



Market Outlook

Final Presentation

Austin Ulfers



Record Details Status Related Records Attachments Inspections & Appointments

Payments:

Fees

Inspections & Appointments

The Following Are Required: (1)

Construction Intake Appointment (30660)

Date: 09/11/2019

Inspector: *unassigned*

The Following Are Completed: (4)

Construction Intake Appointment (30621)

Rescheduled by: anonymous on 08/09/2019

Construction Intake Appointment (30632)

Rescheduled by: anonymous on 08/09/2019

Construction Intake Appointment (30639)

Rescheduled by: anonymous on 08/12/2019

Construction Intake Appointment (3064584) - Rescheduled

Rescheduled by: anonymous on 08/13/2019 at 09:20 AM

[View Details](#)

Schedule/Request an Inspection or Appointment



Type: Construction Intake Appointment

To continue, select a highlighted date on the calendar below:

Earliest available dates for Construction Intake are: 12/5/2019 12/6/2019 12/9/2019 12/10/2019

Aug 2019

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Sep 2019

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

Oct 2019

Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

« Prev

Next »

☐ Morning

Continue

Cancel



Bellevue as a Case Study

- Past
- Present
- Future



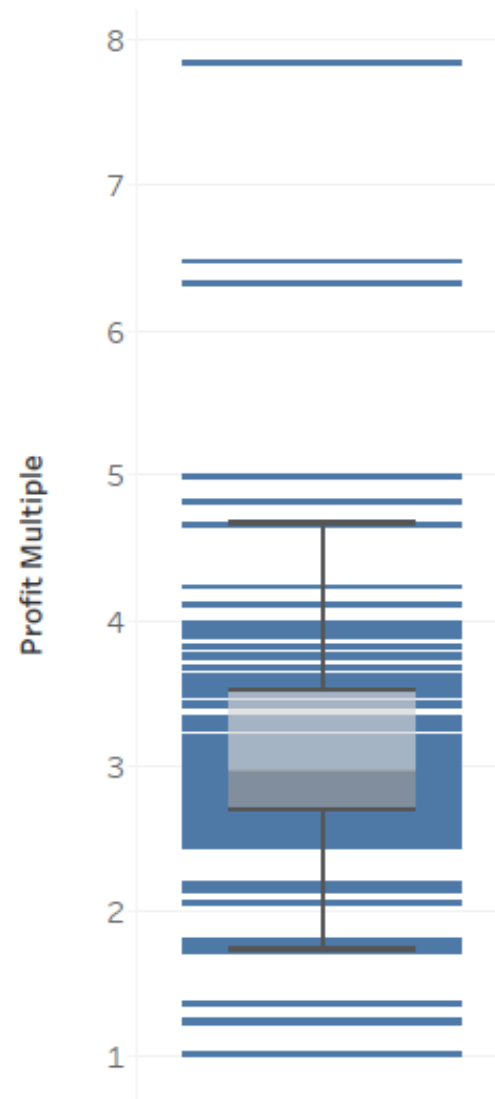
Past

- Retrieved data from Redfin with the following filters.
 - Single Family House
 - Sold in the past two years
 - Built in 2018 or later
- Added the original lot sales history on Parcel Viewer
- Added the permit information from MyBuildingPermit



$$\frac{\text{Closed Price}}{\text{Lot Purchase Price}} = \text{Profit Multiple}$$

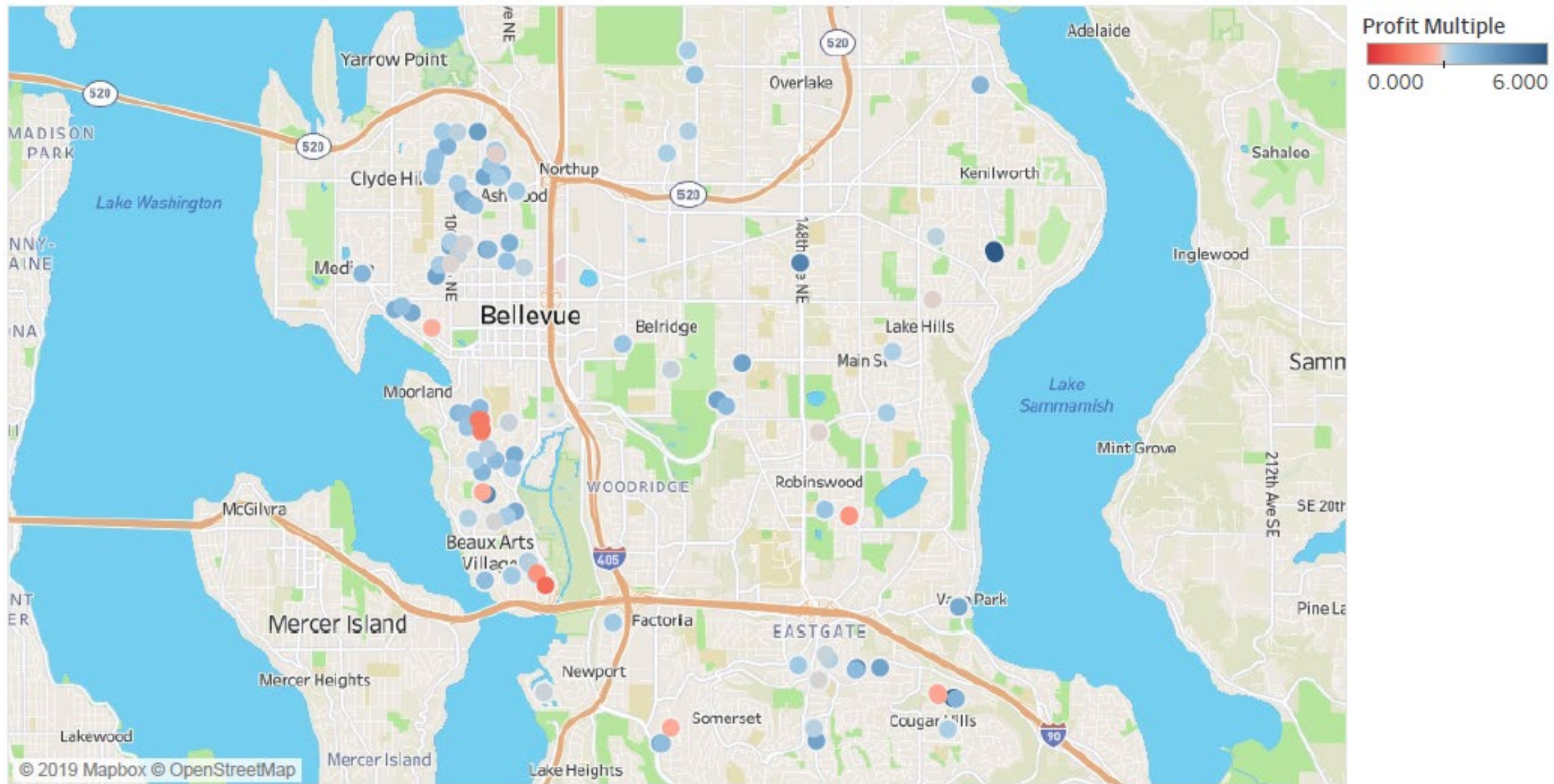
Profit Multiple Box Whisker



Profit Multiple. The data is filtered on Profit Multiple, which excludes 28.502786779.

Value	
Maximum	4.67
75 th Percentile	3.51
Median	2.97
25 th Percentile	2.69
Minimum	1.74

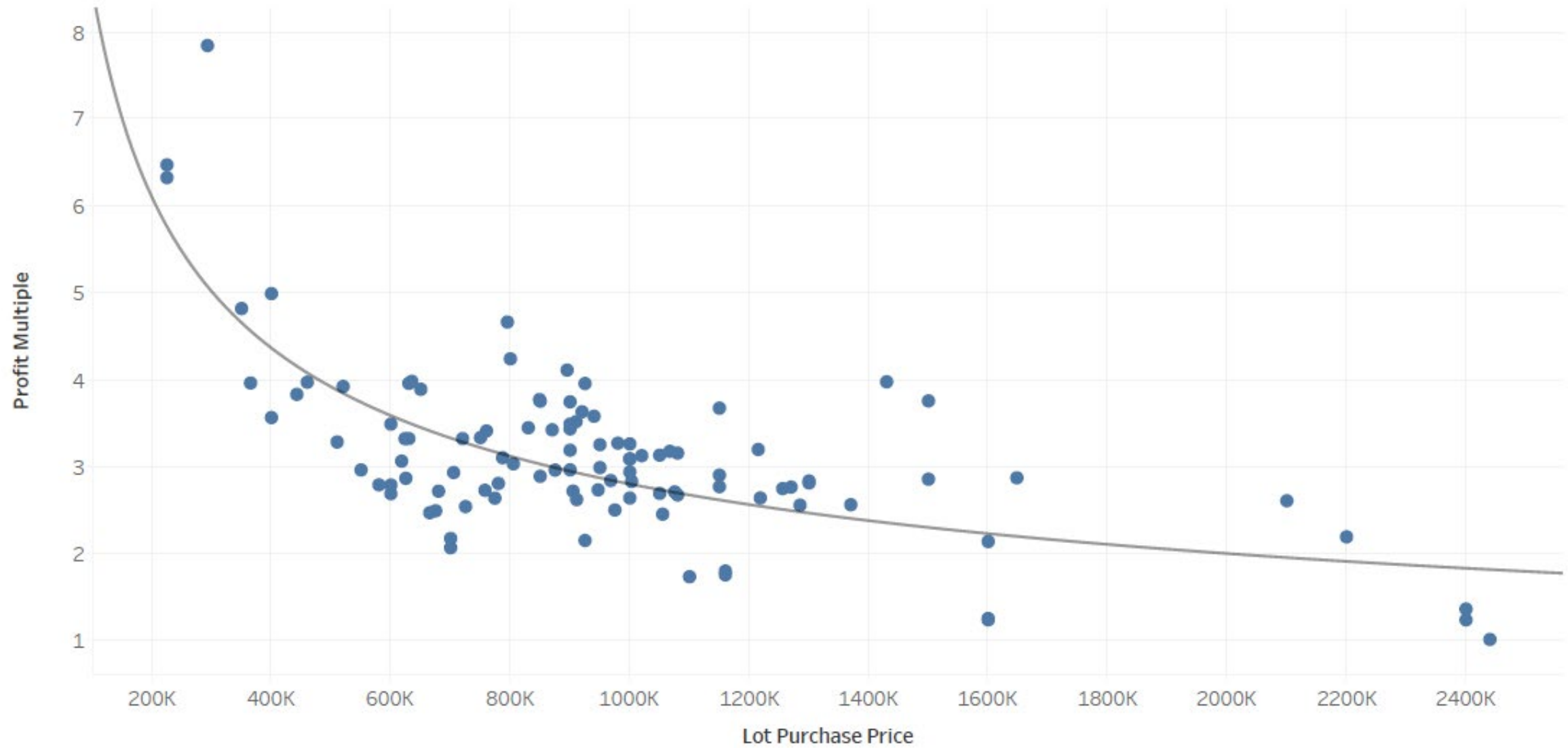
All Buyers Geographically



Map based on Longitude and Latitude. Color shows details about Profit Multiple. The data is filtered on Lot Purchase Price, which ranges from 77150 to 4455000. The view is filtered on Profit Multiple, which ranges from 1.02 to 28.50.



