Loan Shark Looking for Alms

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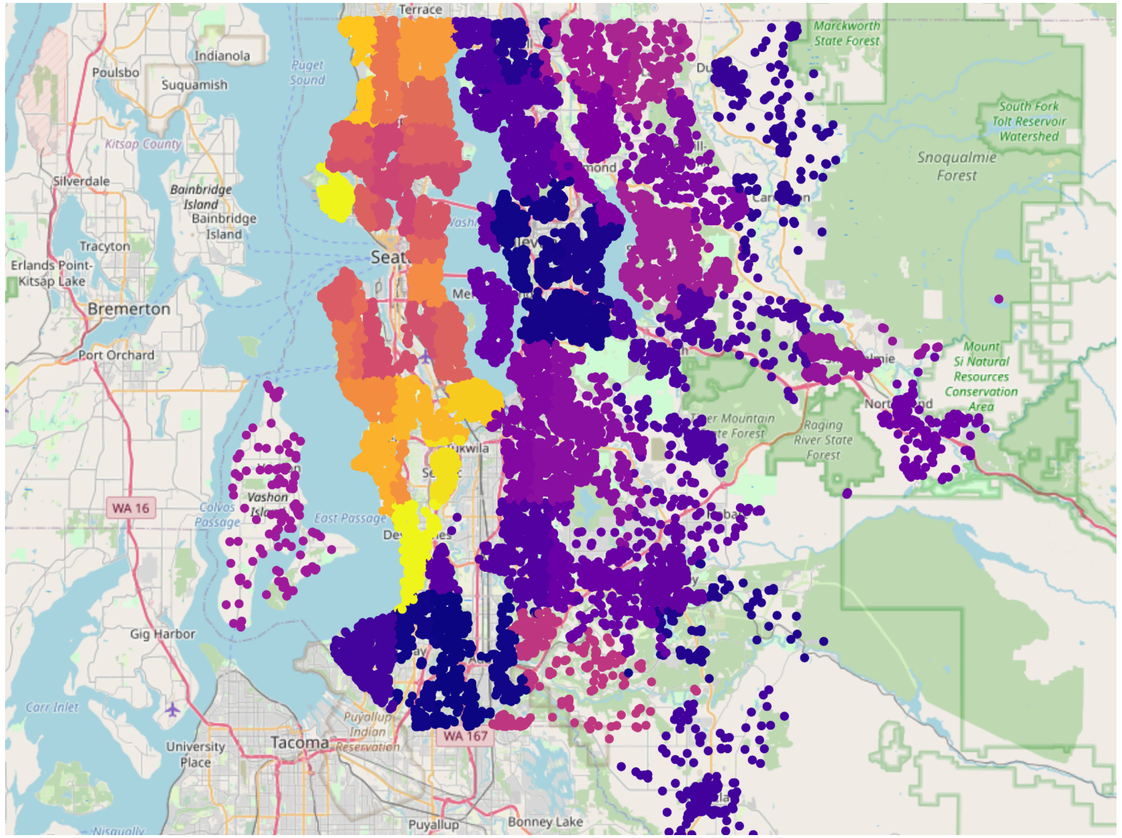
Buy low, sell high

Invest with big returns,
wondering about **renovation**?,
which **Neighbourhood**? **Timing**?

The Data

Housing data from Kings County

- May 2014 - May 2015
- 21547 entries with 21 columns (criteria)

