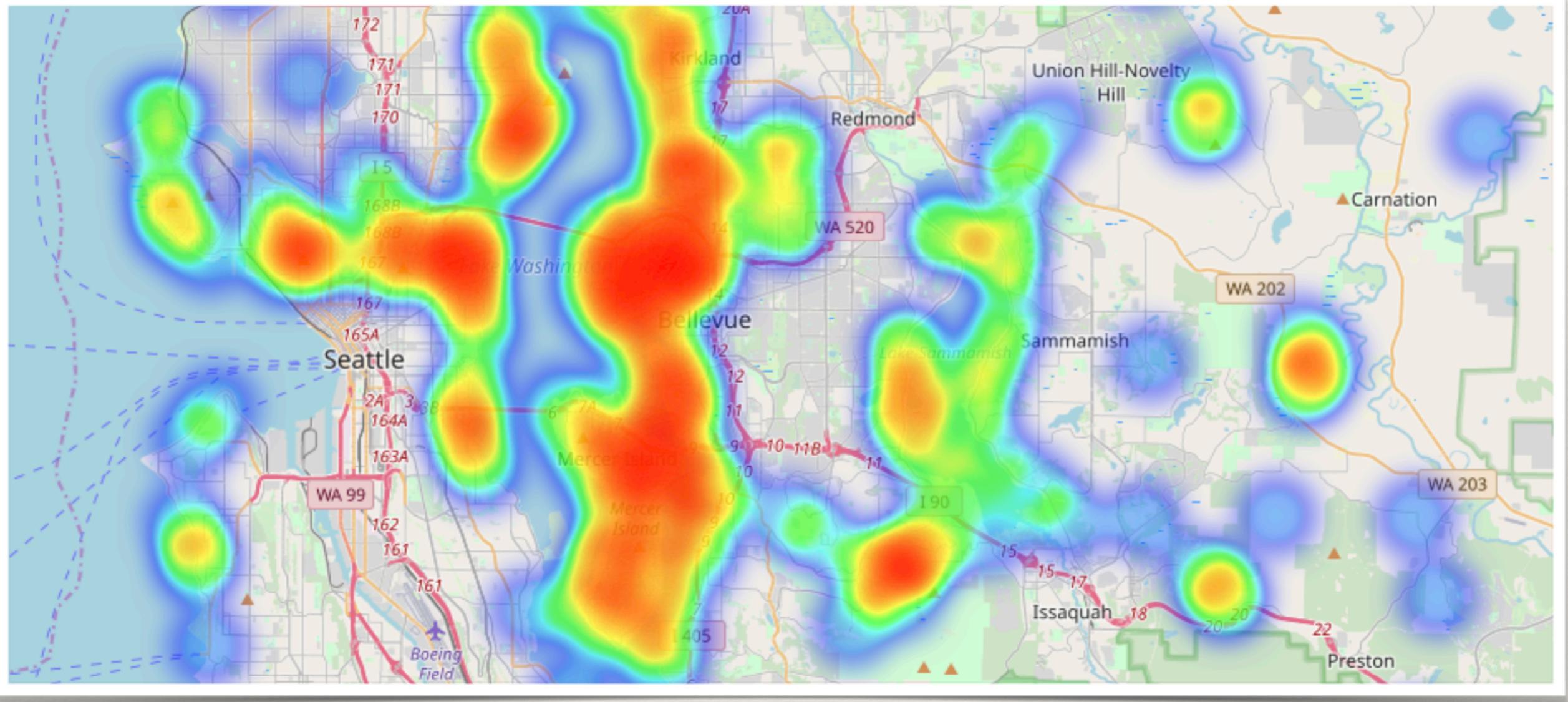
- ❖ We can show you
 - ❖ where to find the house that fits your needs
 - ❖ How to increase selling prices
 - ❖ Where still to find good investment opportunities
 - ❖ How to predict a possible sales price



How do we proceed?