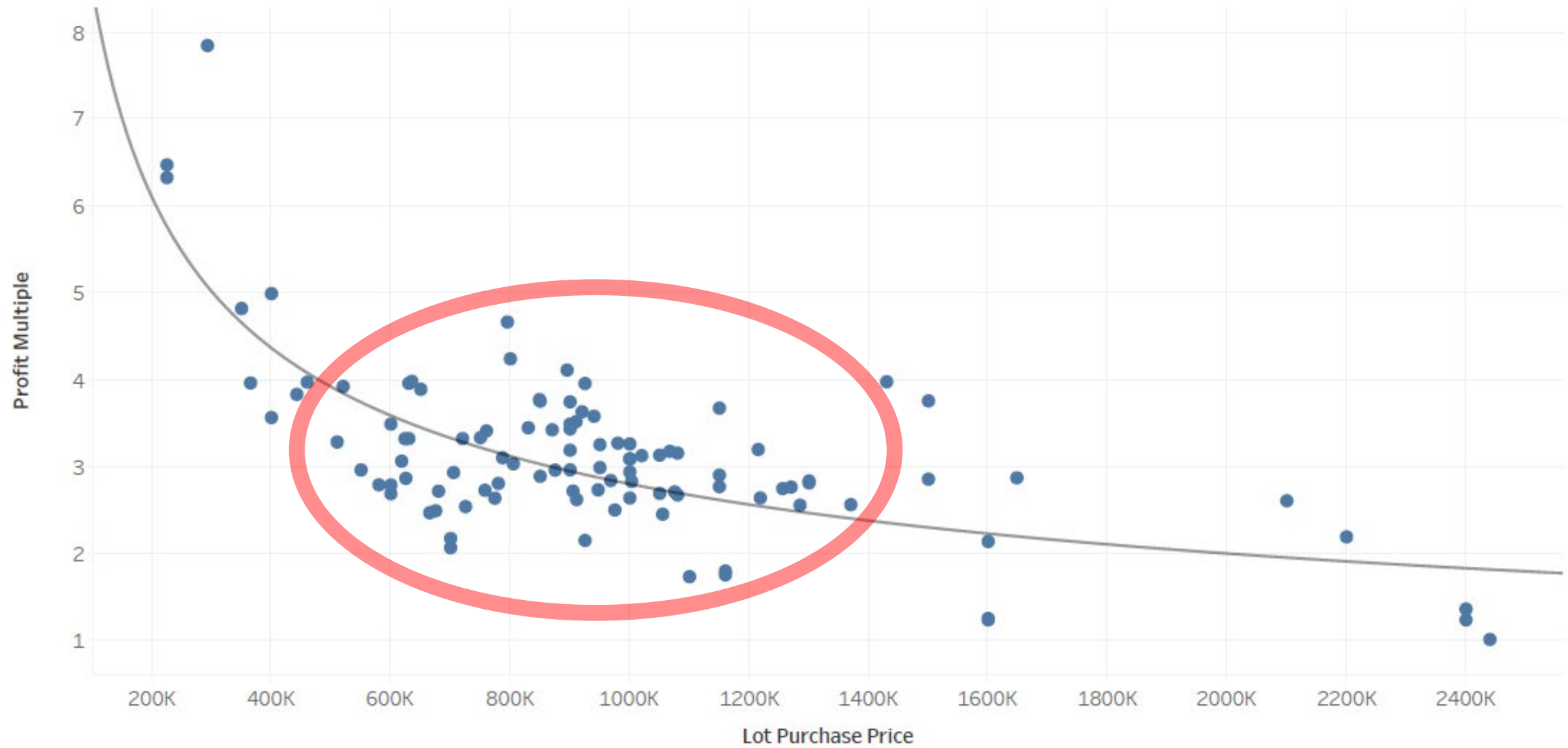
Profit Multiple over Lot Purchase Price



Lot Purchase Price vs. Profit Multiple. The view is filtered on Profit Multiple and Exclusions (Lot Purchase Price,Percentage From Sales Price to Lot Purchase Price). The Profit Multiple filter keeps non-Null values only. The Exclusions (Lot Purchase Price,Percentage From Sales Price to Lot Purchase Price) filter keeps 109 members.



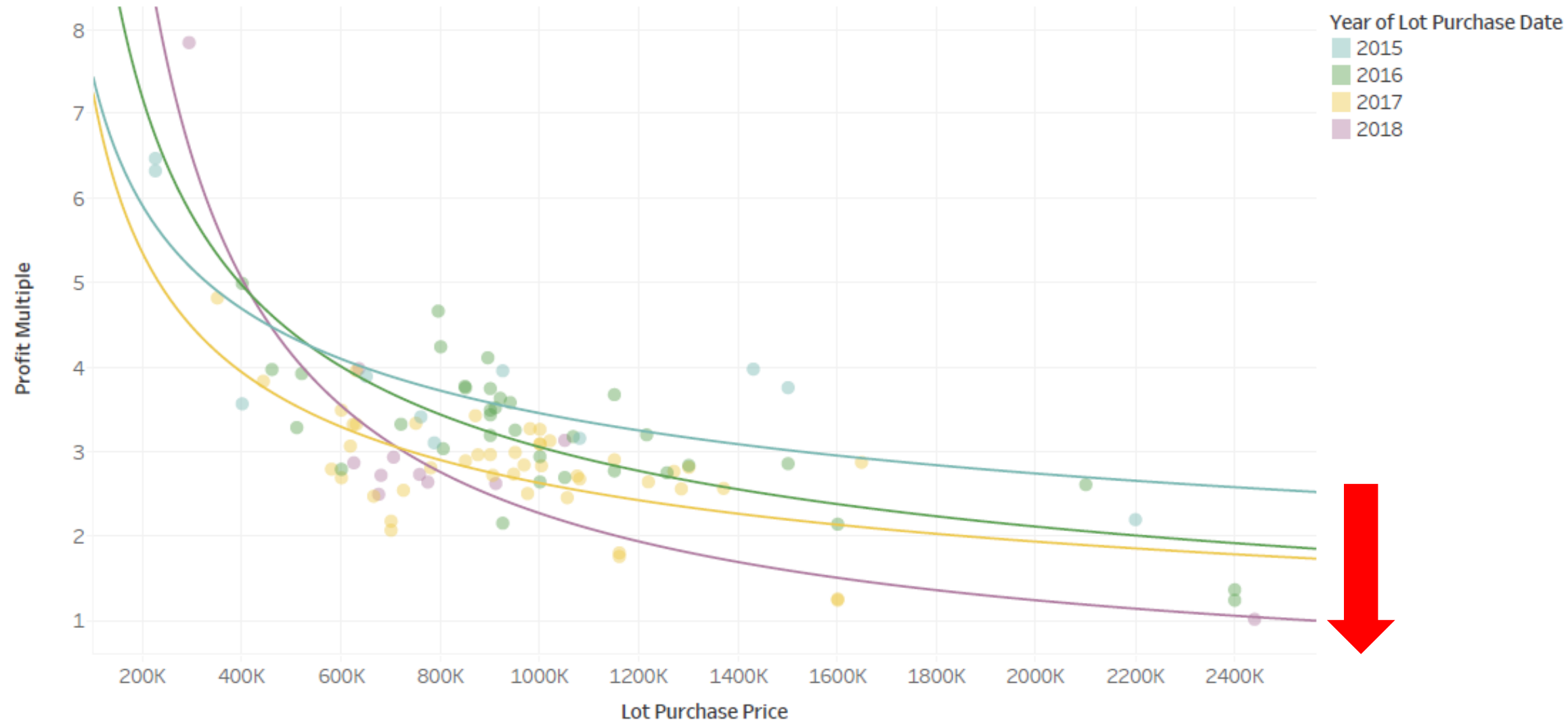
Profit Multiple over Lot Purchase Price



Lot Purchase Price vs. Profit Multiple. The view is filtered on Profit Multiple and Exclusions (Lot Purchase Price,Percentage From Sales Price to Lot Purchase Price). The Profit Multiple filter keeps non-Null values only. The Exclusions (Lot Purchase Price,Percentage From Sales Price to Lot Purchase Price) filter keeps 109 members.



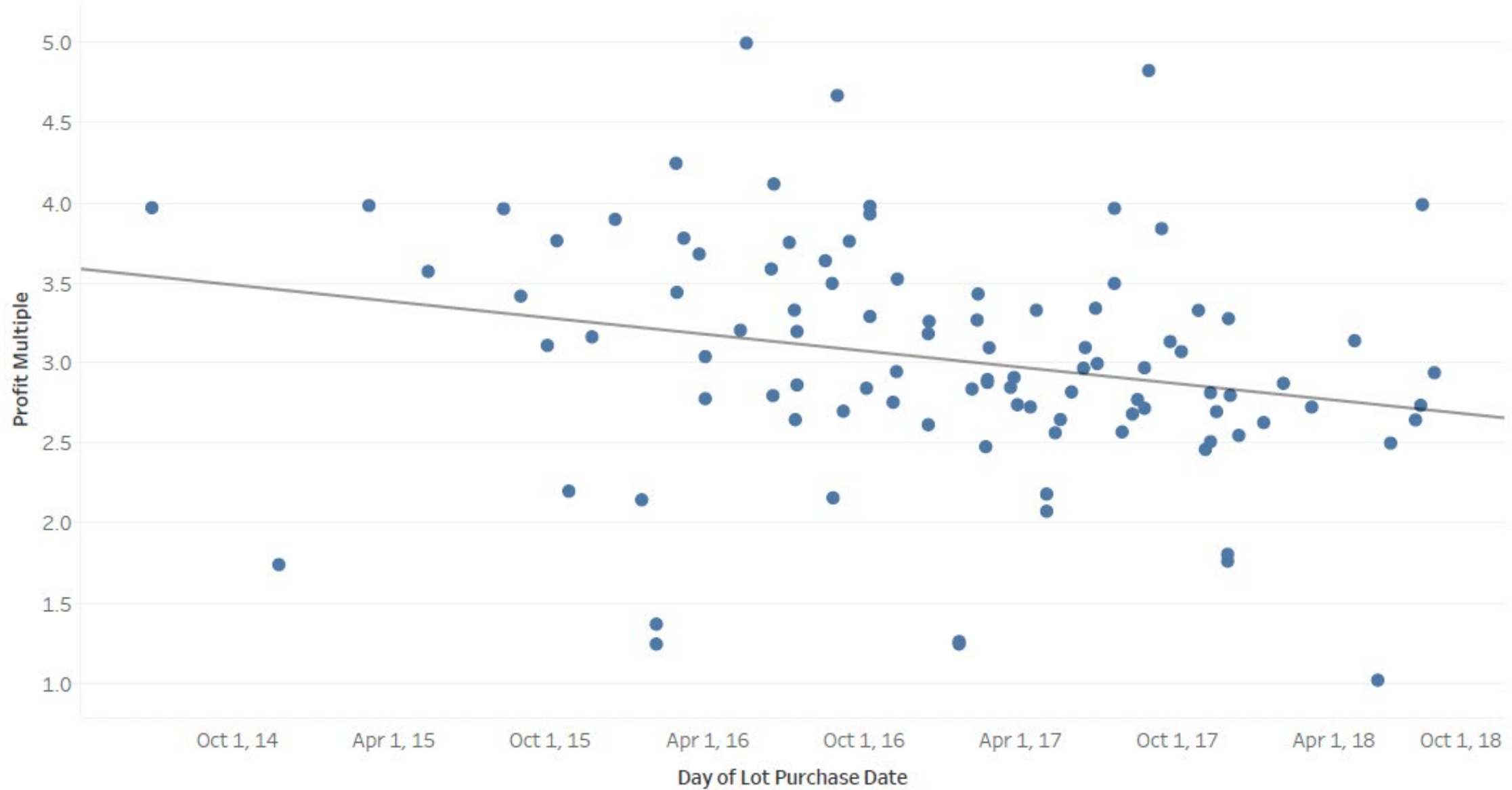
Profit Multiple over Lot Purchase Price by Year



Lot Purchase Price vs. Profit Multiple. Color shows details about Lot Purchase Date Year. The view is filtered on Profit Multiple, Exclusions (Lot Purchase Price, Percentage From Sales Price to Lot Purchase Price) and Lot Purchase Date Year. The Profit Multiple filter keeps non-Null values only. The Exclusions (Lot Purchase Price, Percentage From Sales Price to Lot Purchase Price) filter keeps 109 members. The Lot Purchase Date Year filter keeps Null, 2015, 2016, 2017 and 2018.



Profit Multiple over Time



Lot Purchase Date Day vs. Profit Multiple. The view is filtered on Exclusions (DAY(Document Date),Percentage From Sales Price to Lot Purchase Price), which keeps 104 members.



So what's happening in Bellevue?

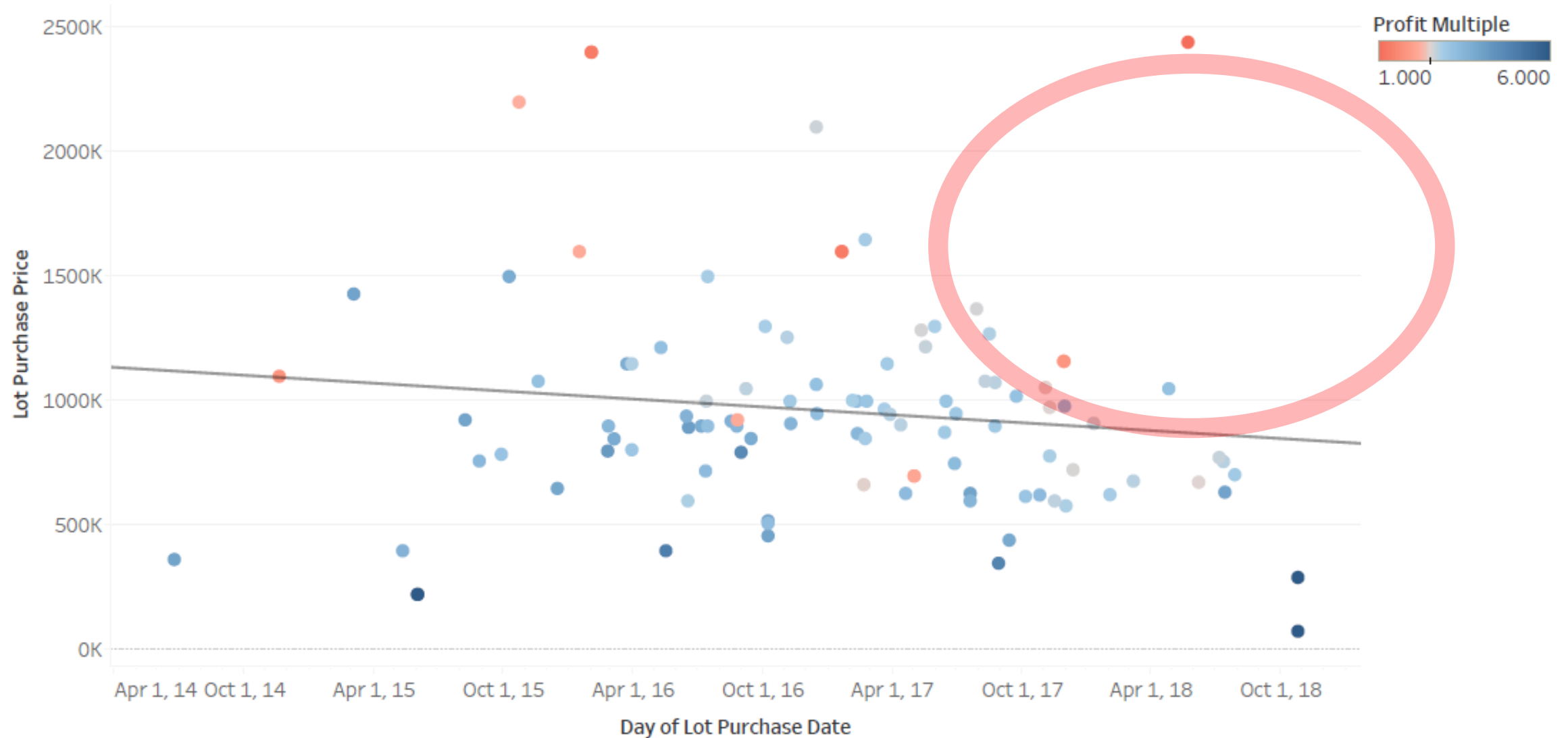
$$\frac{\text{Closed Price}}{\text{Lot Purchase Price}} = \text{Profit Multiple}$$