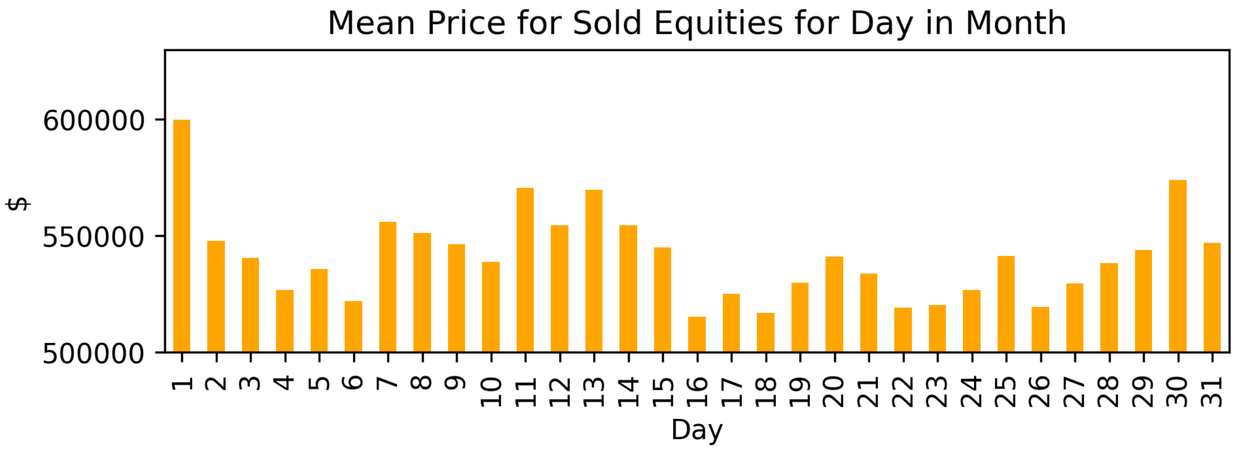


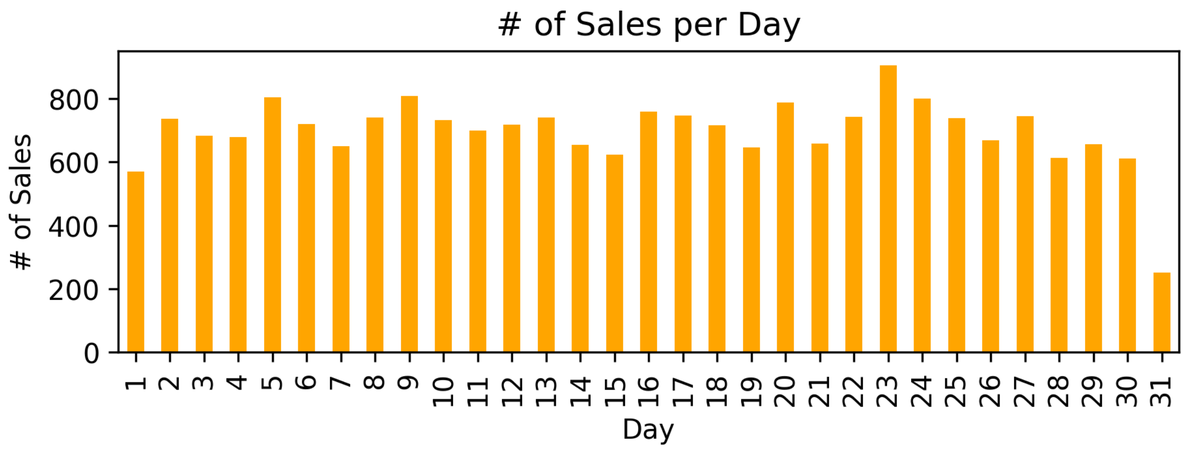
Working Hypotheses

1.) Timing within a year has a minor impact on the selling Price/overall return.	**H1**: Timing within a year has a minor impact on the selling Price/overall return. -> Mean prices of equity within a month/year/day.
2.) Does the neighbourhood impact the price and ultimately the overall return? (GEO)	**H1**: The neigbourhood of a real estate dictates the overall return. The higher the price the higher the return. -> Searching for duplicates in the dataset and focus on expensive houses.
3.) Does renovation impact the prices?	**H1**: Year of renovation or completion impacts the selling price for expensive houses. -> Search duplicates and check whether renovation took place within the dataset period.

