
Maximizing Sales Price for homes in Kings County

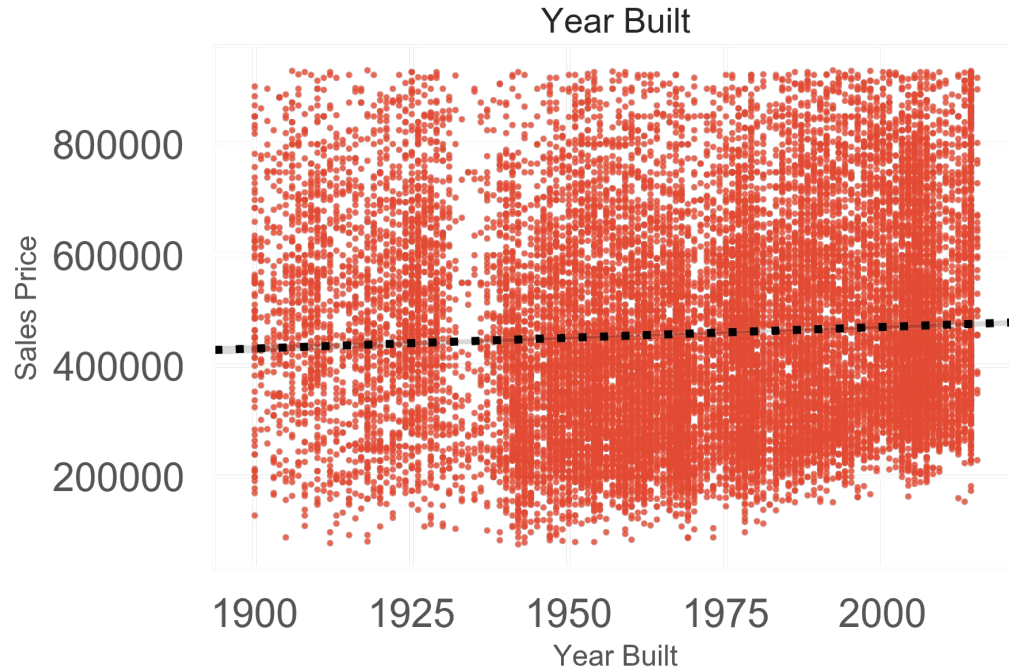
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Questions to keep in mind:

- How can we improve the potential sale price of your home?
- What are some of the important aspects when it comes to pricing your home for sale?
- What are some things are not as important when trying to sell your home?

**How can we improve the potential sale price of
your home?**

Year Built



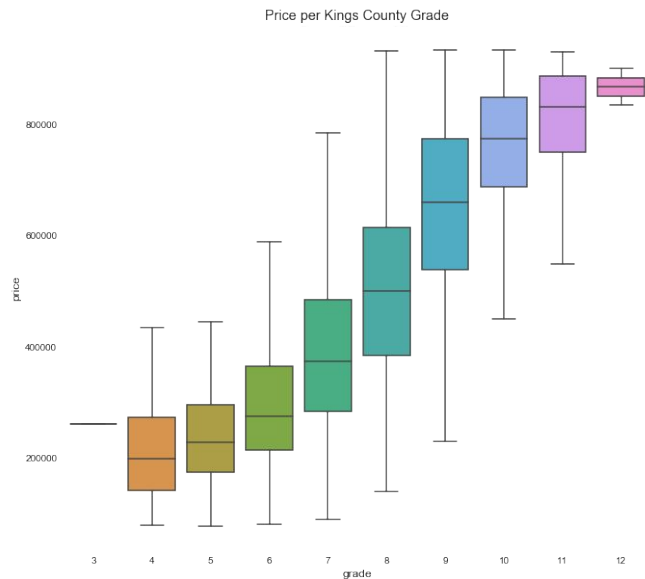
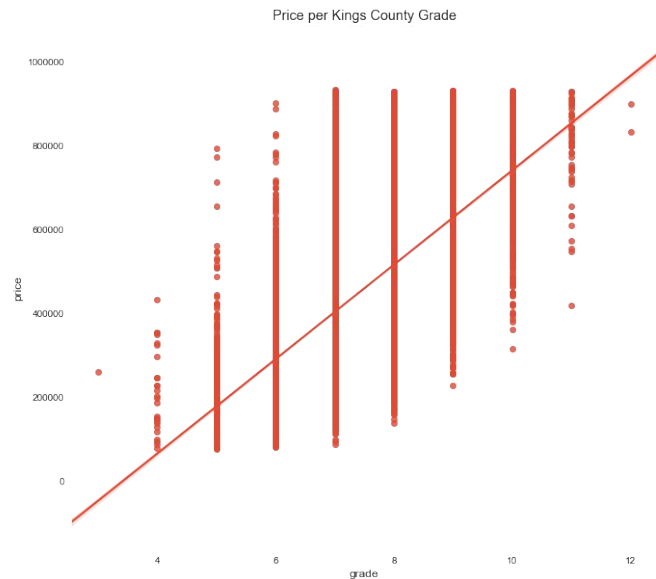
- The year the house was built is not significantly related to sales price.
- Newer house does not necessarily mean higher sales price