1. Lots are more expensive
2. Closing prices are lower
3. Or a combination of both...



1. Lots are more expensive
2. Closing prices are lower

Lot Purchase Price over Time

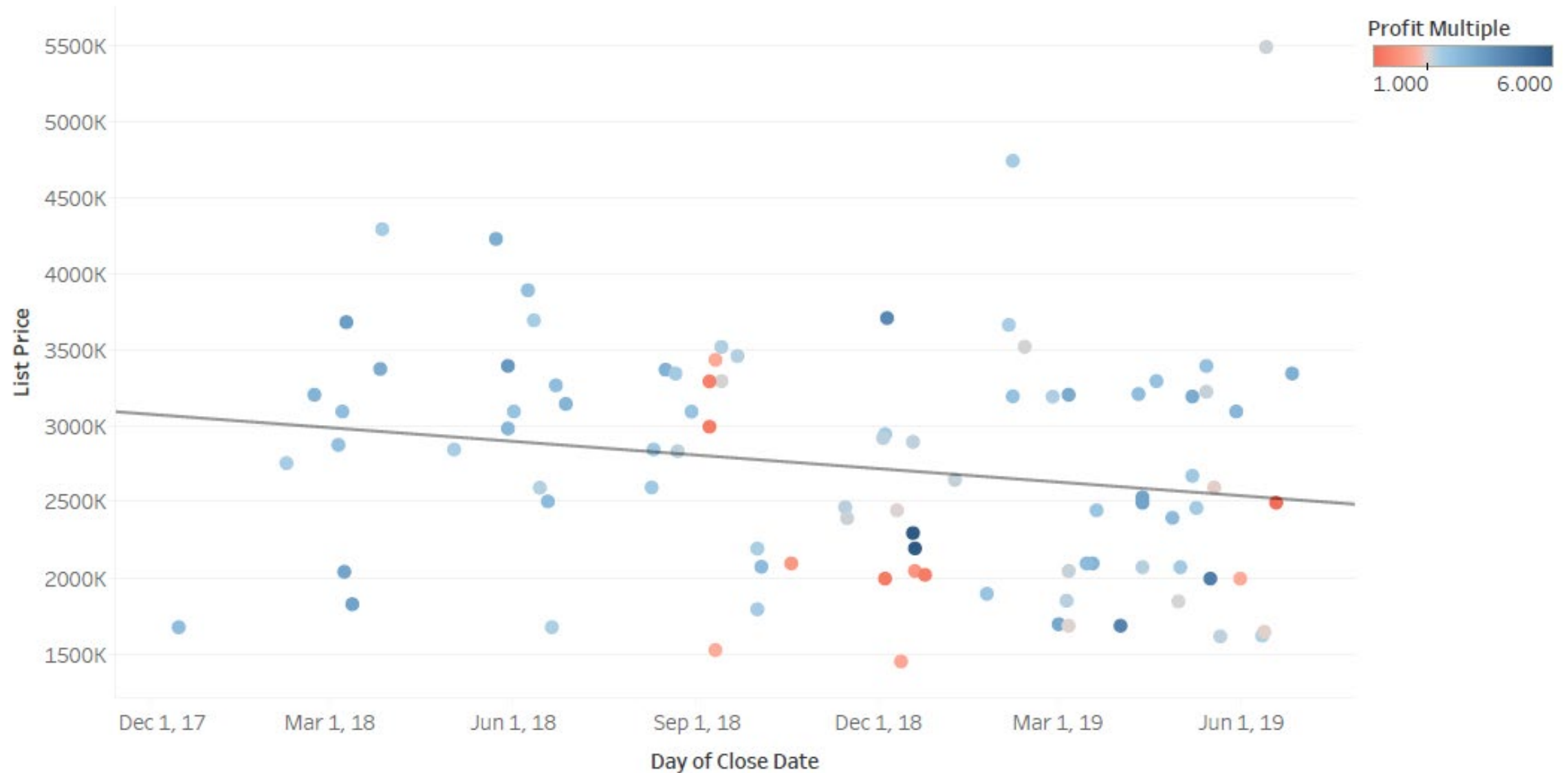


Lot Purchase Date Day vs. Lot Purchase Price. Color shows details about Profit Multiple. The view is filtered on Exclusions (DAY(Document Date), Lot Purchase Price) and Profit Multiple. The Exclusions (DAY(Document Date), Lot Purchase Price) filter keeps 103 members. The Profit Multiple filter ranges from 1.02 to 28.50.



1. Lots are more expensive
2. Closing prices are lower

Close Price over Time



Close Date Day vs. List Price. Color shows details about Profit Multiple. The data is filtered on Lot Purchase Date, which ranges from 1/1/2016 to 10/24/2018. The view is filtered on Profit Multiple, which ranges from 1.02 to 28.50.



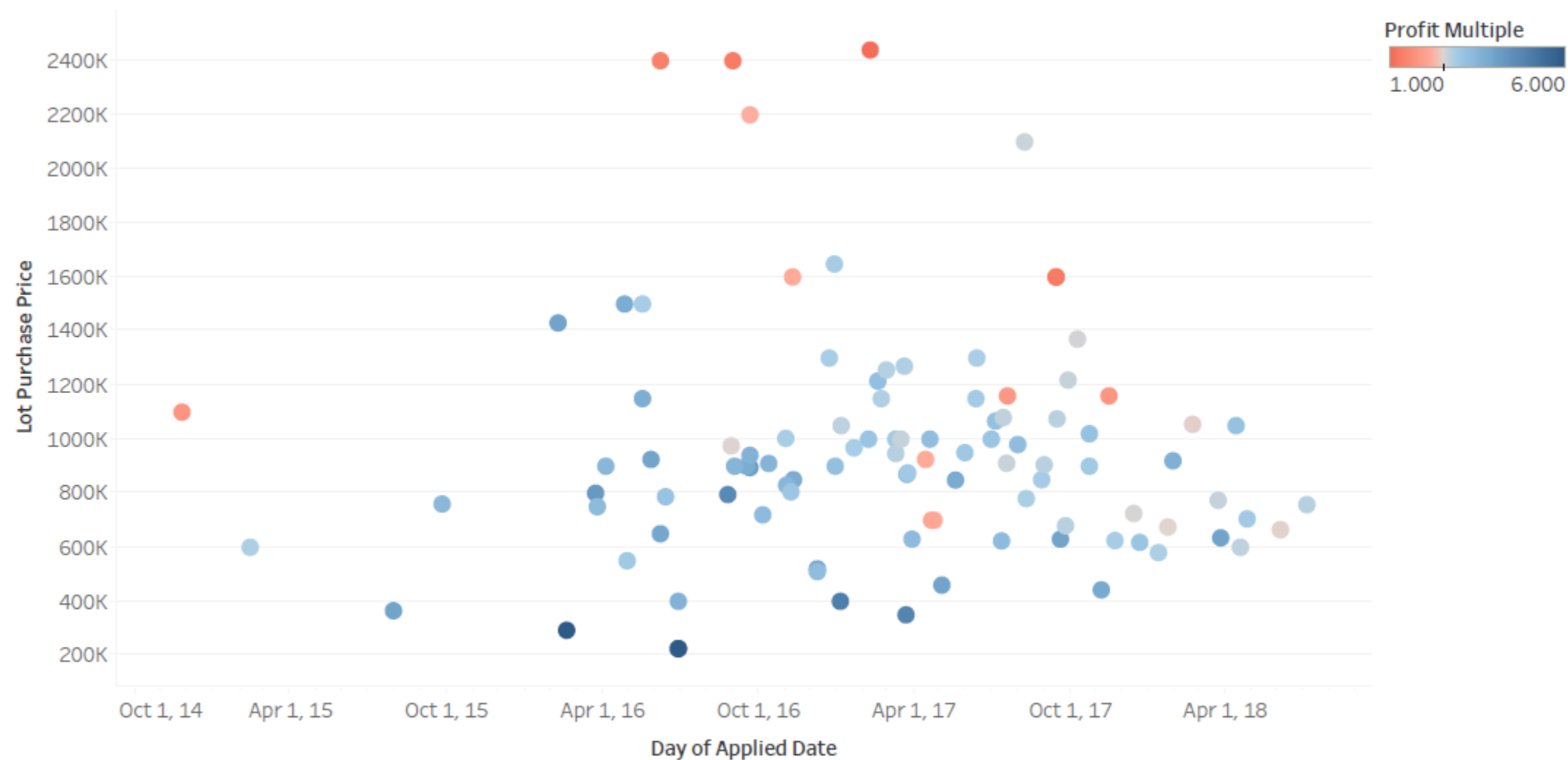
So, what's happening in Bellevue?

$$\frac{\text{Closed Price}}{\text{Lot Purchase Price}} = \text{Profit Multiple}$$

- ~~1. Lots are going for a higher price.~~
2. Closing prices are lower
- ~~3. Or a combination of both...~~



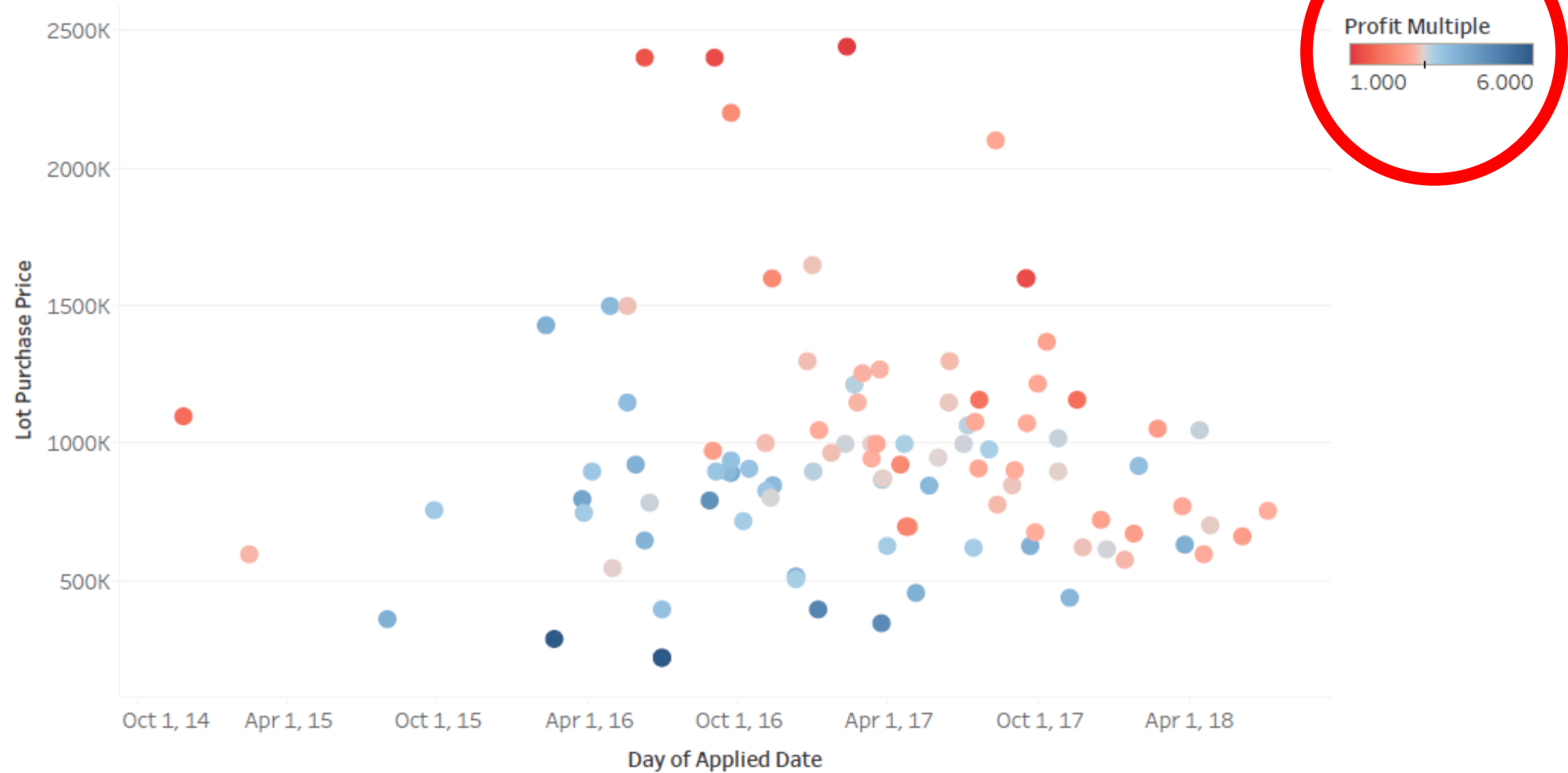
Lot Purchase Price over Applied Date



Applied Date Day vs. Lot Purchase Price. Color shows details about Profit Multiple. The data is filtered on Exclusions (Calculation1, DAY(Applied Date), Sale Price) and Profit Multiple as an attribute. The Exclusions (Calculation1, DAY(Applied Date), Sale Price) filter keeps 120 members. The Profit Multiple as an attribute filter ranges from 1.024590164 to 28.502786779.