Timing

Buy at the first day of a month and sell in the middle of a month

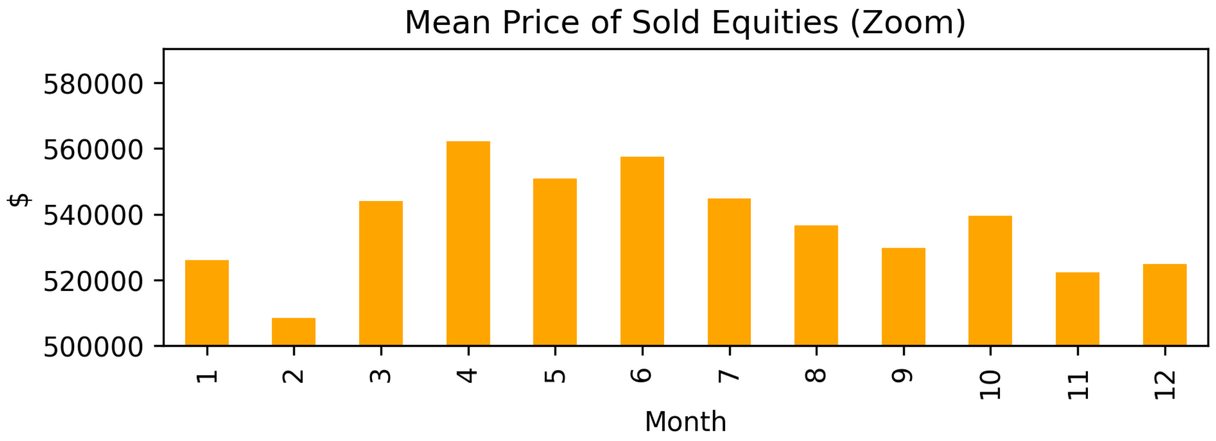


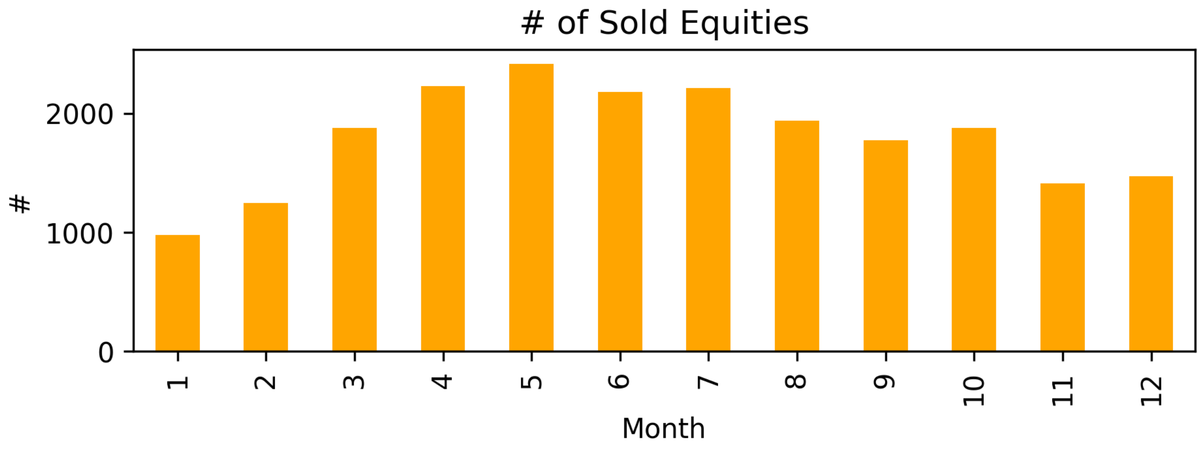


- Few month have 31 days, therefore the lower transaction number
- 1st day of a month achieved the highest selling prices
- Buying a house between 16 - 18 day

