

# neue haeuser real estates



Till Meineke, 11.08.2023

## Introducing the Client:

Amy Williams	Seller	<ul style="list-style-type: none"><li>- Italian mafiosi</li><li>- sells several <b>central</b> houses (top10%) over time</li><li>- needs average <b>outskirt</b> houses over time to hide from the FBI</li></ul>
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## Introducing the 3 main Questions:

- Q1:  
What is the average price for the top 10% houses in the center over time?
- Q2:  
What is the average price for average houses in the outskirts over time?
- Q3:  
What are average houses in the north of Seattle to "quickly" escape the police to Canada?



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# Introducing: dataset

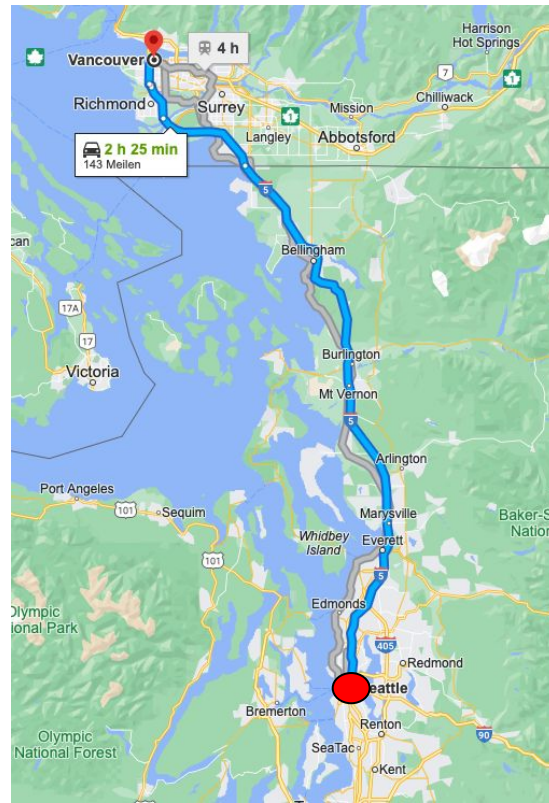
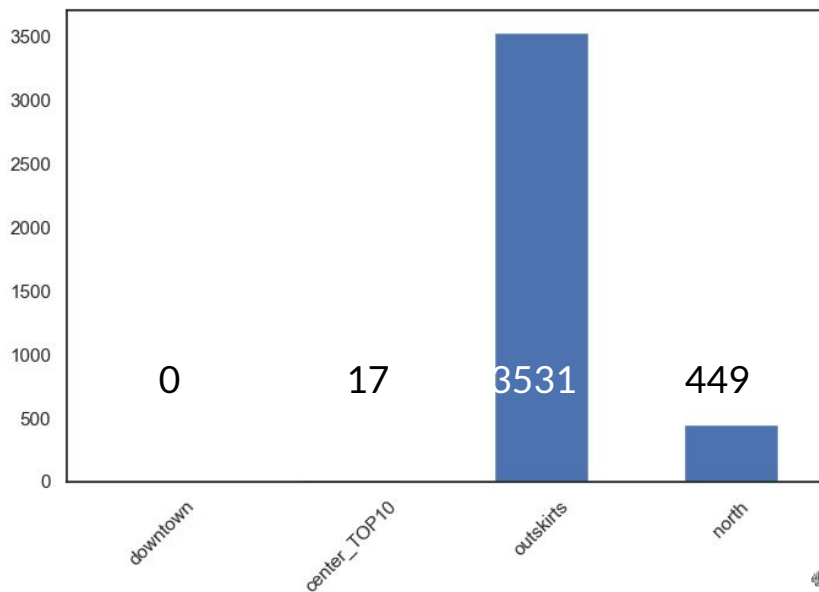
- time span:

Min date: 2014-05-02      Max date: 2015-05-27

- location:

Seattle, King County (USA), downtown, center, outskirts (north)

- size:



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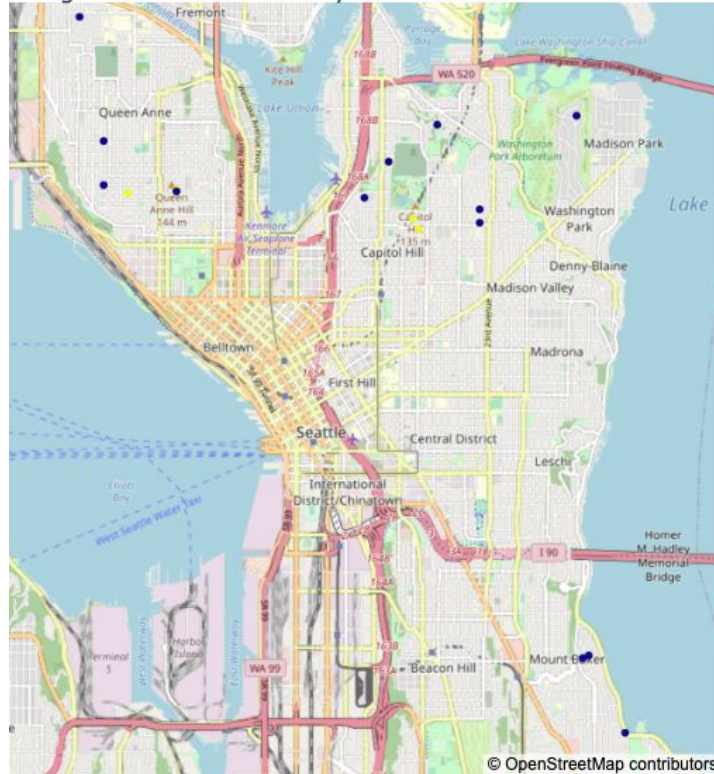
# Intro Grades

- |7| Average grade of construction and design.
- |11| Custom design and higher quality



## Q1: What are the top 10% houses in the center?

Houses in center of Seattle  
grade  $\geq 11$  colored by condition



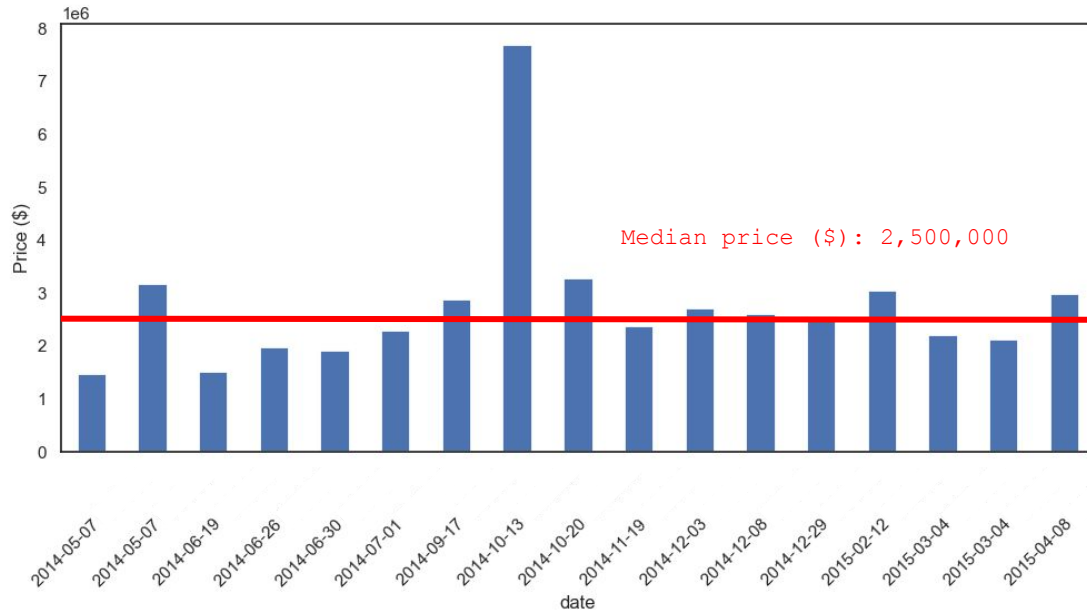
Insides: only 17 houses



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Q1: What is the **median price** for the top 10% houses in the center over time?