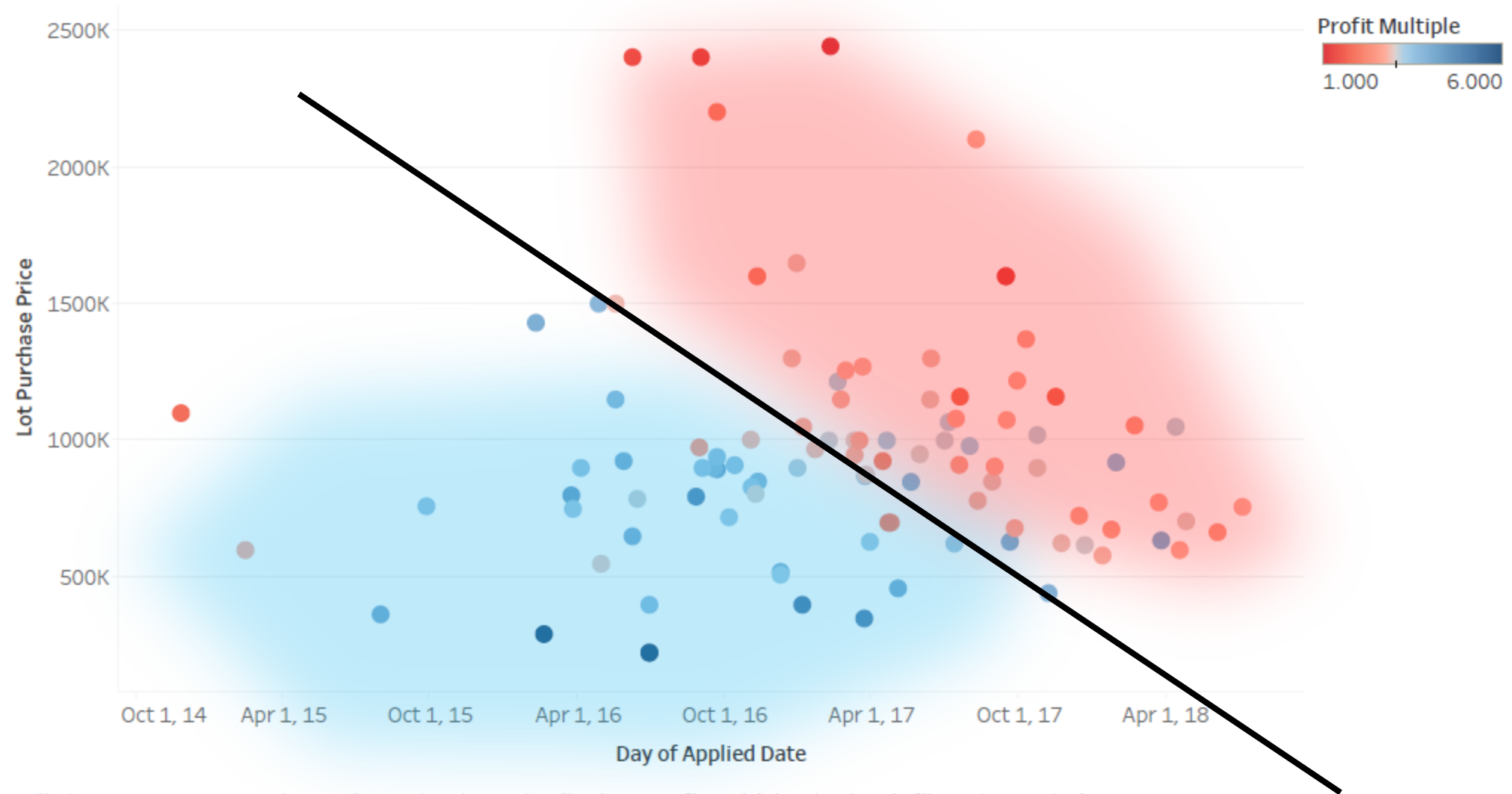
Lot Purchase Price over Applied Date Emphasized



Applied Date Day vs. Lot Purchase Price. Color shows details about Profit Multiple. The data is filtered on Exclusions (Calculation1, DAY(Applied Date), Sale Price) and Profit Multiple as an attribute. The Exclusions (Calculation1, DAY(Applied Date), Sale Price) filter keeps 120 members. The Profit Multiple as an attribute filter ranges from 1.024590164 to 28.502786779.



Lot Purchase Price over Applied Date Emphasized

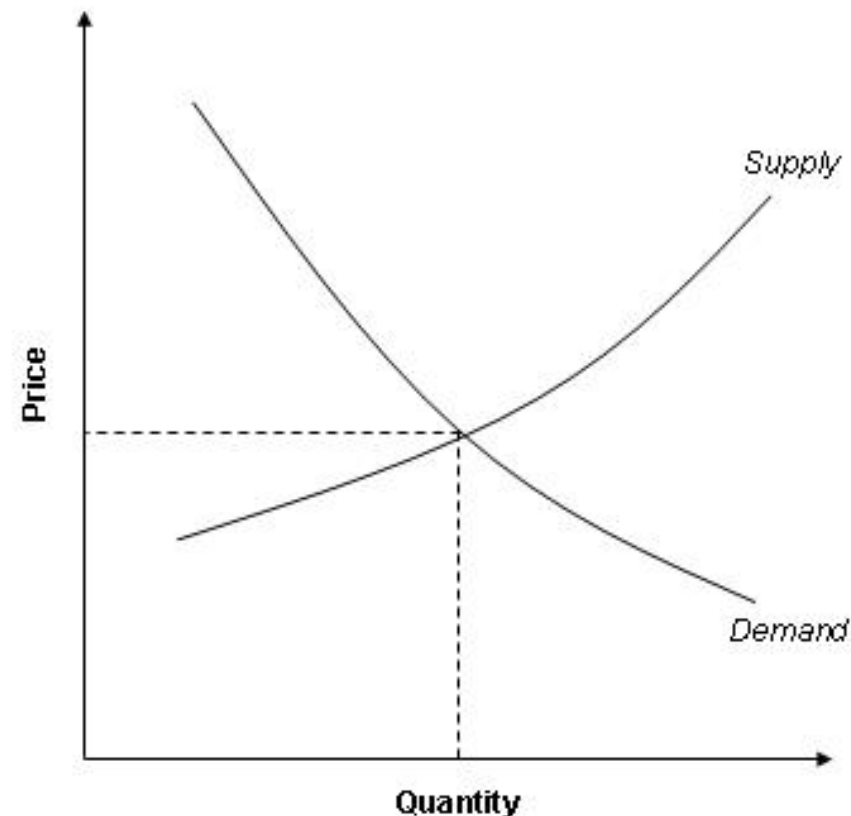


Applied Date Day vs. Lot Purchase Price. Color shows details about Profit Multiple. The data is filtered on Exclusions (Calculation1, DAY(Applied Date), Sale Price) and Profit Multiple as an attribute. The Exclusions (Calculation1, DAY(Applied Date), Sale Price) filter keeps 120 members. The Profit Multiple as an attribute filter ranges from 1.024590164 to 28.502786779.

So, why aren't homes selling for as much as they used to?

Two possible explanations.

1. There is an oversupply.
2. There is a lower demand.

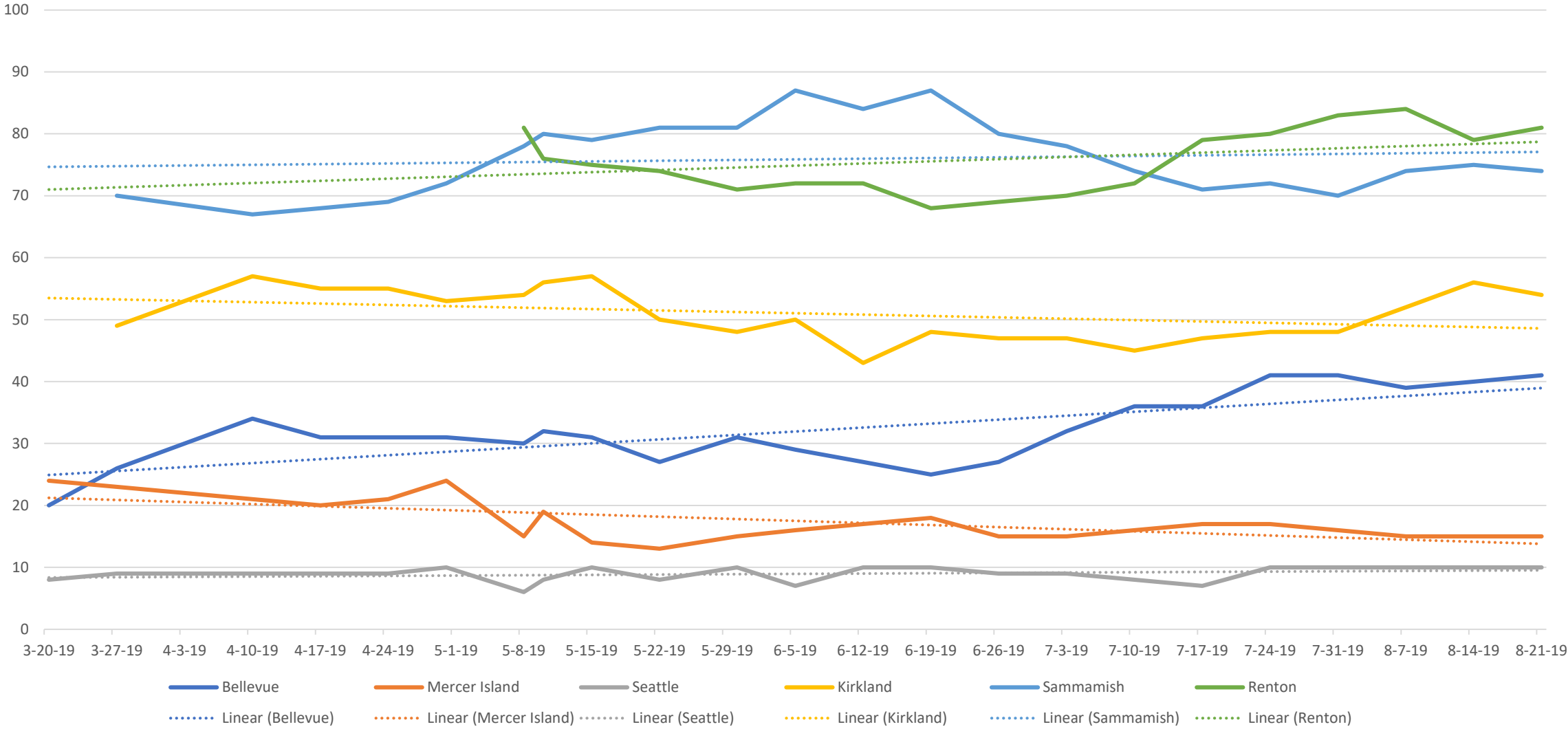


Present

- How this data was acquired/filtered.
 - Weekly gathering of redfin data and comparing.