Timing

February with lowest real estate prices, while April tops the list

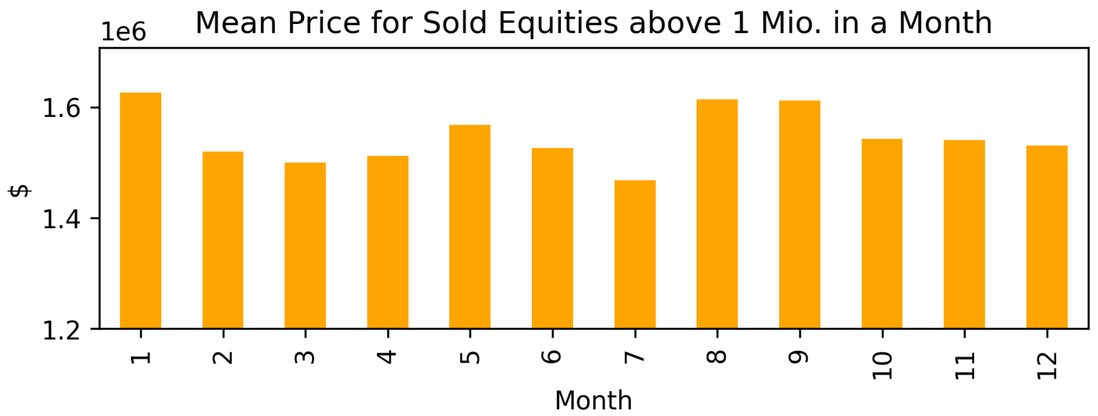


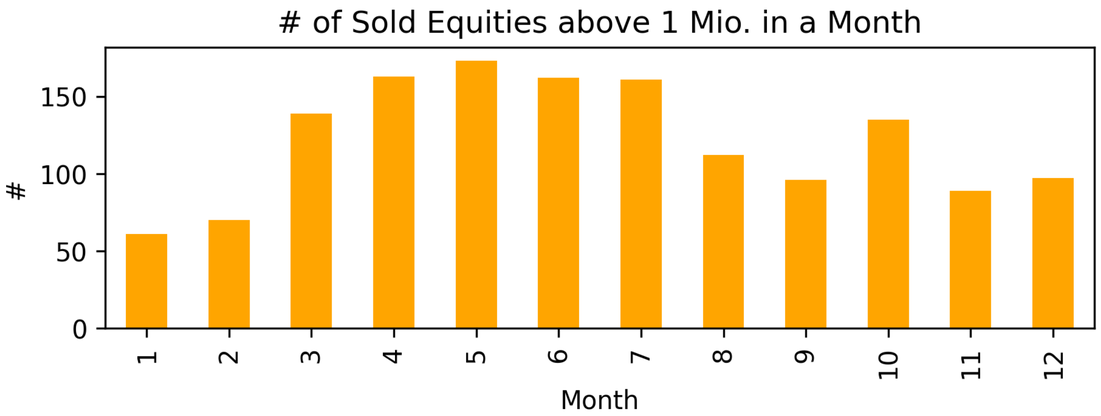


- February has the lowest average selling values
- April has the highest selling prices