Region



- The location of the house seems to have an effect on price
- South Urban generally has the lowest prices
- East Urban and Vashon Island generally sell for more
- If you flipping the house, aim for a less expensive house in East Urban, Seattle, or Vashon Island since those locations have the potential to sell for more

King County Grade



King County Grade

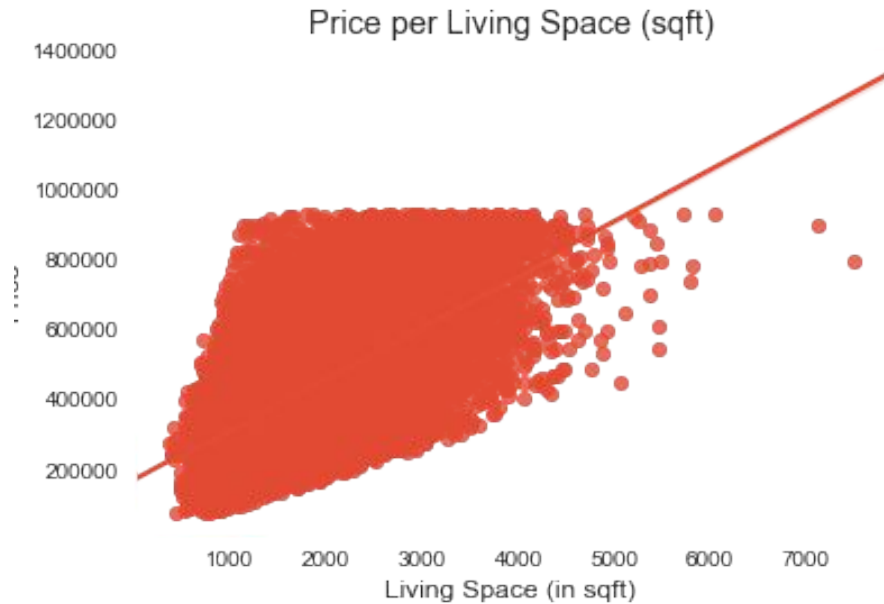
Represents the construction quality of improvements. Grades run from grade 1 to 13. Generally defined as:

- 1-3 Falls short of minimum building standards. Normally cabin or inferior structure.
- 4 Generally older, low quality construction. Does not meet code.
- 5 Low construction costs and workmanship. Small, simple design.
- 6 Lowest grade currently meeting building code. Low quality materials and simple designs.
- 7 Average grade of construction and design. Commonly seen in plats and older sub-divisions.
- 8 Just above average in construction and design. Usually better materials in both the exterior and interior finish work.