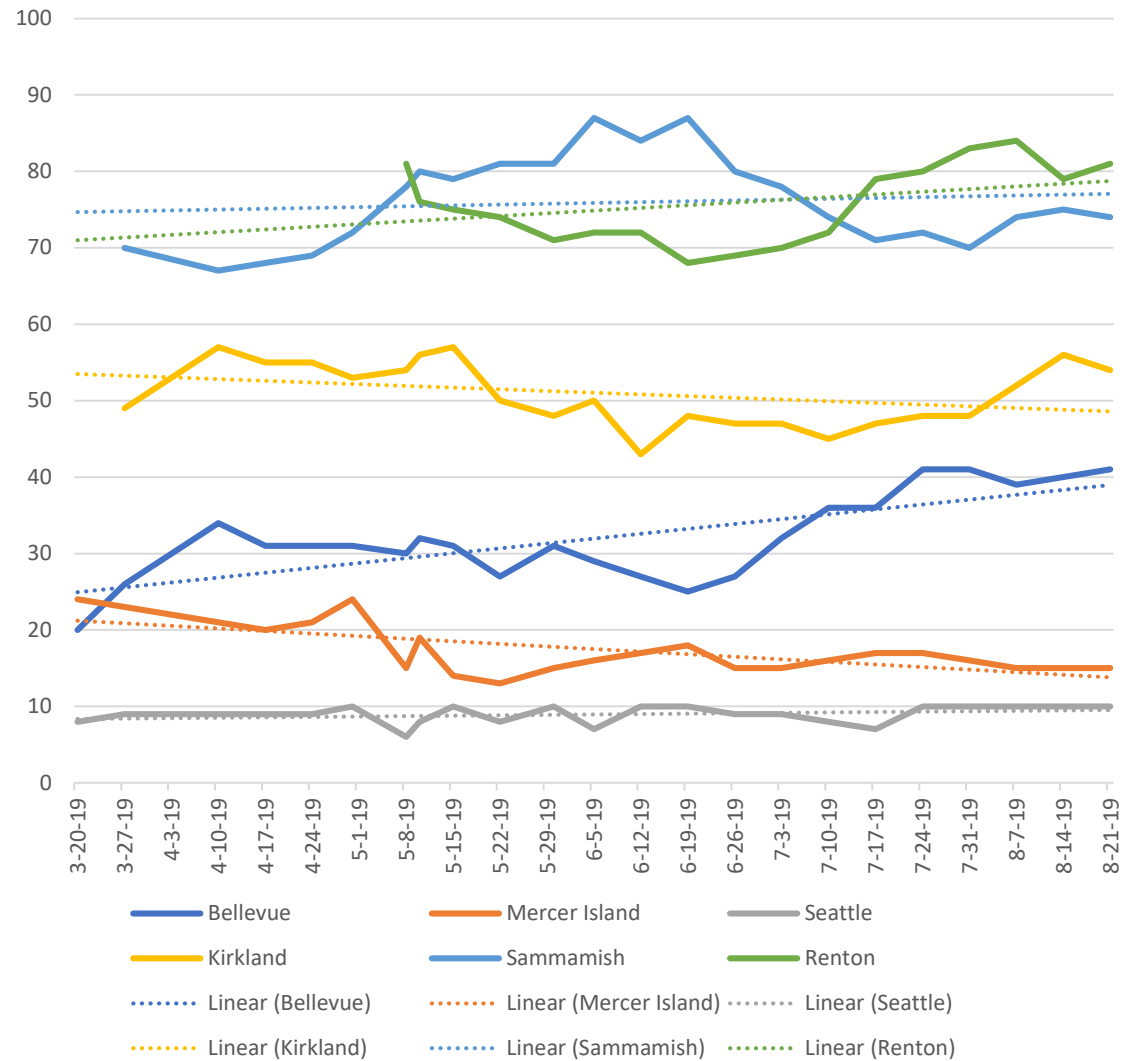


Weekly Total Active Listings





Weekly Total Active Listings



Values (~5 Month Difference)

	Start	End	Low	High
Bellevue	81	81	68	84
Sammamish	70	74	67	87
Kirkland	49	54	43	57
Bellevue	20	41	20	41
Mercer Island	24	15	13	24
Seattle	8	10	6	10

Future

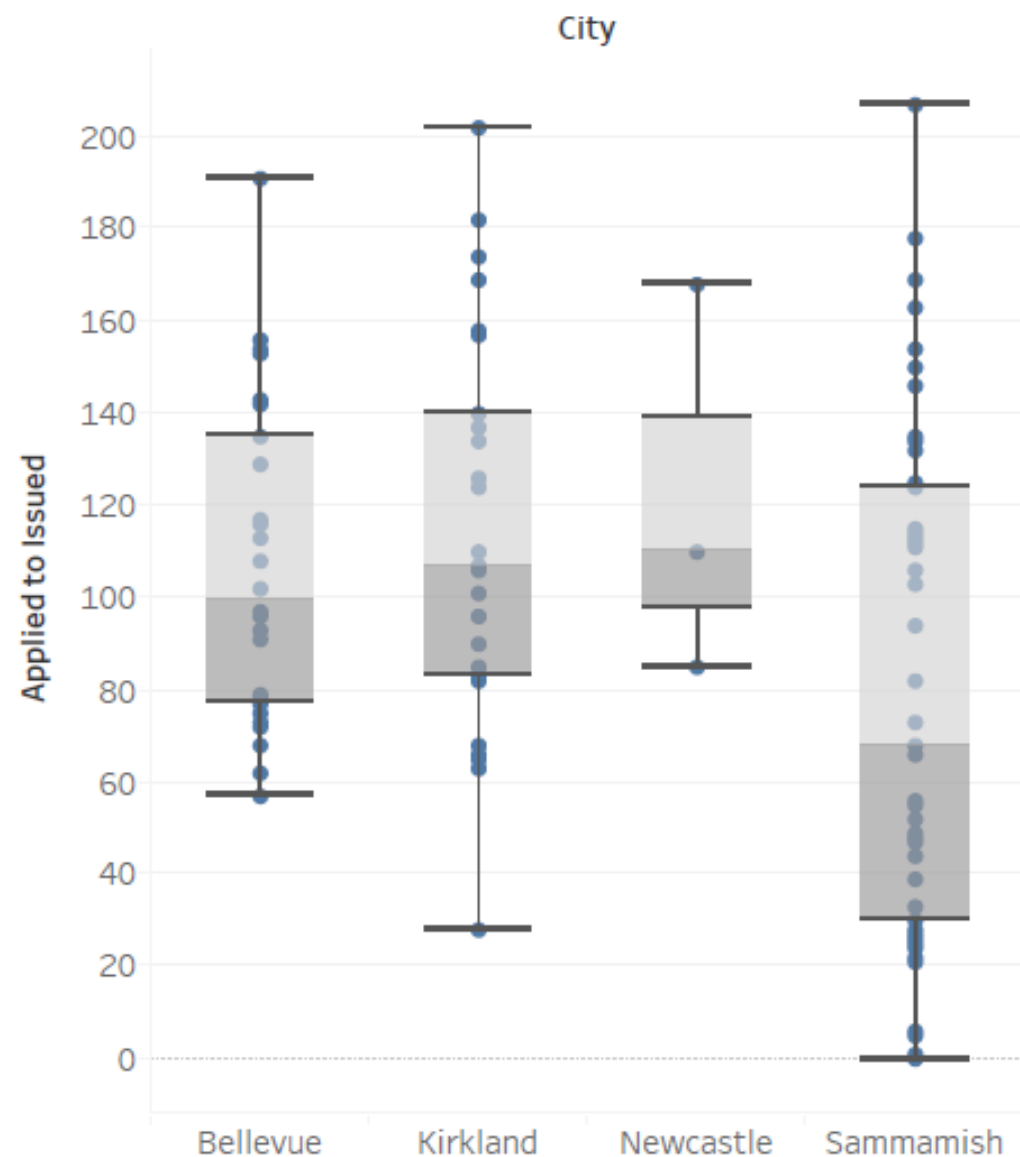
- Predicting the date a house in development will be listed on the market.
- Metrostudy findings.
 - Amazon growing presence in Bellevue
 - All office buildings leased until 2022



How is Projected Completion Calculated?

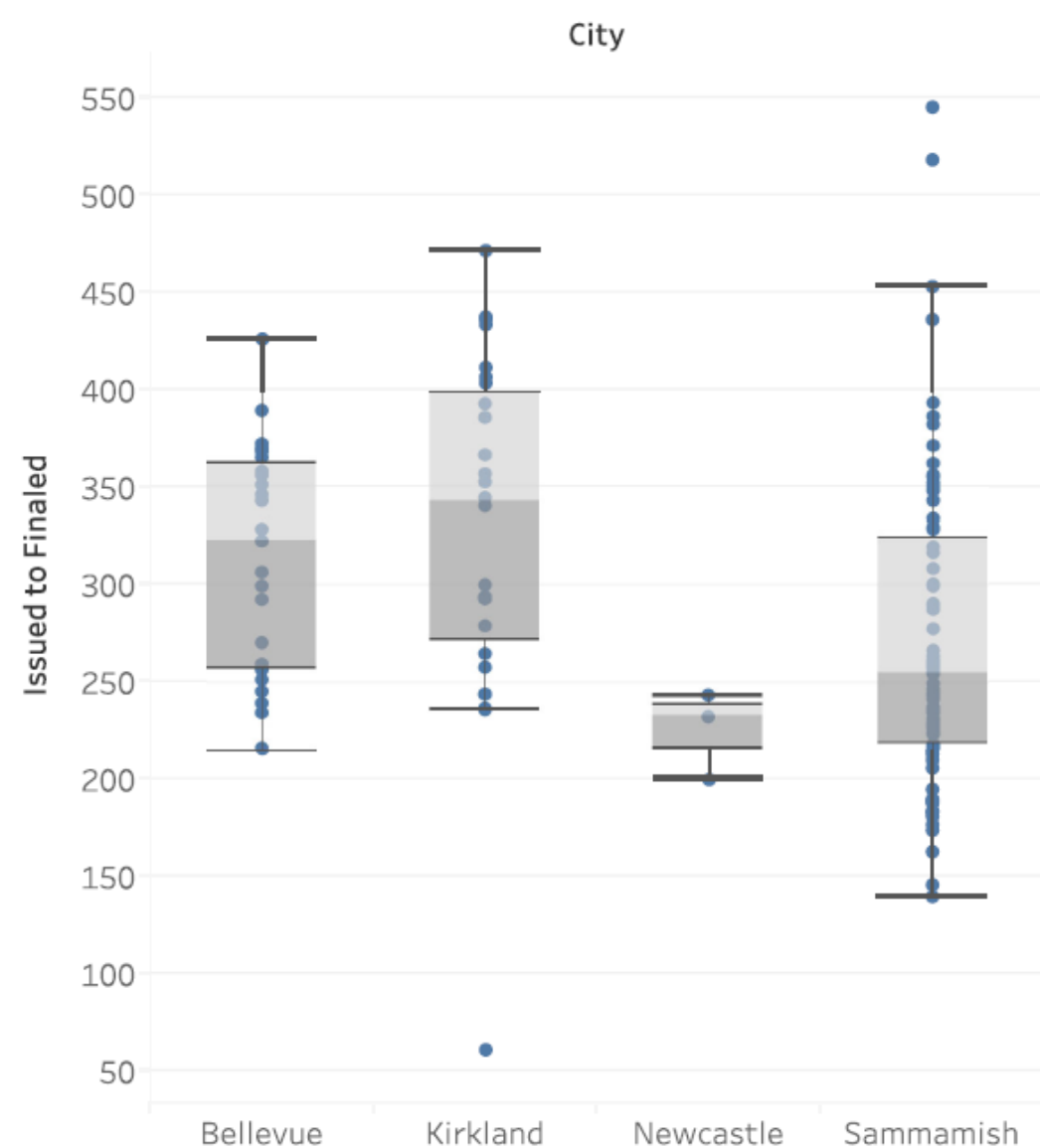
- Took past two years of sold new single-family homes.
- Filtered to only use homes built by a company.
- Found the distances between each house's applied permit date and their issued permit date as well as their issued permit date to final inspection date.
- Separated the data by city.
- Added the median of from each city to the current status of the permit.
- Subtracted 25 days to estimate when listing would appear online.
- Margin of error: ± 30 days

Median Applied to Issued



Applied to Issued for each City. Details are shown for New. The data is filtered on Applied Date, which ranges from 1/1/2018 12:00:00 AM to 2/22/2019 12:00:00 AM. The view is filtered on New, which keeps True.

