Prediction of Home Sales in King County
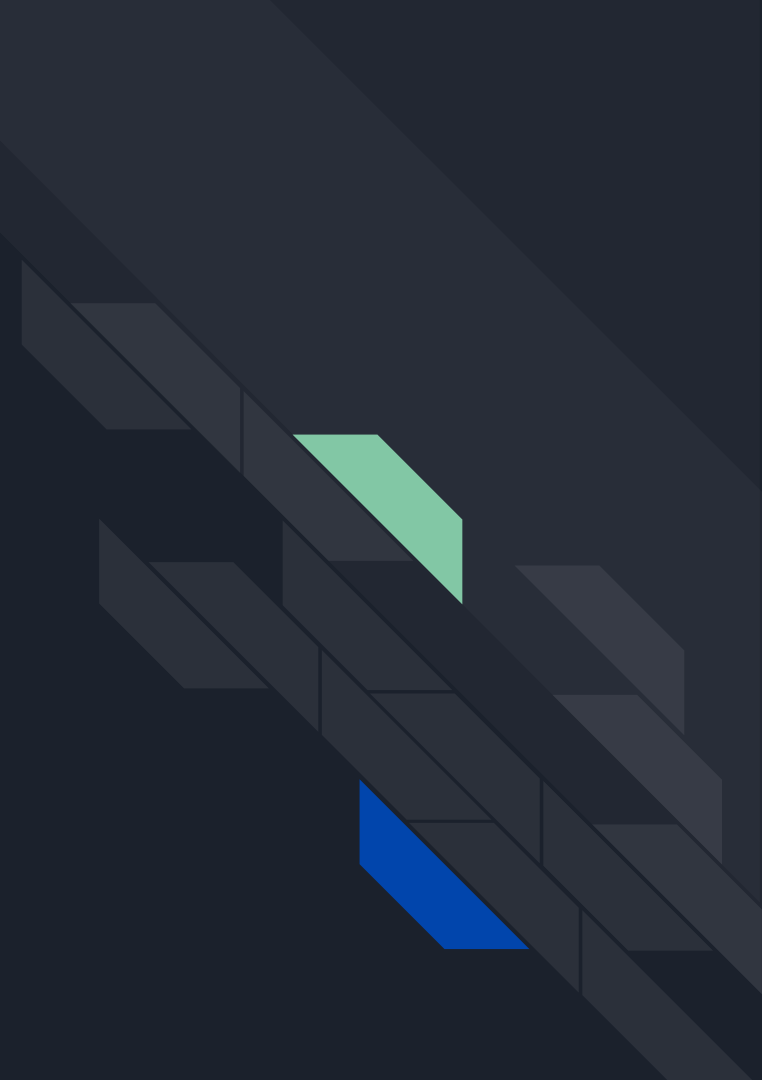
Devin Belden
10/28/2019