Insides: only 17 houses



Recommendation:

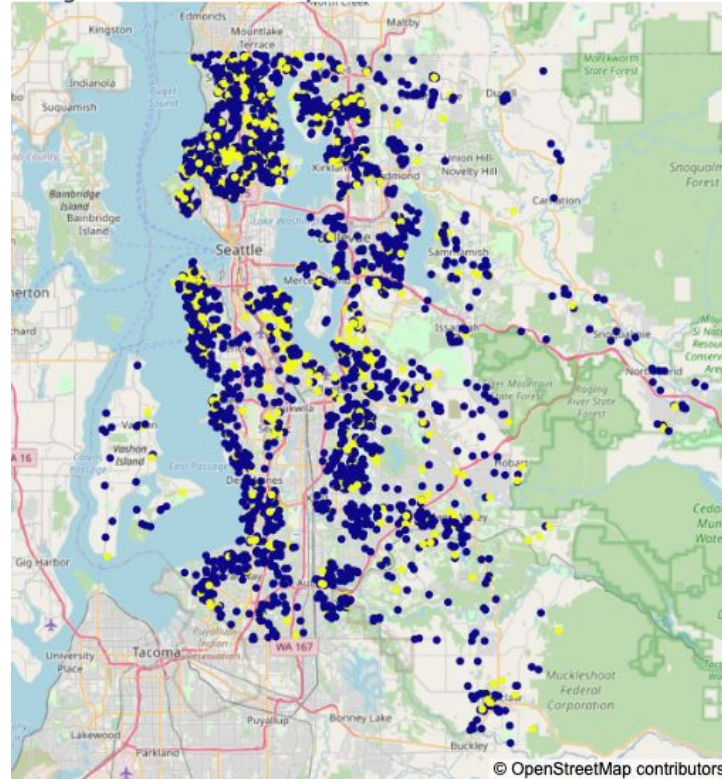
- sell in autumn
- don't sell in spring



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## Q2: Where are the average houses in the outskirts?

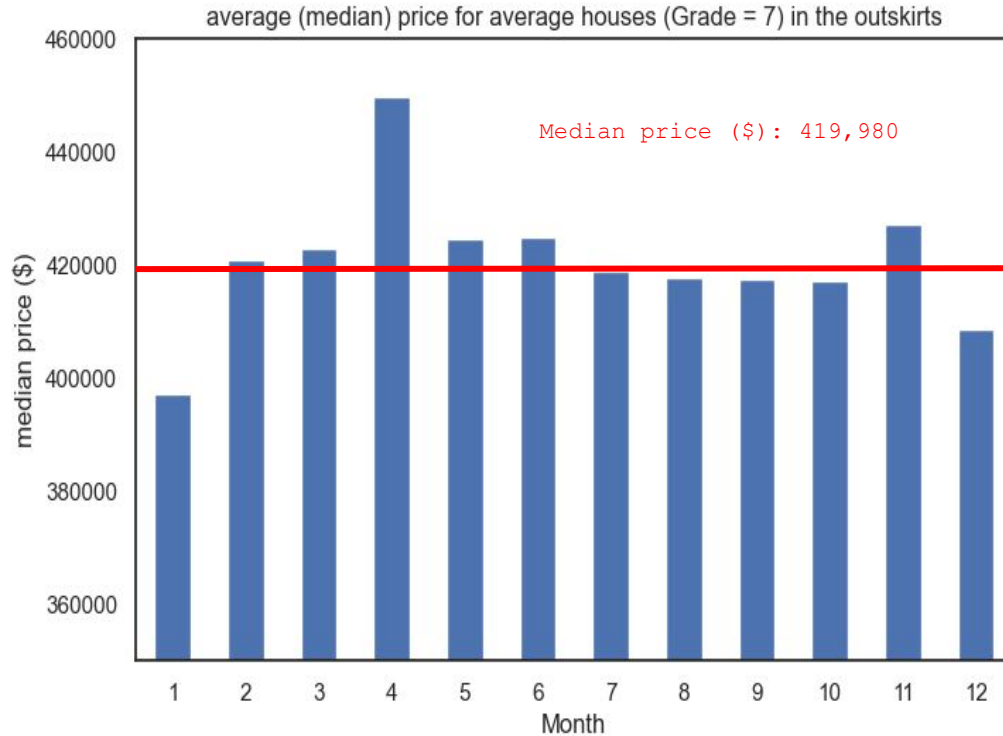
Houses in outskirts of Seattle  
grade = 7 colored by condition