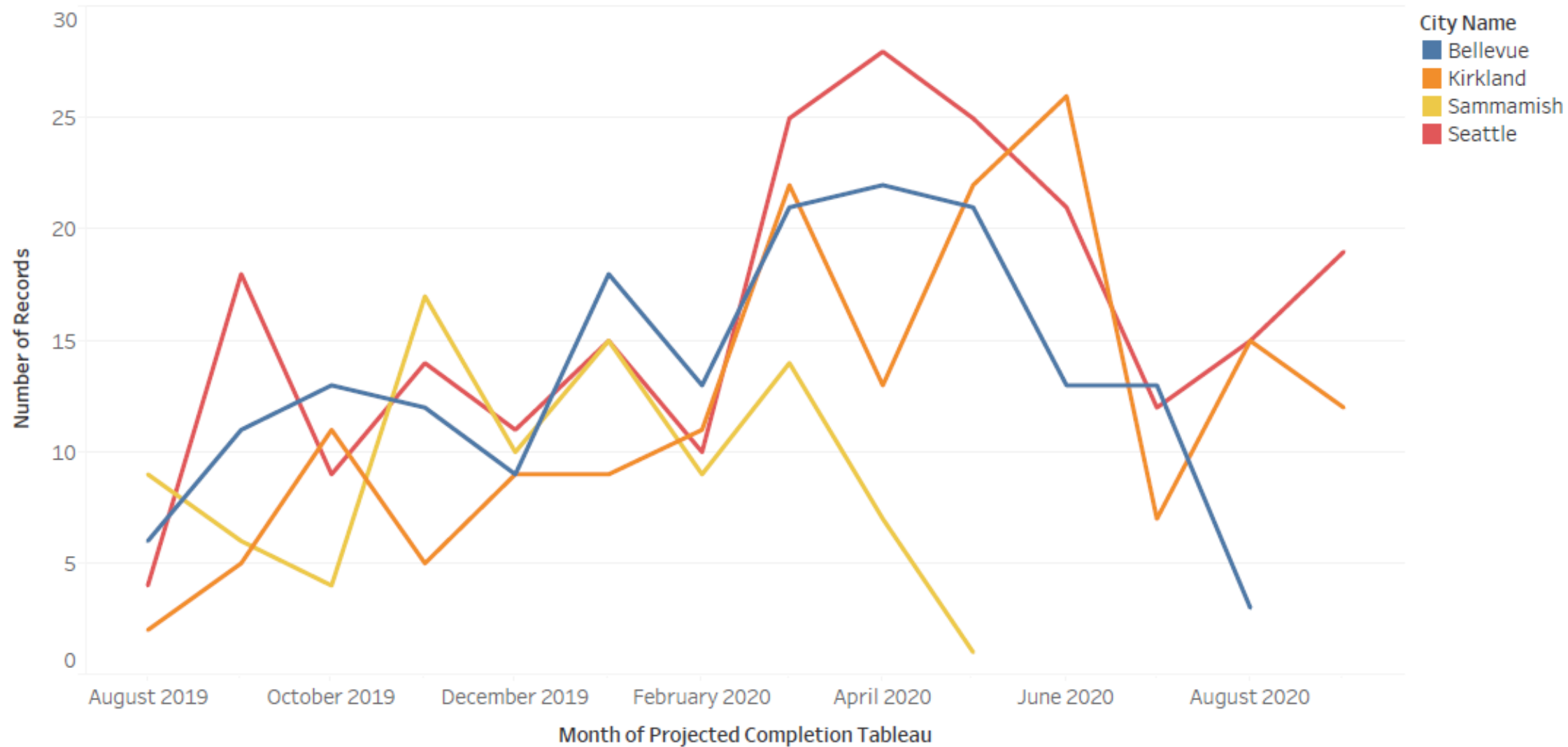
Median Issued to Finaled



Issued to Finaled for each City. Details are shown for City. The data is filtered on New and Applied Date. The New filter keeps True. The Applied Date filter ranges from 1/1/2018 12:00:00 AM to 2/22/2019 12:00:00 AM.



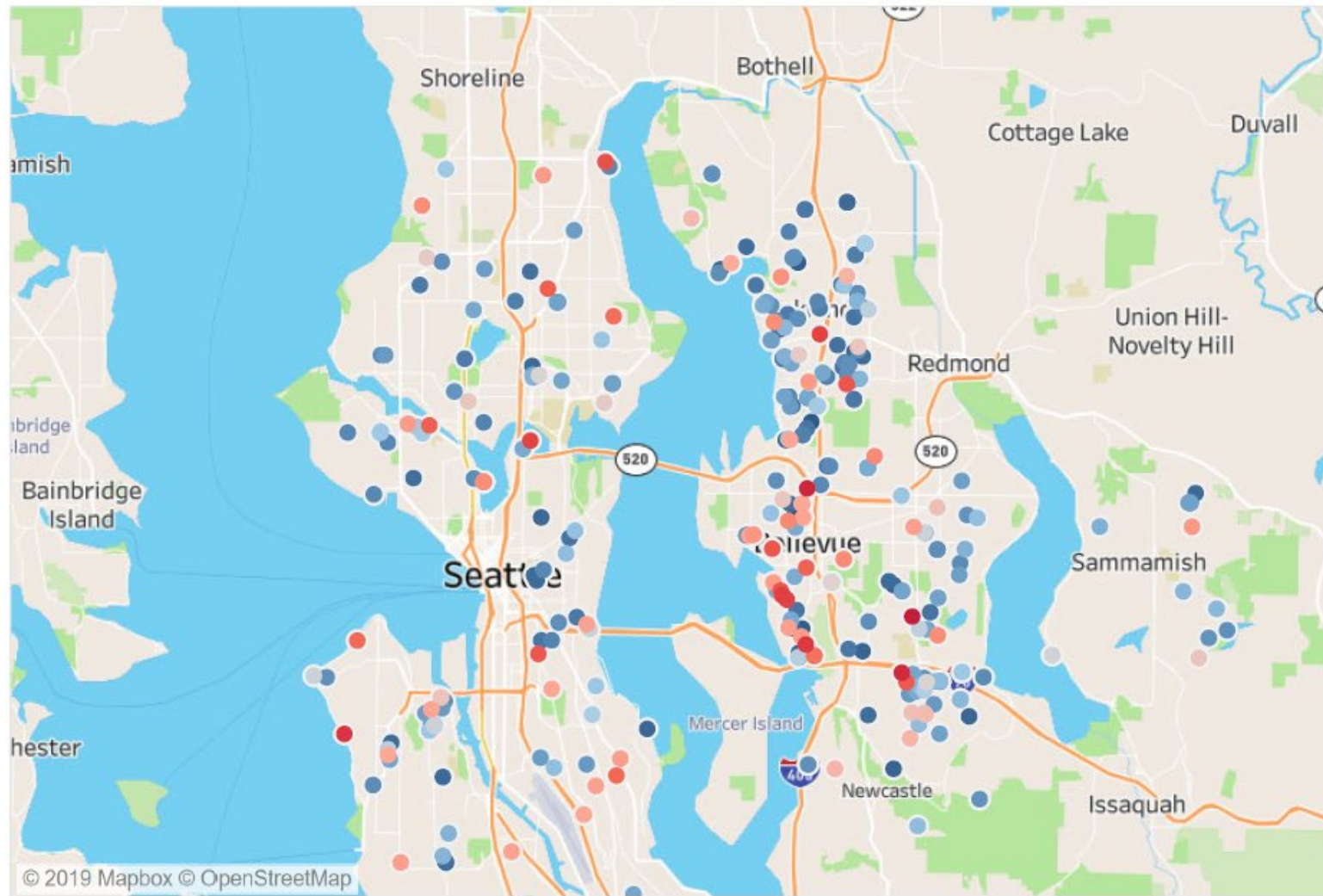
Future Listings by Month



The trend of sum of Number of Records for Projected Completion Tableau Month. Color shows details about City Name. The data is filtered on Projected Completion Tableau and Kirkland New BSF. The Projected Completion Tableau filter ranges from 8/19/2019 12:00:00 AM to 9/27/2020 12:00:00 AM. The Kirkland New BSF filter keeps True.



