Vandelay Ind. Home Price Predictions

Presenter: Daniel Gurzi
Date: May 15, 2020

Selling A Home is a Huge Decision

What happens if you list too high?

- **Long Listing Time**
- **Have to Reduce price**
- **Can sell lower than if you started lower**

What happens if you list too low?

- **Could lose out on a lot profit.**
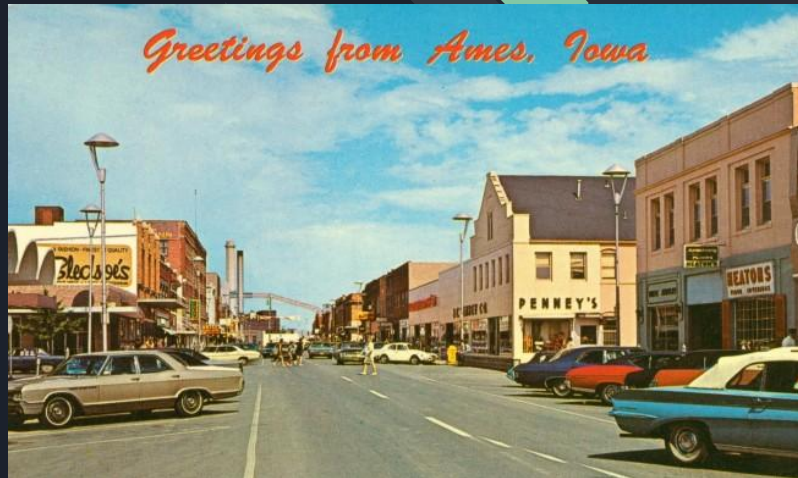
What Do You Do?

How Can **Vandelay** Help?

Unique Price Prediction Model
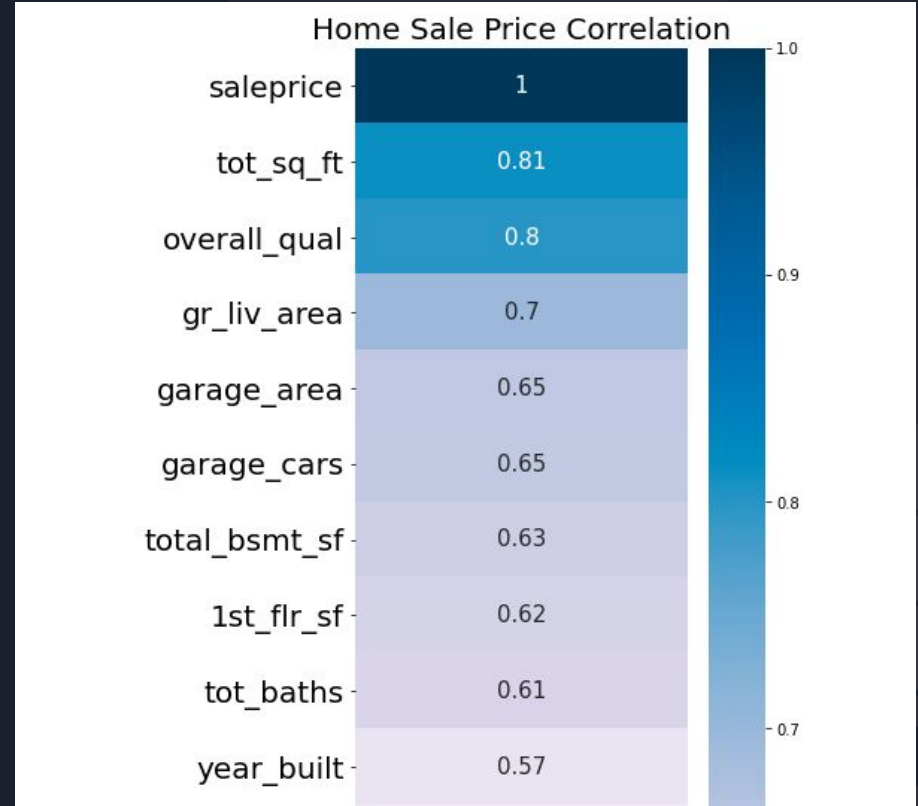
Recession-proof housing data