- ❖ Analysis of the last 21000 house sales in King County
 - ❖ By means of exploratory data analysis
 - ❖ Analysis of more than 20 factors influencing sales prices
 - ❖ By conducting statistical methods to predict prices





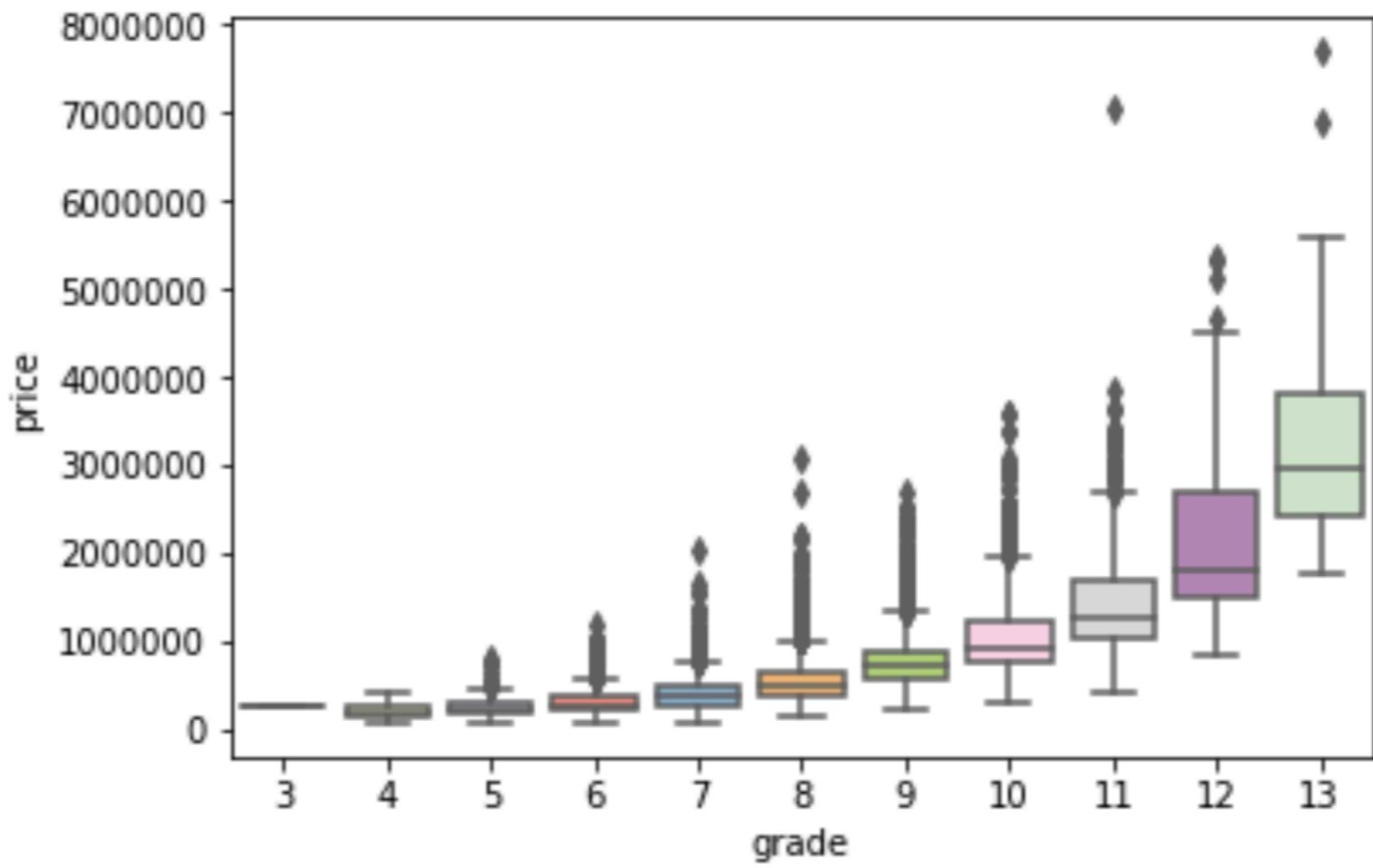
Recommendation 1: Location matters

Significant price differences between:

