



# House Prices: Advice for Sellers & Prospective Buyers

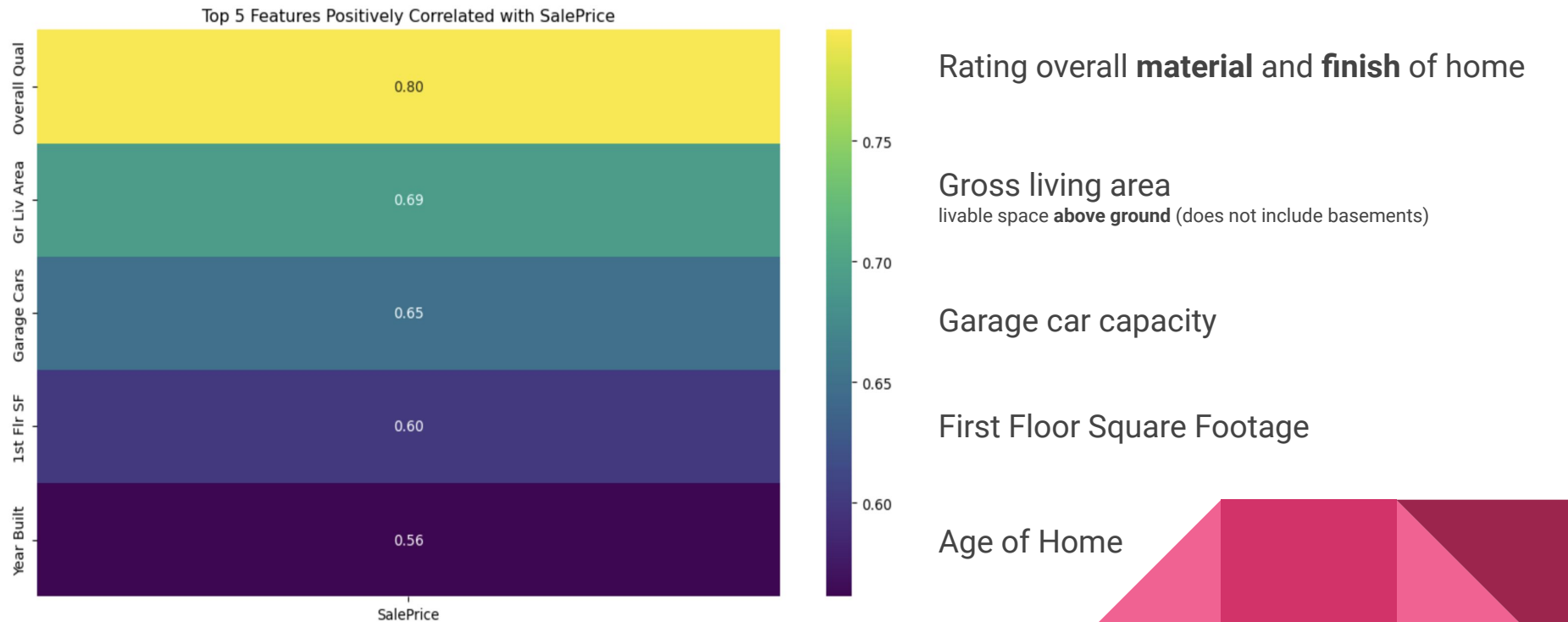
Ames Iowa Realtor, Ariana Bina

# Why?

- Assessing the value of a house is a challenging task
- Buyers must make educated decisions on how much they are willing to pay. Likewise, owners should know the value of their home for listing.
- Asses many factors such as location, exterior, etc.
- Goal is to provide meaningful insights into what contributes to a home's selling price.