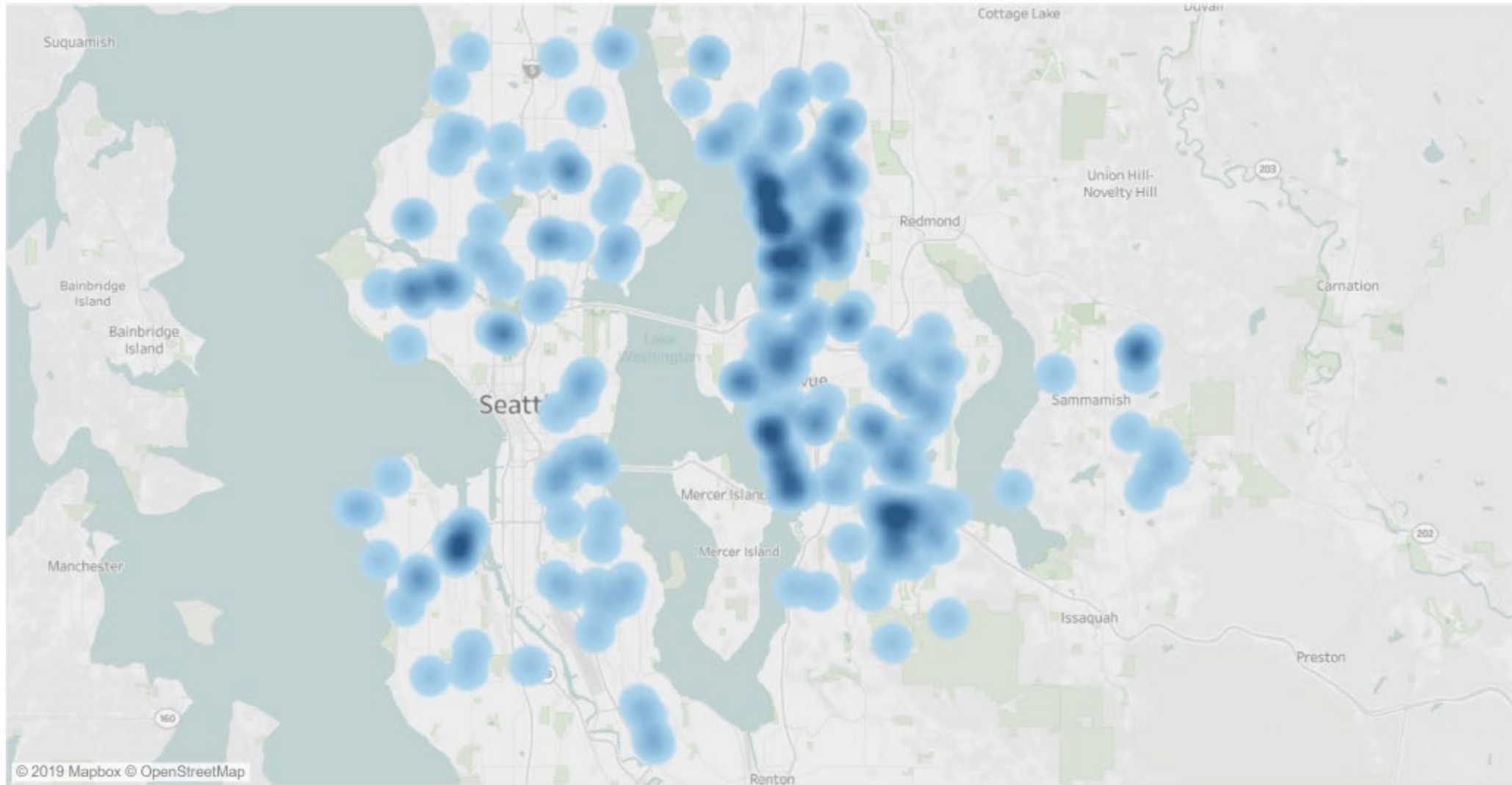
All Future Supply



Day of Projected Completion Tabl..
Oct 18 August 16, 2020

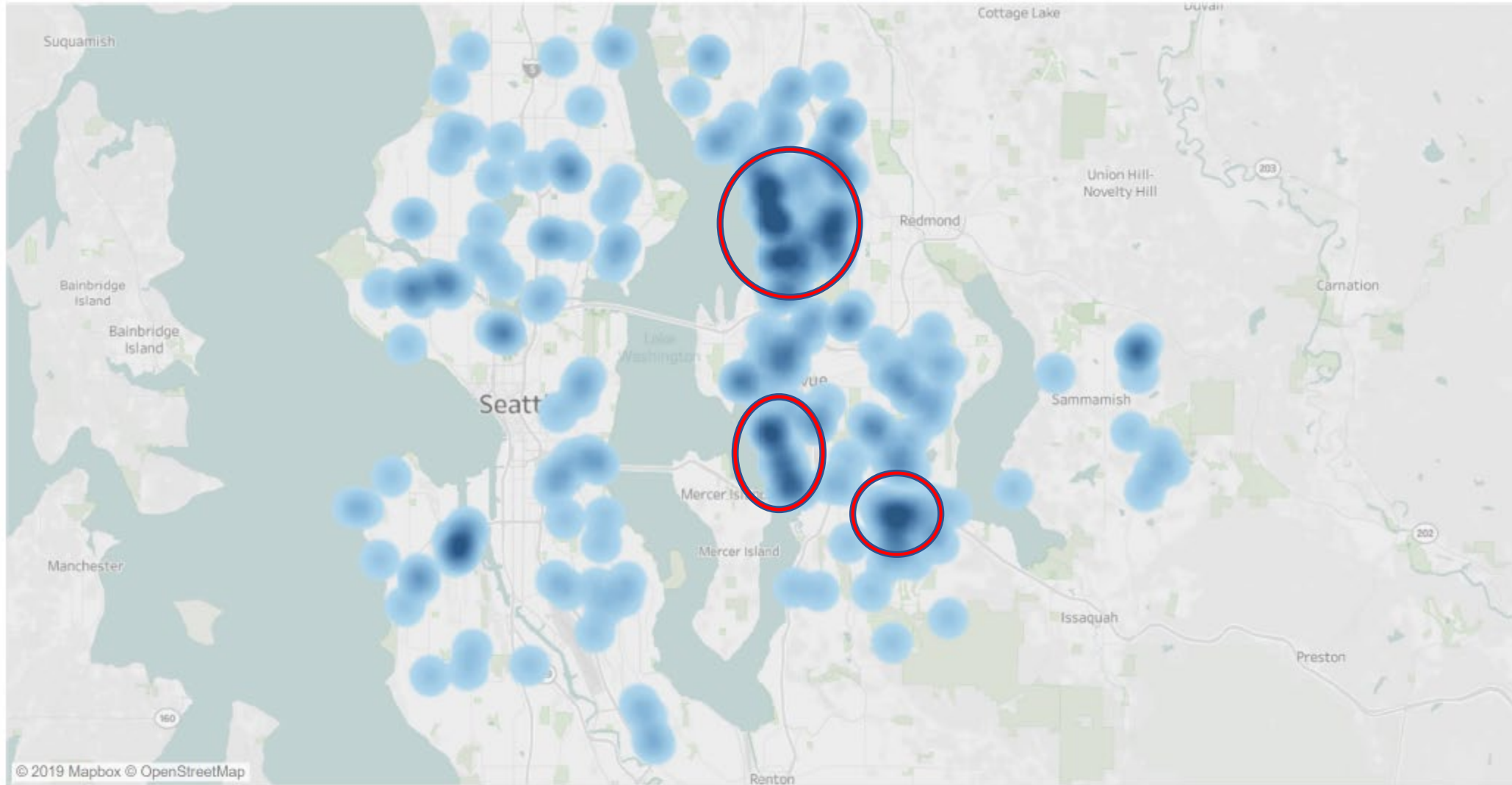
Map based on Longitude and Latitude. Color shows details about Projected Completion Tableau Day. Details are shown for various dimensions. The data is filtered on Projected Completion Tableau, Kirkland New BSF and Company Involved. The Projected Completion Tableau filter ranges from 8/23/2018 12:00:00 AM to 8/16/2020 12:00:00 AM. The Kirkland New BSF filter keeps True. The Company Involved filter keeps True. The view is filtered on Exclusions (Address,Buyer Name,DAY(Projected Completion Tableau),Inspection Description,Latitude,Longitude,Lot Purchase Price,Lot Square Feet,Status) and Buyer Name. The Exclusions (Address,Buyer Name,DAY(Projected Completion Tableau),Inspection Description,Latitude,Longitude,Lot Purchase Price,Lot Square Feet,Status) filter keeps 1,434 members. The Buyer Name filter keeps 228 of 914 members.

All Future Supply Density



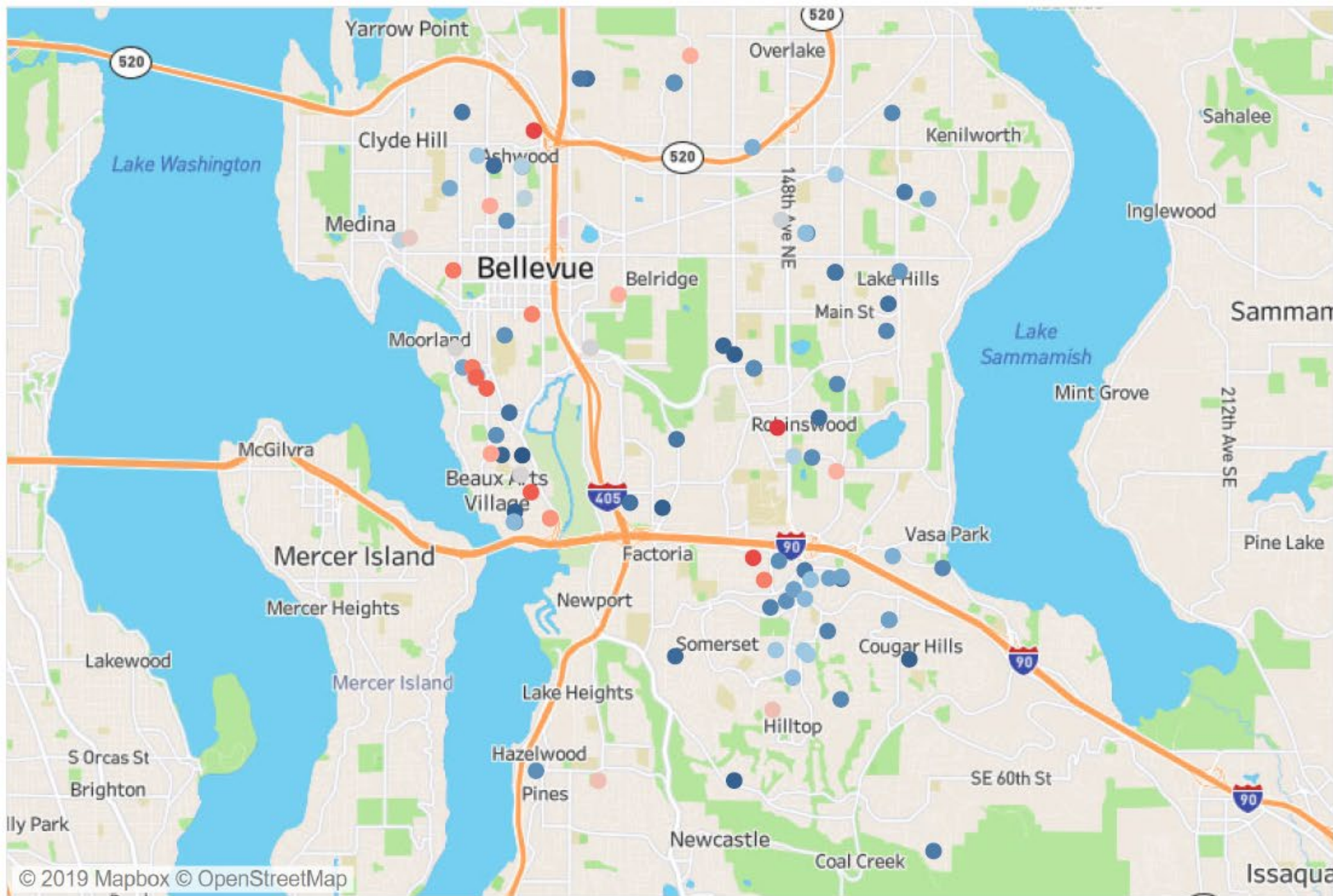
Map based on Longitude and Latitude. Details are shown for various dimensions. The data is filtered on Projected Completion Tableau, Kirkland New BSF and Company Involved. The Projected Completion Tableau filter ranges from 8/23/2018 12:00:00 AM to 8/16/2020 12:00:00 AM. The Kirkland New BSF filter keeps True. The Company Involved filter keeps True. The view is filtered on Exclusions (Address, Buyer Name, DAY(Projected Completion Tableau), Inspection Description, Latitude, Longitude, Lot Purchase Price, Lot Square Feet, Status) and Buyer Name. The Exclusions (Address, Buyer Name, DAY(Projected Completion Tableau), Inspection Description, Latitude, Longitude, Lot Purchase Price, Lot Square Feet, Status) filter keeps 1,440 members. The Buyer Name filter keeps 228 of 914 members.

All Future Supply Density



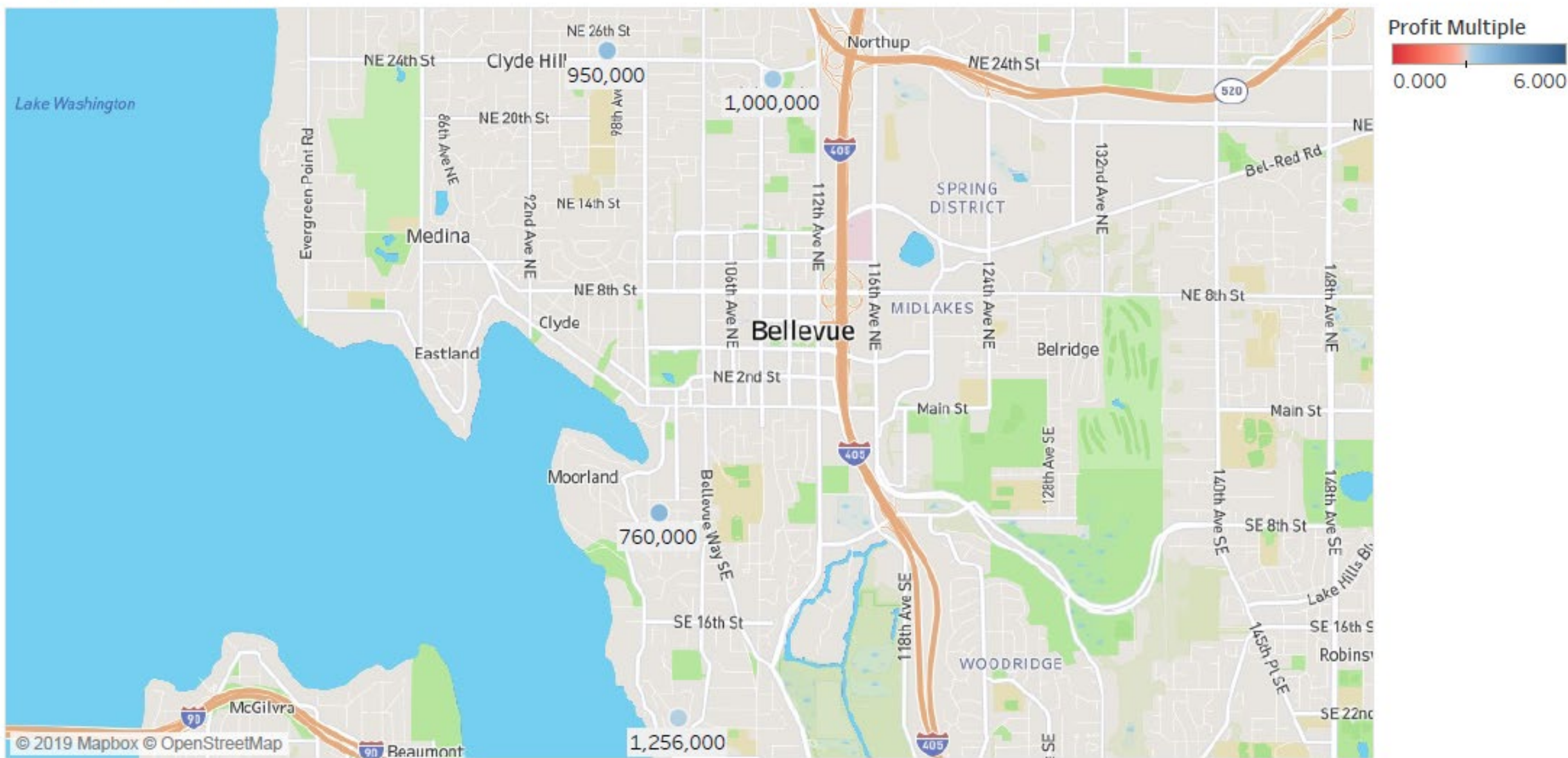
Map based on Longitude and Latitude. Details are shown for various dimensions. The data is filtered on Projected Completion Tableau, Kirkland New BSF and Company Involved. The Projected Completion Tableau filter ranges from 8/23/2018 12:00:00 AM to 8/16/2020 12:00:00 AM. The Kirkland New BSF filter keeps True. The Company Involved filter keeps True. The view is filtered on Exclusions (Address, Buyer Name, DAY(Projected Completion Tableau), Inspection Description, Latitude, Longitude, Lot Purchase Price, Lot Square Feet, Status) and Buyer Name. The Exclusions (Address, Buyer Name, DAY(Projected Completion Tableau), Inspection Description, Latitude, Longitude, Lot Purchase Price, Lot Square Feet, Status) filter keeps 1,440 members. The Buyer Name filter keeps 228 of 914 members.