Eliminate Noise

Reduce Total Listing Time

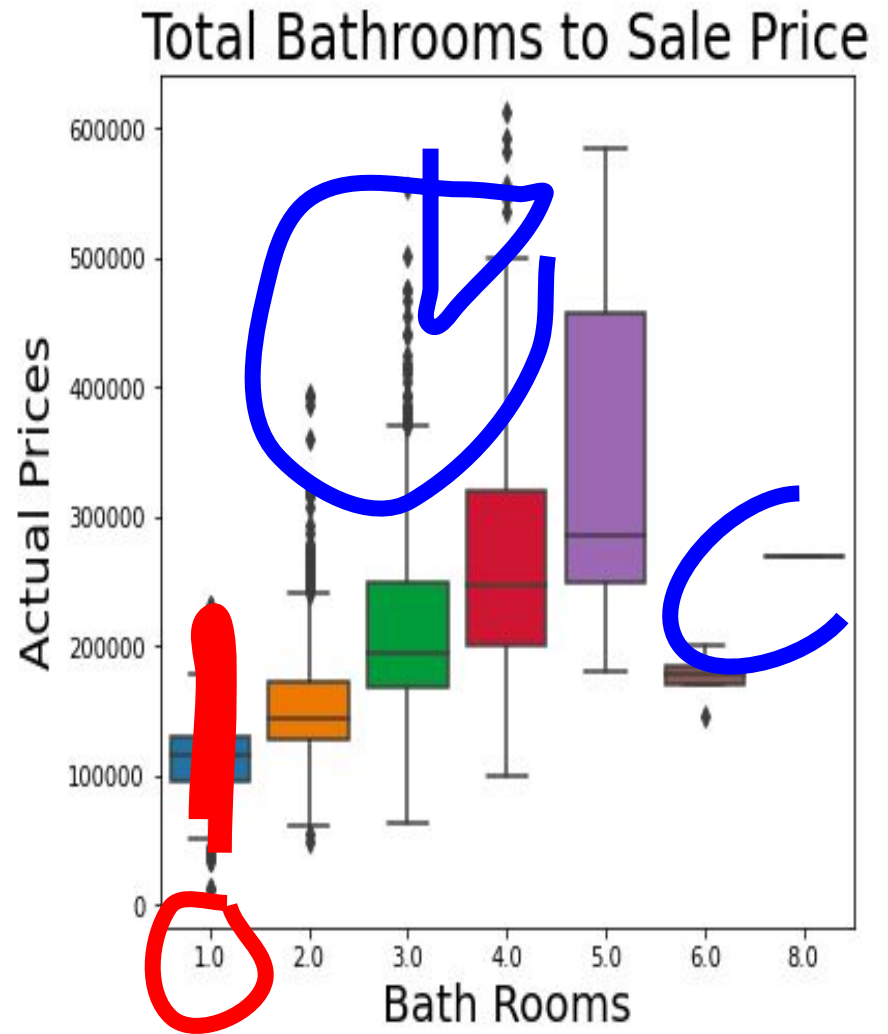Maximize Profits

Greetings from Ames, Iowa

House Features

- Total Square Footage