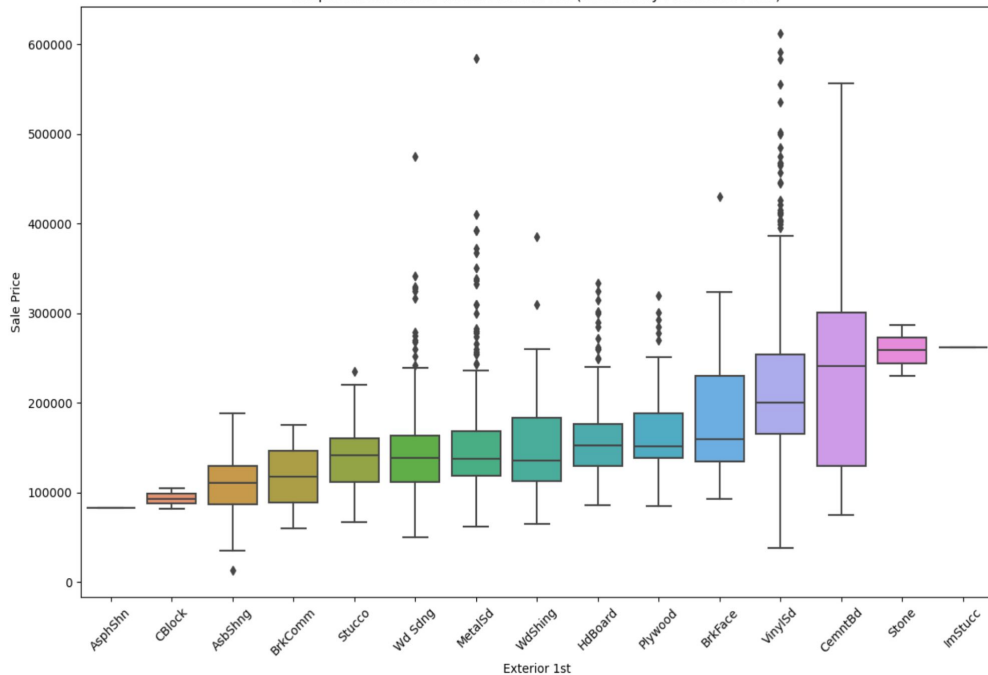


# What (numeric) features are correlated with sale price?

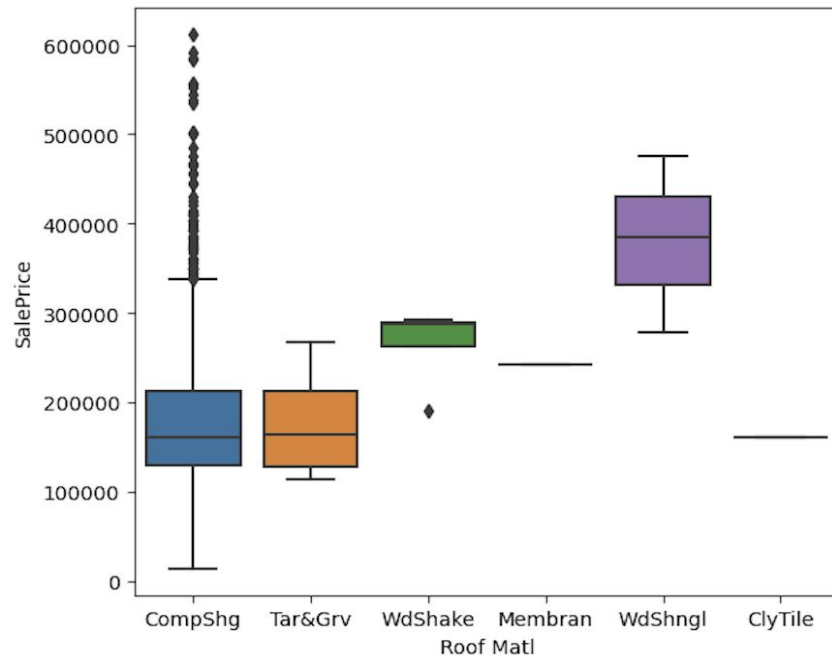


# Overall Quality rating is influenced by Materials

Boxplot of Sale Price across Exterior 1st (Ordered by Mean Sale Price)