Bellevue Future Supply



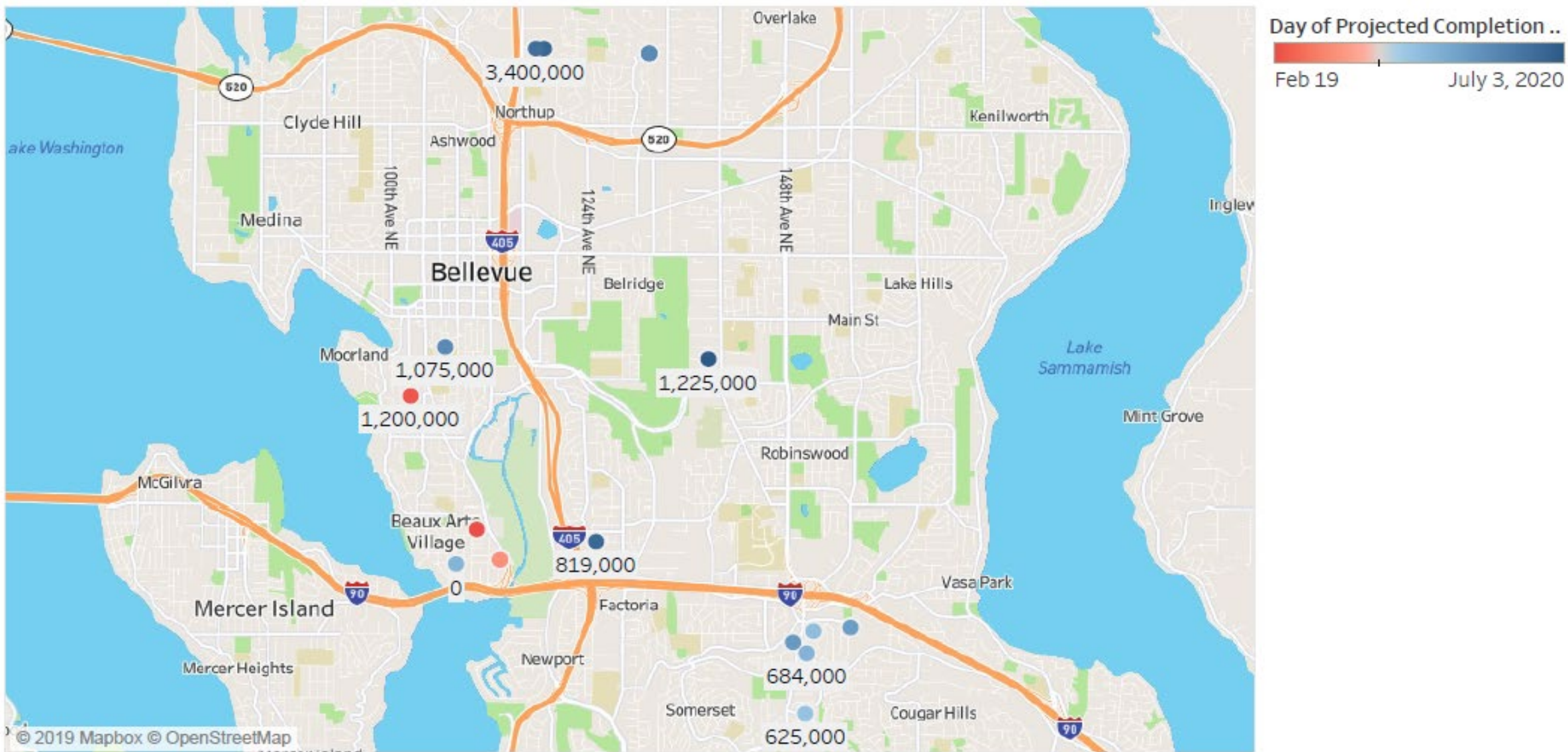
Day of Projected Completion Table..
Dec 18  August 12, 2020

DayMarc Past Sales



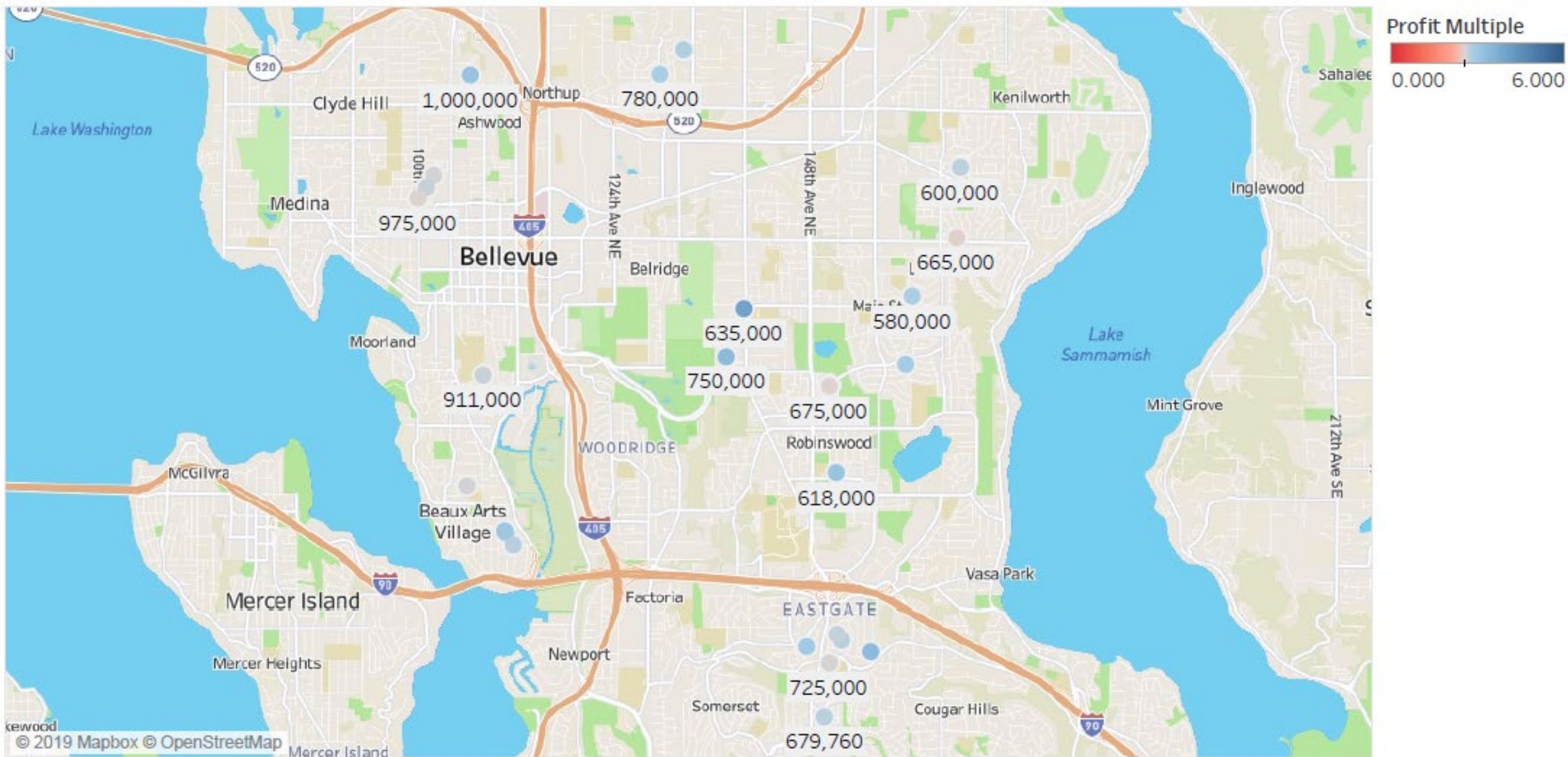
Map based on Longitude and Latitude. Color shows Profit Multiple as an attribute. The marks are labeled by sum of Lot Purchase Price. The data is filtered on Lot Purchase Price, Profit Multiple and Buyer Name. The Lot Purchase Price filter ranges from 77150 to 4455000. The Profit Multiple filter ranges from 1.024590164 to 28.502786779. The Buyer Name filter keeps JAYMARC LUXUARY HOMES II LLC, JAYMARC MANOR LLC and JAYMARC VILLAS LLC.

JayMarc Future Supply



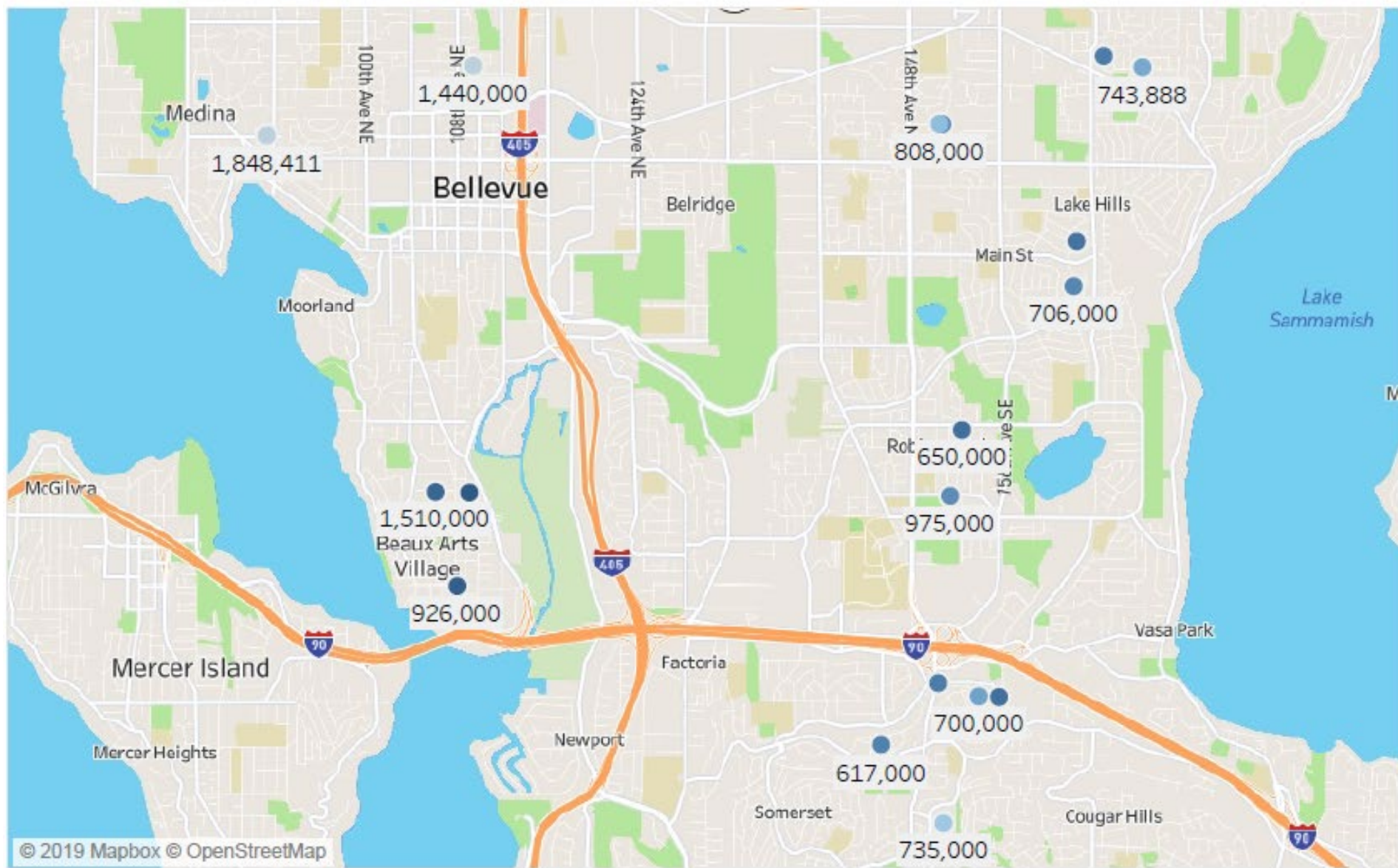
Map based on Longitude and Latitude. Color shows details about Projected Completion Tableau Day. The marks are labeled by sum of Lot Purchase Price. Details are shown for various dimensions. The data is filtered on Projected Completion Tableau and Company Involved. The Projected Completion Tableau filter ranges from 8/23/2018 12:00:00 AM to 8/15/2020 11:59:59 PM. The Company Involved filter keeps True. The view is filtered on Buyer Name, which keeps JAYMARC ESTATES LLC, JAYMARC GOLD LLC, JAYMARC HOMES DG LLC, JAYMARC PLATINUM LLC and JAYMARC SILVER LLC.

WIN Past Sales



Map based on Longitude and Latitude. Color shows Profit Multiple as an attribute. The marks are labeled by sum of Lot Purchase Price. The data is filtered on Lot Purchase Price, Profit Multiple and Buyer Name. The Lot Purchase Price filter ranges from 77150 to 4455000. The Profit Multiple filter ranges from 1.024590164 to 28.502786779. The Buyer Name filter keeps 25 members.

WIN Custom Homes Future Supply



Day of Projected Completion Tab..
Aug 19 Aug 20

Map based on Longitude and Latitude. Color shows details about Projected Completion Tableau Day. The marks are labeled by sum of Lot Purchase Price. Details are shown for various dimensions. The data is filtered on Projected Completion Tableau and Company Involved. The Projected Completion Tableau filter ranges from 8/23/2018 12:00:00 AM to 8/15/2020 11:59:59 PM. The Company Involved filter keeps True. The view is filtered on Buyer Name, which keeps 21 members.



Conclusions

- Eastgate, Bellevue looks to be a proven and promising area for new home development.
- The Bellevue market in general has been down in recent year but due to demand should see a growth in future years.
- We don't have a precise answer to why the Bellevue market has slowed down in the past year but there is predicted to be a high demand in the upcoming years.
- Most other cities have a predicted stable growth.