What can be done to ensure that profits from residential real estate are maximized?
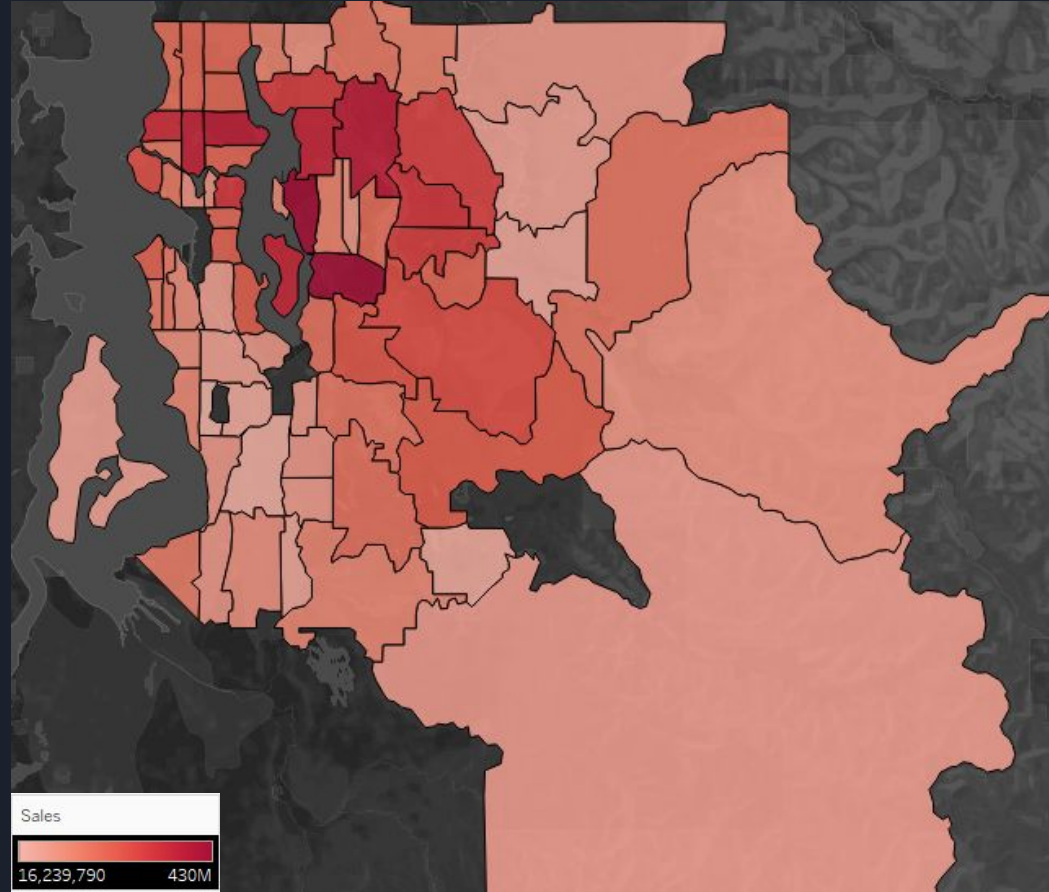
Overview

- Analyzed 20,000 King County home sales between May 2014 and May 2015

- Compared and contrasted 18 features of each sale to determine best predictors

- 63% of a home's selling price can be explained by four features:
    - ZIP code
    - Housing Grade
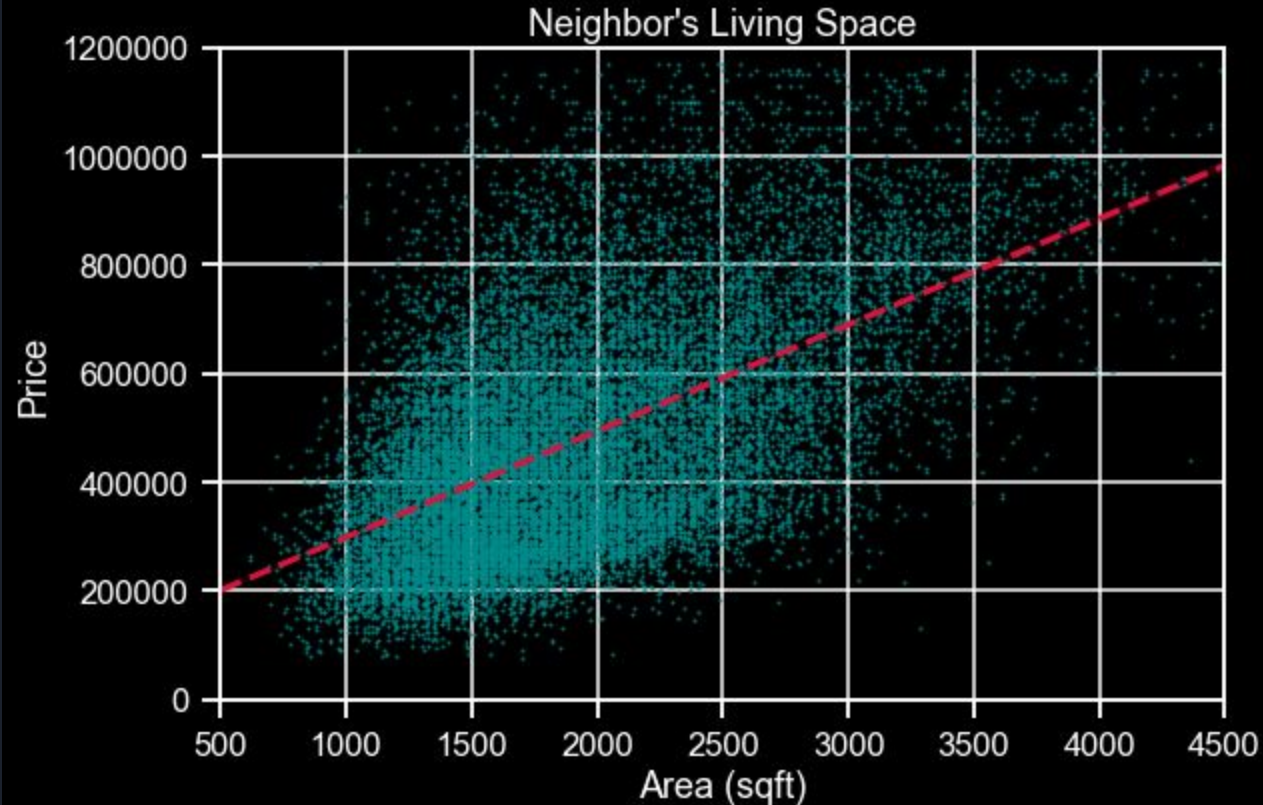   - Size of Home
    - Size of Neighboring Homes