- Overall Quality
- Above Ground Square Footage
- Total Basement Square Footage
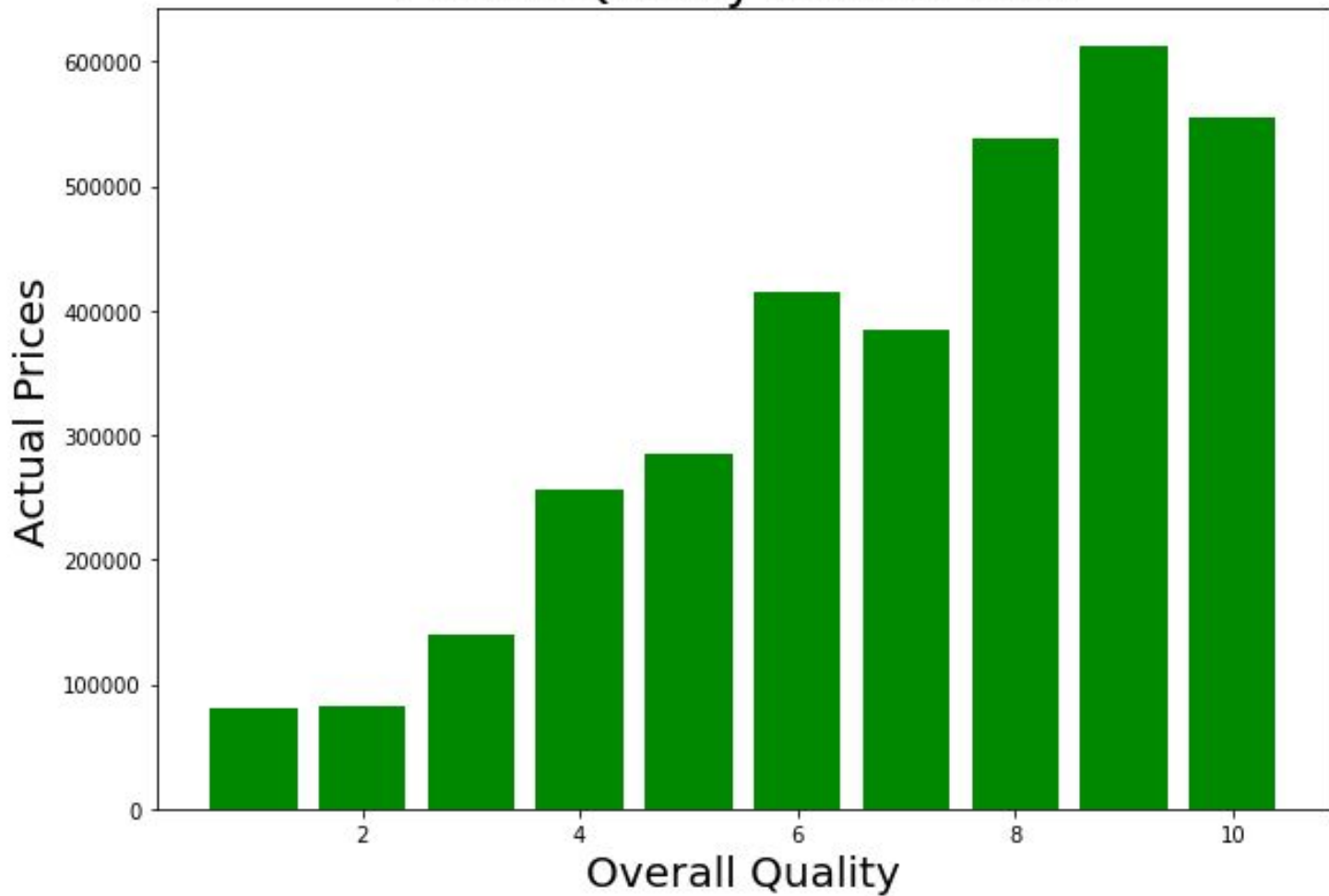- Garage Size
- Total Bathrooms