Aim for the following when flipping/preparing home for sale

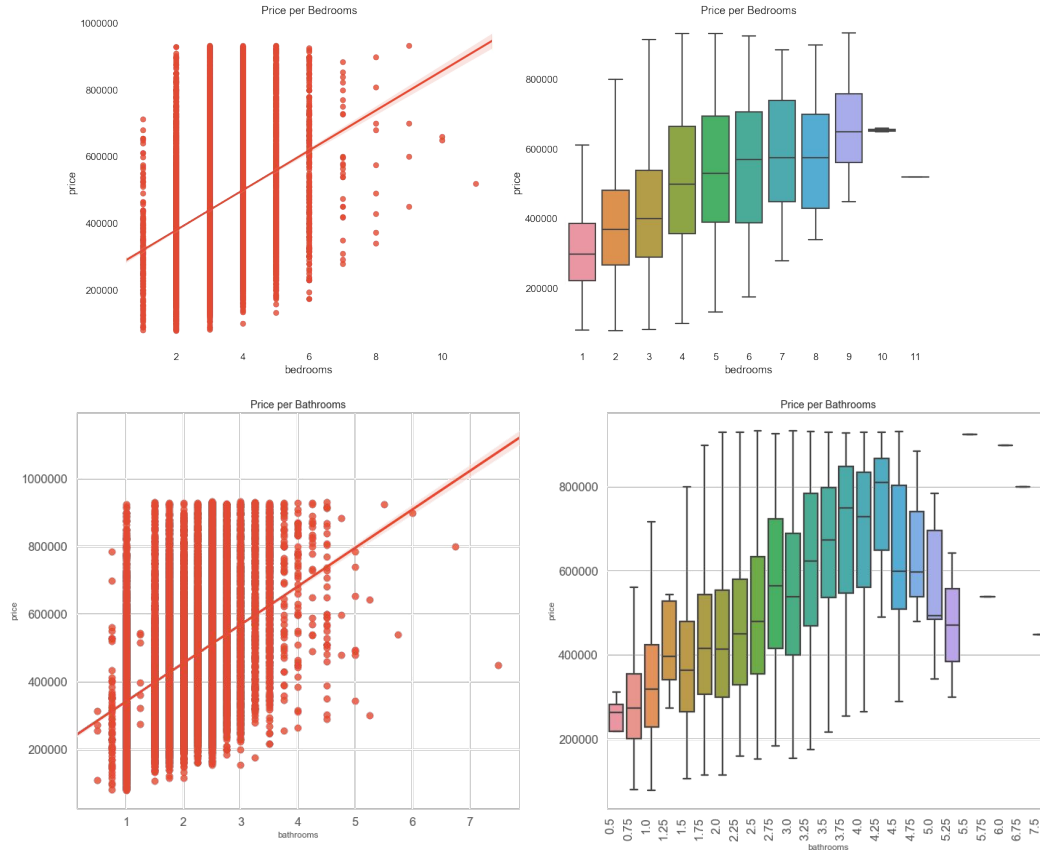
- 9 Better architectural design with extra interior and exterior design and quality.
- 10 Homes of this quality generally have high quality features. Finish work is better and more design quality is seen in the floor plans. Generally have a larger square footage.
- 11 Custom design and higher quality finish work with added amenities of solid woods, bathroom fixtures and more luxurious options.
- 12 Custom design and excellent builders. All materials are of the highest quality and all conveniences are present.
- 13 Generally custom designed and built. Mansion level. Large amount of highest quality cabinet work, wood trim, marble, entry ways etc.

Size of House



- Generally, a larger house increases the sale price
- Build an addition onto house
- Finish unfinished basements, attics

Bedroom and Bathrooms



- Increase number of bedrooms
- Increase number of bathrooms until 4.5 baths, after that the price trend drops
- If possible though addition or finishing unfinished sections of house.

Recommendations

- Year the house is built is not significantly related to sale price
- Location of the house is important: East Urban and Vashon Island can sell for the more if flipping homes
- Increase the size of the house and add bedrooms and bathrooms (up to 4.5 baths)
- Grade of the house given by Kings County is important: High end finishes, custom builds, high quality material

Future Works

- If aiming to purchase a house to flip, start looking for properties in East Urban, Seattle, or Vashon Island:
 - Bought at a low price
 - Cost/Profit analysis that includes price of flipping
- If aiming to prepare house for sale:
 - Start looking for reputable builder to finish unfinished spaces and/or add bedrooms and bathrooms
 - Start searching for deals on high end finishing

Thank you

Any questions?

Data Source:

King County Housing Data