Where is the most money being made?

- Focusing investment efforts in high-value ZIP codes will cost more up front, but will lead to higher sales
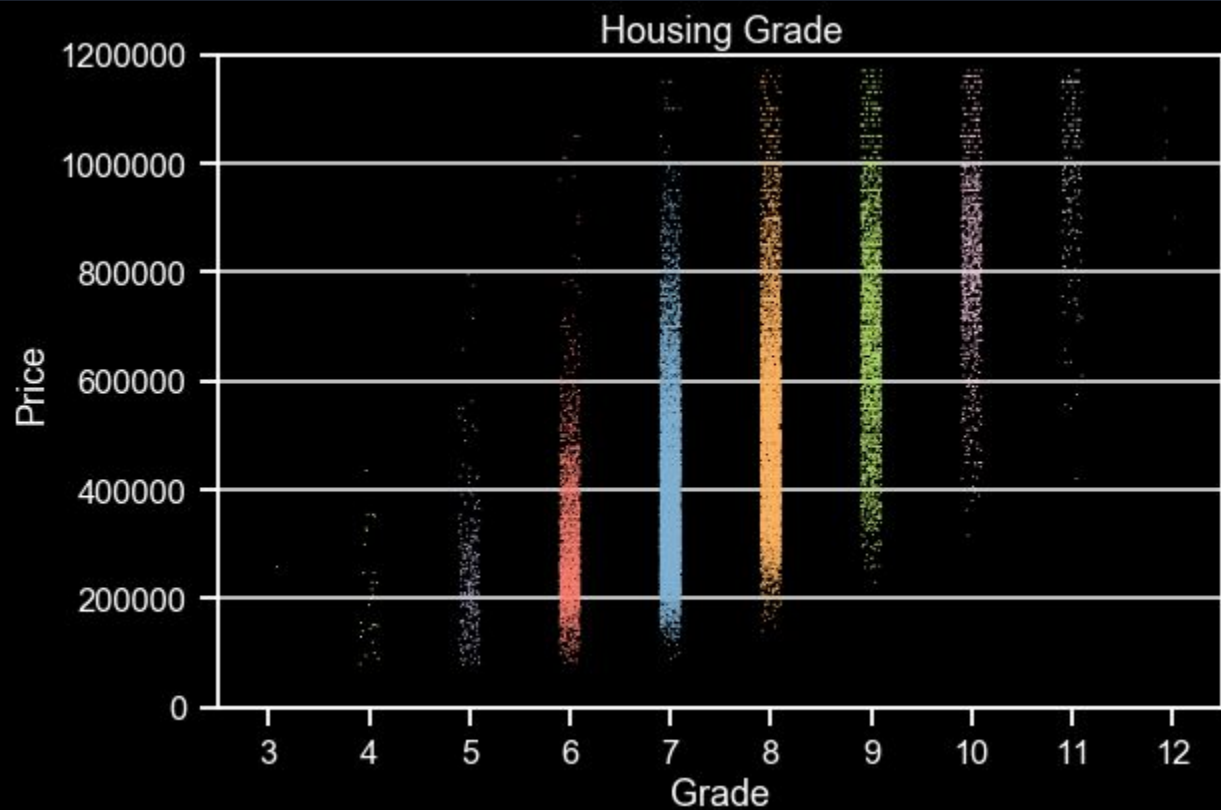