Timing

Real estate above 1 mio. buy in July and sell in January



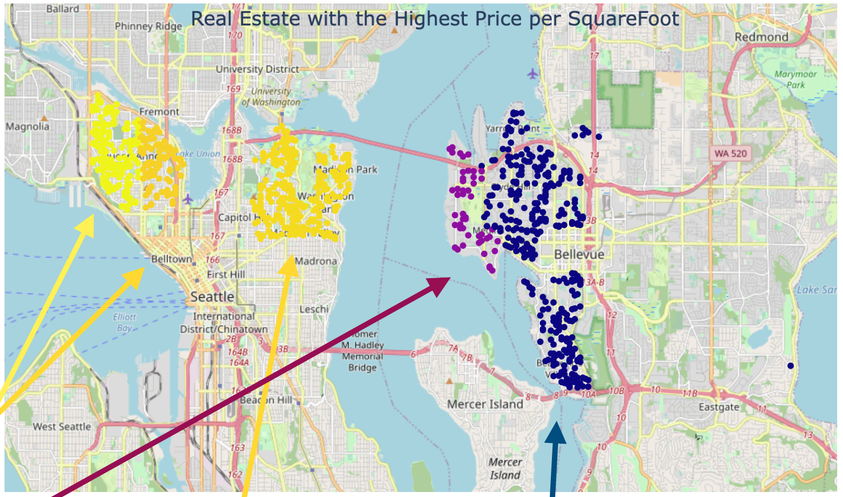


- Expensive real estate with a similar pattern
- Buy in July and sell in January

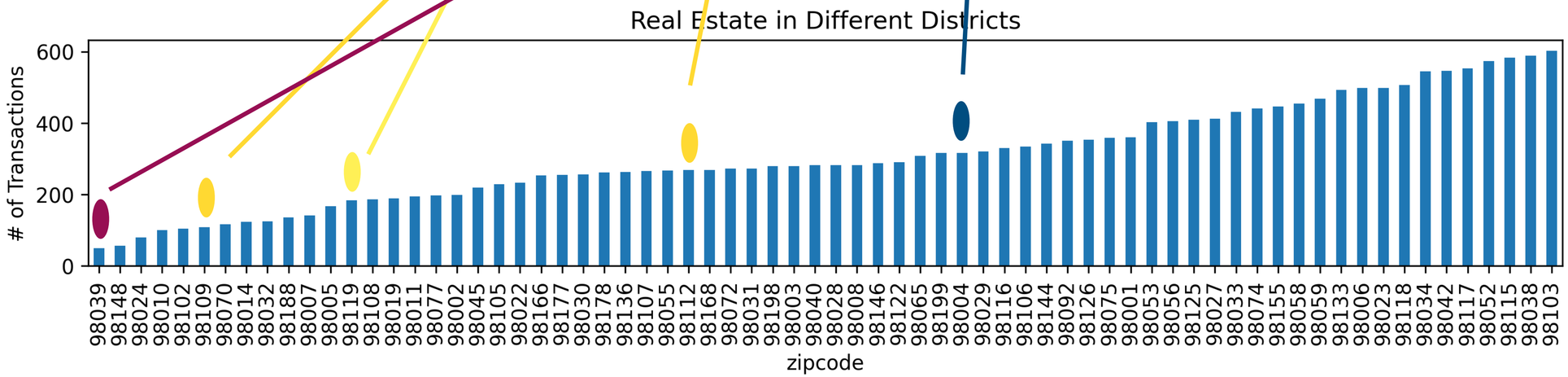
Neighbourhood

Neighbourhoods with a few transactions might be an opportunity

Change yellow colour to different ones

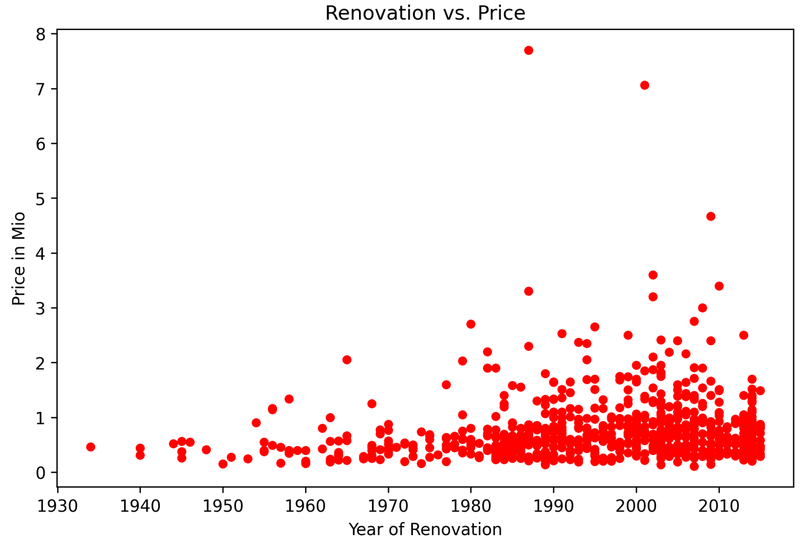


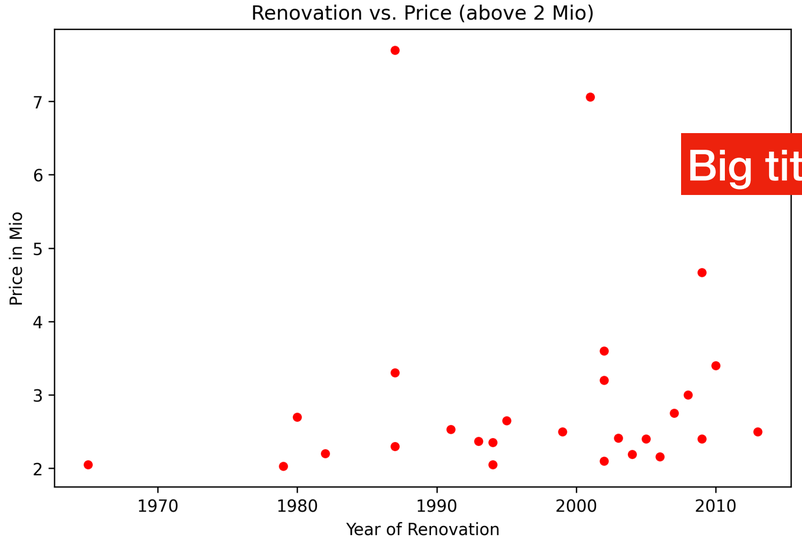
- District 98039 with highest $/sqft prices and lowest transactions



