

## **Problem Statement**

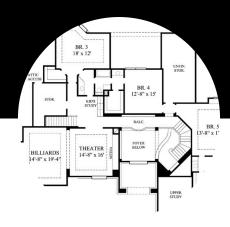
Maximization of the profit when selling a house in King County



## **Business Value**



Price estimates

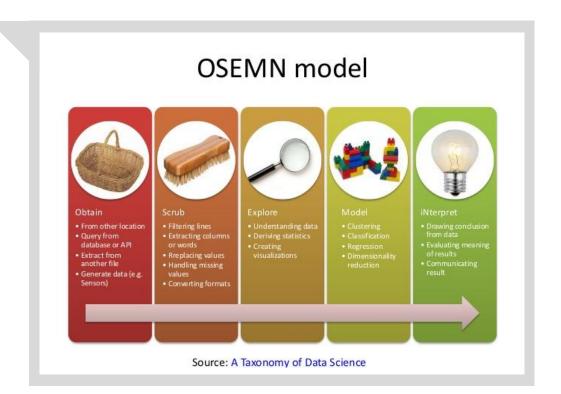


Impact of certain features

# Methodology

Model: Multivariate Linear

Regression



#### **Best Location**

Prices for square feet ranges from **\$87** to **\$810**. Darker spots on the map identify premium locations with properties over \$3m dollars (Medina, Madison Park)

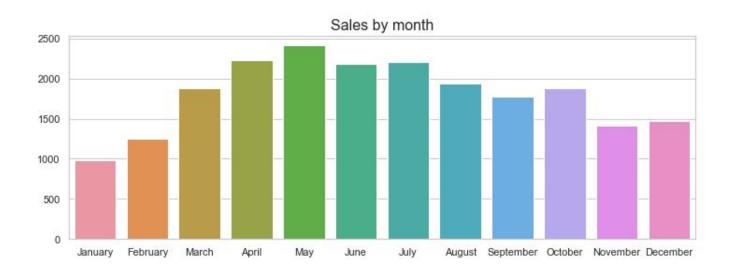






### Best time to sell the house

Real estate market has higher activity from April till July



# Additional Recommendations

- List house online
- Use of quality photos, virtual open house, drone videos and staged homes will increase sales price and shorten time of the house on market

## **Future Work**

- Investegate potential profit from investing in perspective locations
- Calculate cost efficiency of renovation