Sales

16,239,790   430M

Square Footage of Neighboring Homes

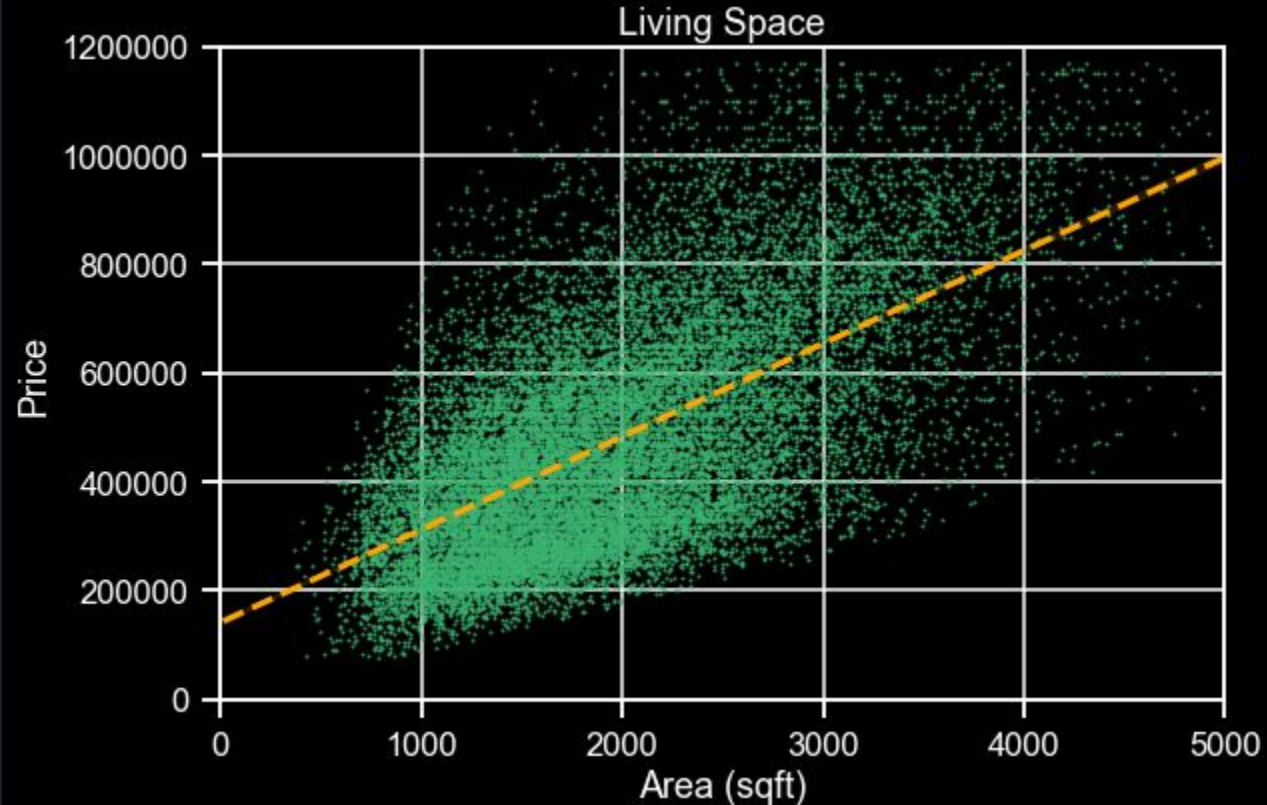- Invest in areas with large neighboring houses

King County Grading System

- Use high-quality construction materials when renovating

Square Footage

- When renovating, try to increase the square footage of the home

Further Research

- Use latitude/longitude to further pinpoint high-value markets

- Discover which additions are most profitable (e.g. extra bedroom vs extra bathroom)

- Obtain further data on difference between waterfront property vs. landlocked

Thank you!