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## Q2: What is the **median price** for average houses in the outskirts over time?



Recommendation:

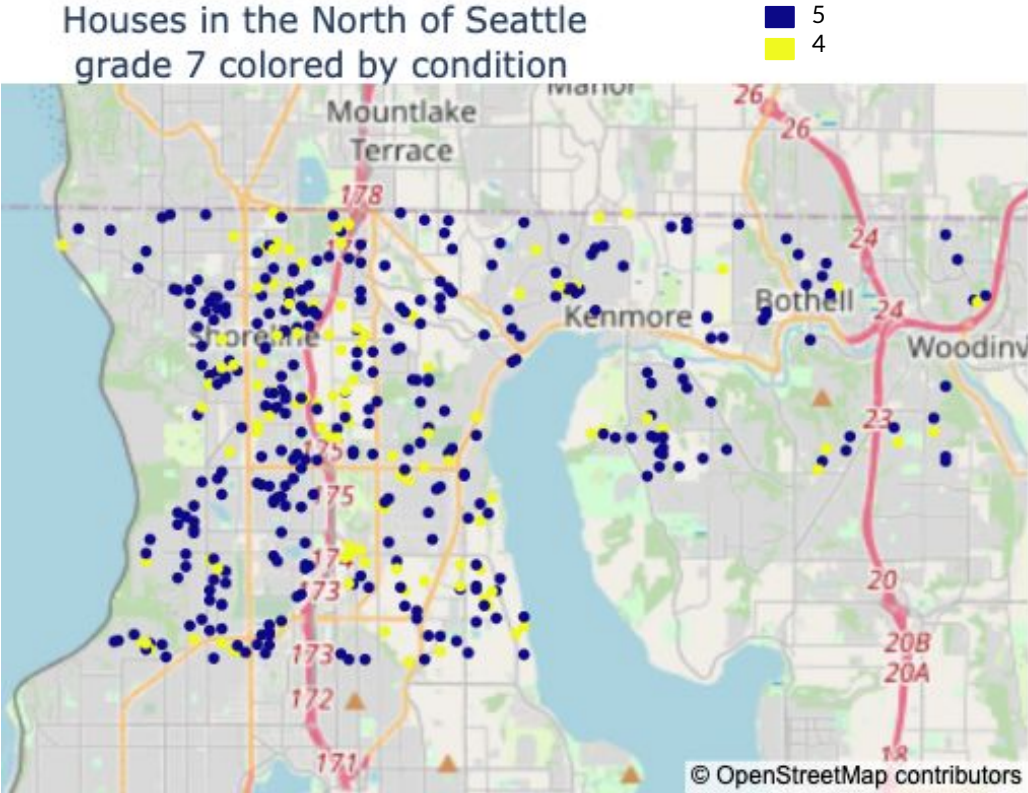
- buy in december or january
- sell in april



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**Q3: What are average houses (Grade = 7) in the north of Seattle (close to highway) to "quickly" escape the police to Canada?**

Number of houses: 449  
Median price (\$): 405,000



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## Recommendations:

Top10% houses in the center:

- sell in autumn
- don't sell in spring
- median price (\$): 2,500,000

Average houses in the outskirts:

- buy in december or january
- sell in april
- median price (\$): 419,980

Average houses in the north:

- cheaper than average outskirts
- median price (\$): 405,000



### **Future work:**

- selecting fitting houses
- refining customer needs