- North and South
- Location at waterfront
- Properties with great view

If interested in high value properties aim for the area around Lake Washington

... or in the south or west if budget is limited



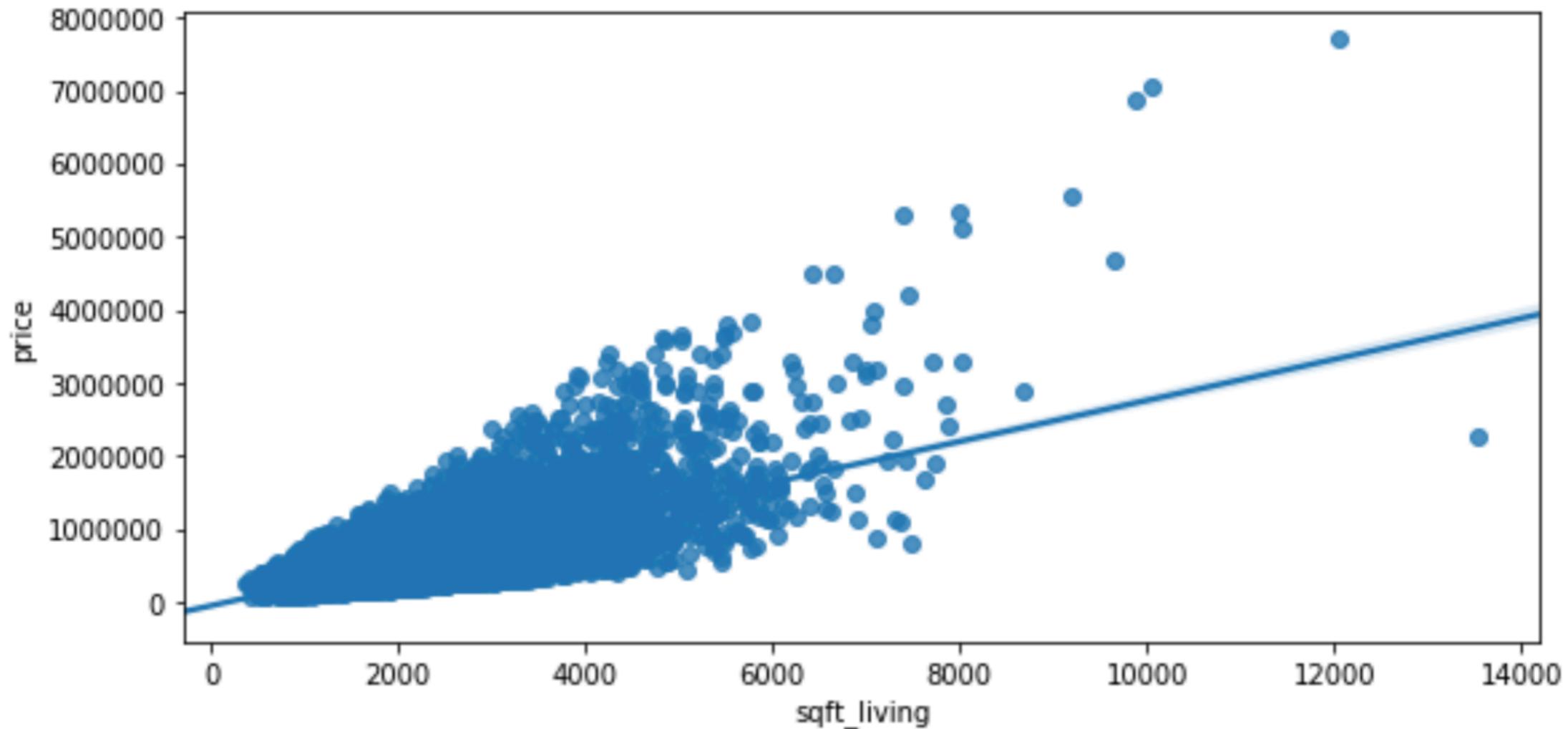
Recommandation 2: Grade is an important factor

Sales prices rise tremendously with increasing grades

Especially high price jumps with higher grades

In case you want to sell try to renovate as to aim for a higher grade

... or if you want to buy try to find a house with lower grade and renovate yourself



Recommandation 3: Living area matters

Living area is an important determinant for the sales price

Small houses are available at considerably lower prices than larger ones

Living area is much more important than lot size

If possible, try to increase living area by means of an annex to the existing building

... or if you want to buy a house you might look for a large basement and smaller living area

Summary

- ❖ Delivery of detailed expertise of the King County housing market
- ❖ Recommendations for our clients
 - ❖ Importance of location
 - ❖ How does grade influence the sales price
 - ❖ Living areas matters a lot





Future Work

The dataset completely lacks macroeconomic factors like:

- Mortgage interest rates
- Consumer sentiment
- Disposable income
- Tax treatment of real estate

Including these macroeconomic factors into future analysis would certainly improve the results

Thank You

