Capstone Proposal

The problem that I am working solve is to determine which houses are the most likely to sell. How short a time will each house be expected to spend on the market.

My goal is to provide realtors the information of which houses that they should focus on trying to sell. The idea is to give them the ability to focus on quickly selling houses, increasing the amount of houses they sell in any given period. Being able to increase your profits without increasing your workload is appealing for most businesses.

They may decide to only show houses that have a higher likelihood of being purchased, which may give them the opportunity to sell more houses.

I plan to use the data from Zillow and Redfin. The data for these two are available on https://www.zillow.com/research/data/#other-metrics for Zillow and https://www.redfin.com/blog/data-center for Redfin.

My plan is to look at the past 5 years of housing data and see which neighborhoods are experiencing the quickest turnover of houses. Looking at how long houses stay on the market and look for patterns in what kinds of houses are selling. Specifically looking at square footage, number of bedrooms, number of bathrooms and other amitenties. Sale price versus what median house prices in that area will also be considered. My idea is to use that data to determine which type of houses have the the highest chance of selling quicklly.

My deliverables will include the code used to clean the data, the code used to analyze the data. The code used to combine the data. The original data and the cleaned up data will presented. I will include graphs to show which areas have the greatest potential for sales as well as the code used to find which house are the highest sellers during their respective times of the year.