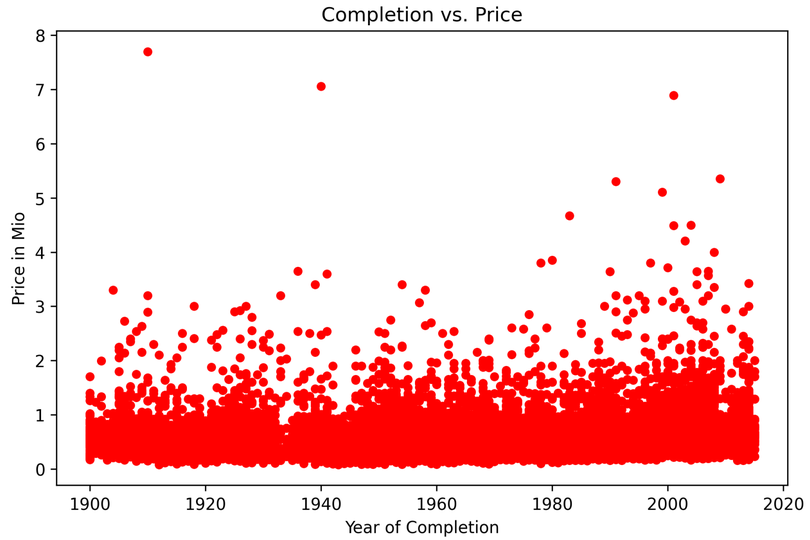
Renovation and Completion

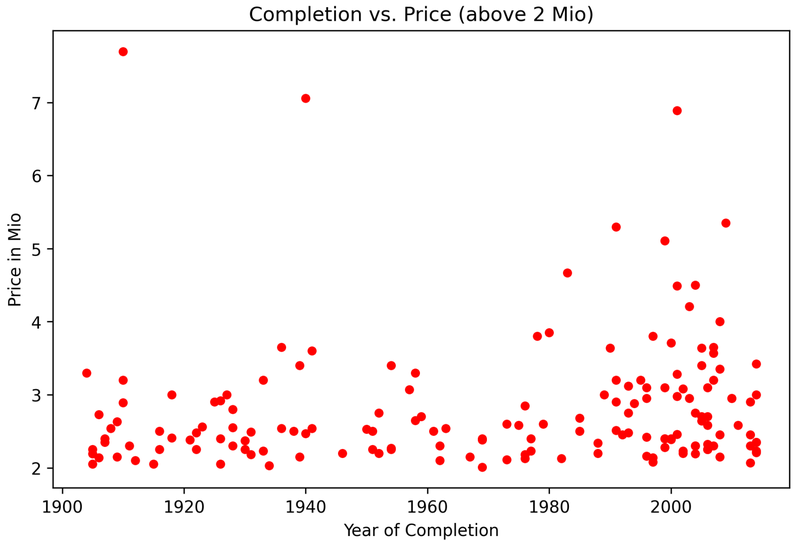
Renovation and completion date does impact sales price





Big title in the graphs and same axis





- Higher prices for later renovated or completed houses
- Prices for fresh completed houses scatter in price compared to older objects

Conclusions and Recommendations

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Invest with big returns, wondering about **renovation**?, which **Neighbourhood**? **Timing**?

H1: Timing within a year has a minor impact on the selling Price/overall return. -> Mean prices of equity within a month/year/day.	Not true. Certain days and months are good selling and buying opportunities.
H1: The neighbourhood of a real estate dictates the overall return. The higher the price the higher the return. -> Searching for duplicates in the dataset and focus on expensive houses.	Could not be verified with the data set. More insights are needed.
H1: Year of renovation or completion impacts the selling price for expensive houses. -> Search duplicates and check whether renovation took place within the dataset period.	Is true. Higher prices for object which were renovated or completed in the last 40 years are slightly higher.

3 bullet points what to do if direct talk to stake holder

My address and contact information