Home Sale Price Correlation

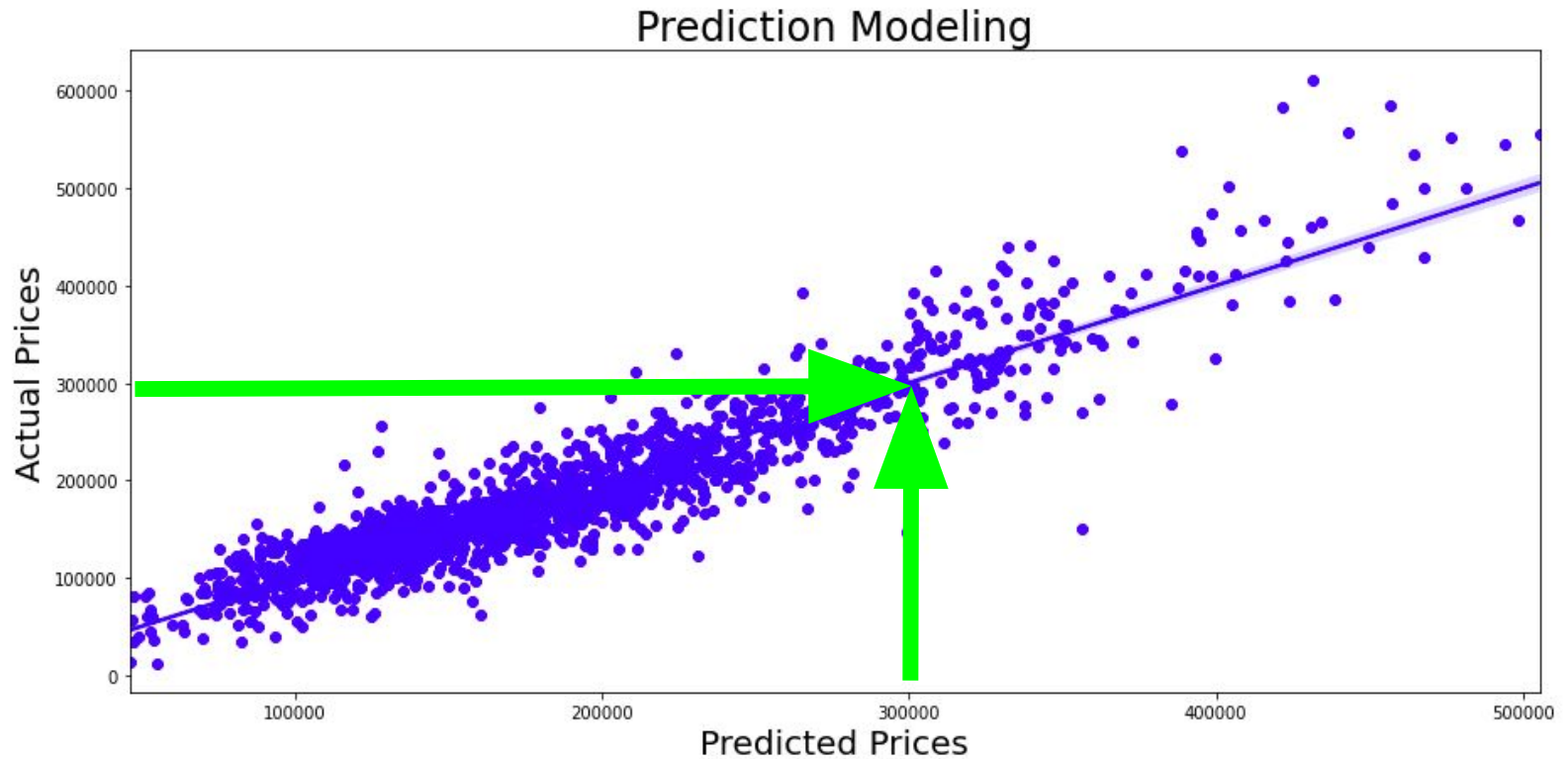| Feature	Correlation
saleprice	1
tot_sq_ft	0.81
overall_qual	0.8
gr_liv_area	0.7
garage_area	0.65
garage_cars	0.65
total_bsmt_sf	0.63
1st_flr_sf	0.62
tot_baths	0.61
year_built	0.57

Bathroom Counts

- Upward correlation with additional rooms up to a certain point

- Wide Range

- Number of Outliers

Total Bathrooms to Sale Price

House Quality to Sale Price

So What Does It All Look Like?

Key Take Aways

➔ Using Unique Characteristics
➔ Top Secret
➔ Highly Accurate
➔ Proprietary formula

➔ Predict Fair Price for Homeowner to
  ◆ Maximize Profits
  ◆ Sell Quickly

Q & A