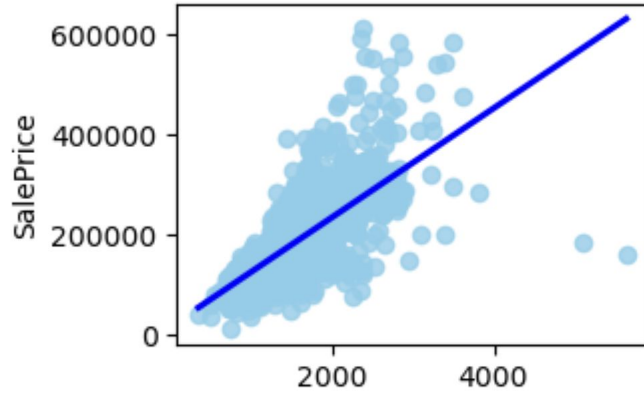


Roof Matl vs SalePrice

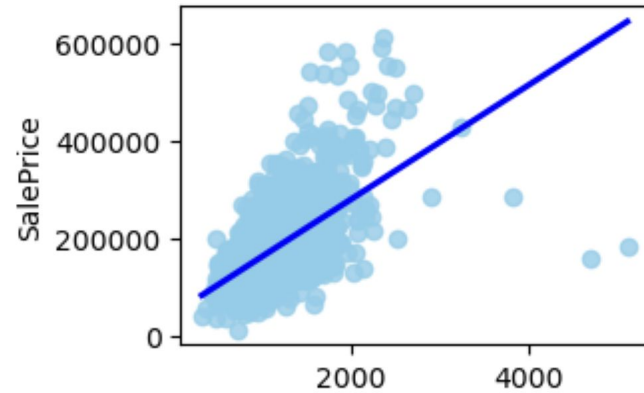


# Living space & Garage Capacity Matters!

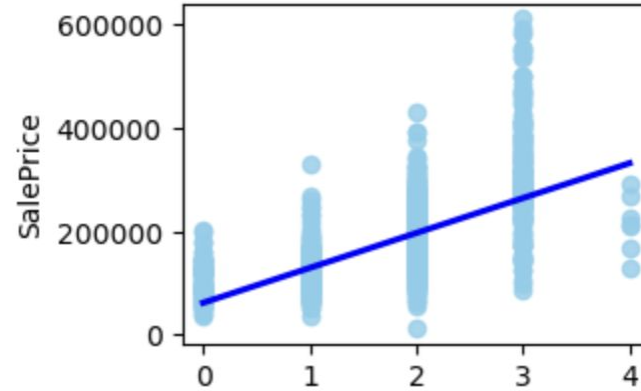
Gr Liv Area



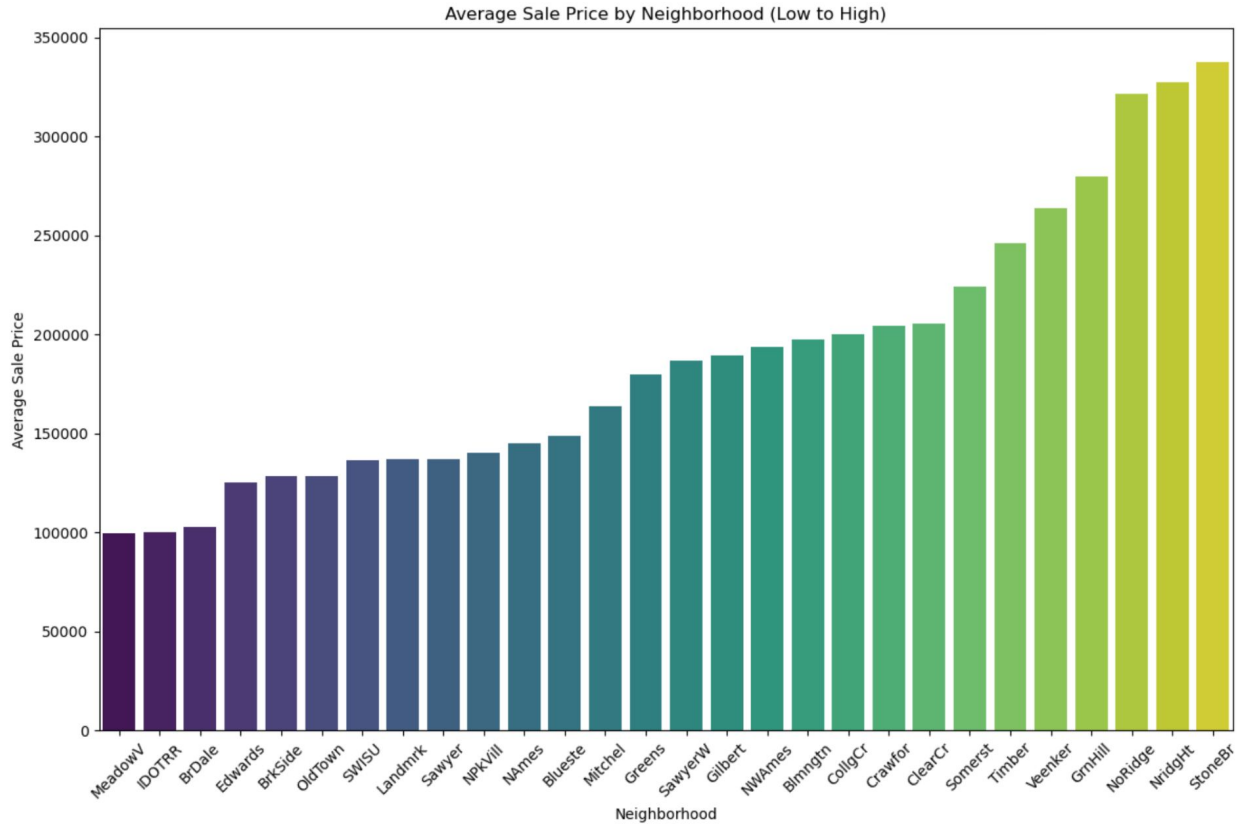
1st Flr SF



Garage Cars



# Qualitative Consideration: Neighborhood



# Final Recommendations

- Type of material that went into constructing the exterior and roof of the home
- Above ground Square Footage
- Garage Car Capacity
- Construction Year
- Neighborhood

## Sources:

Ames Iowa Housing Data Set; <https://jse.amstat.org/v19n3/decock.pdf>  
<https://www.appraisalpartners.com/>

