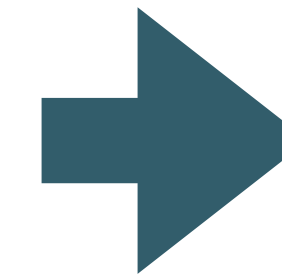
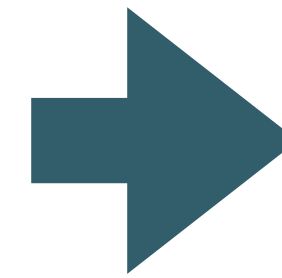
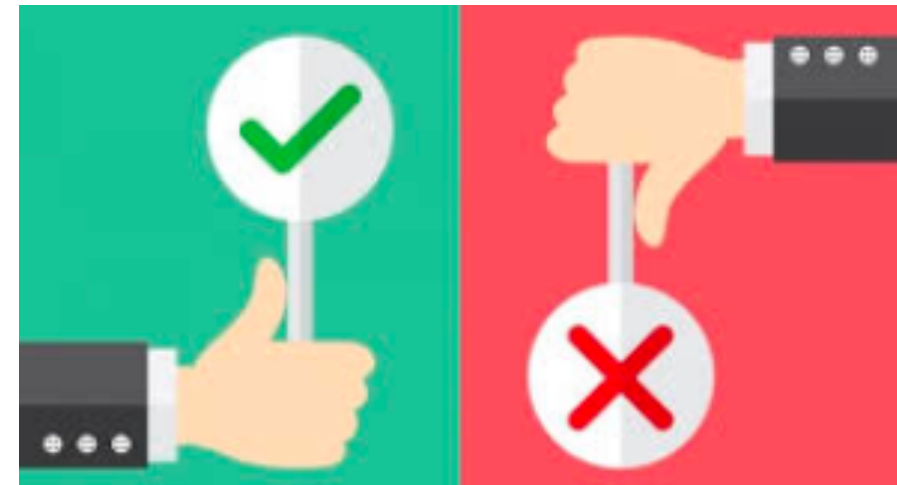
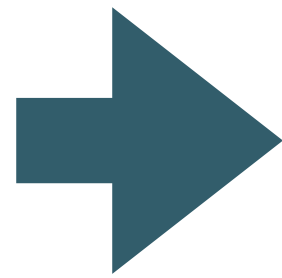


A TALE OF THREE TOOLS

Presentation by Rayan Hawili
Nov 2020

AGENDA



Procurement:

unlocking real estate
market demand trends

Business Intelligence:

evaluating the
attractiveness of offers

Sales:

empowering Sales with
easy to use tools &
closing the deal

SOLD

New Tool:

Market Dashboard

New Tool:

Predictive Pricing

New Tool:

Refined Search



Procurement:

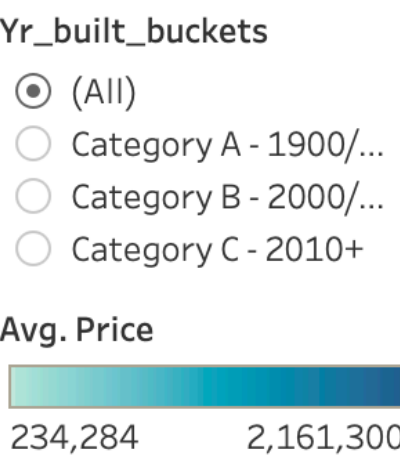
unlocking real estate market demand trends

What should we include in our real estate portfolio?

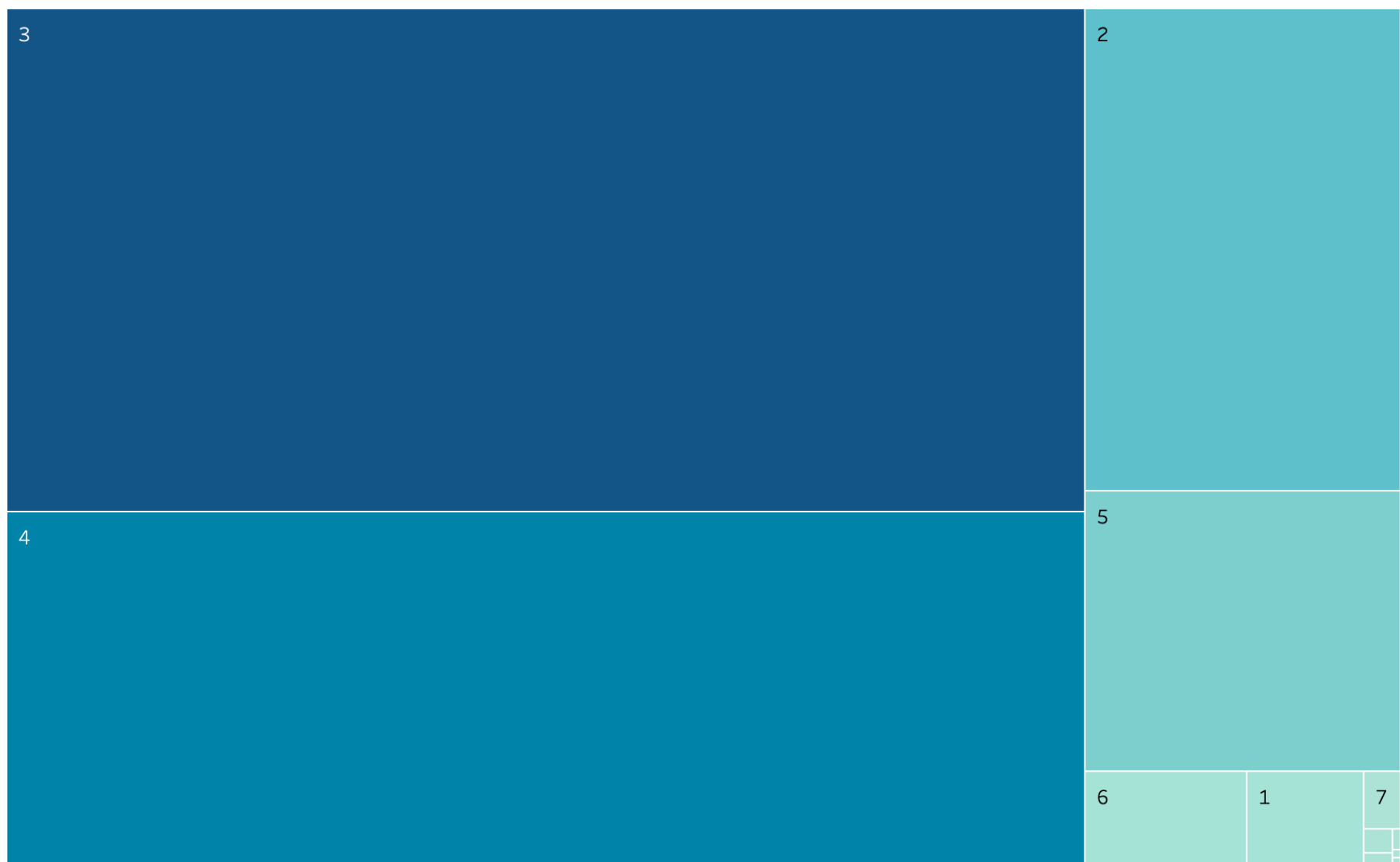
What future housing projects to invest in?

Deep dive - built year categories

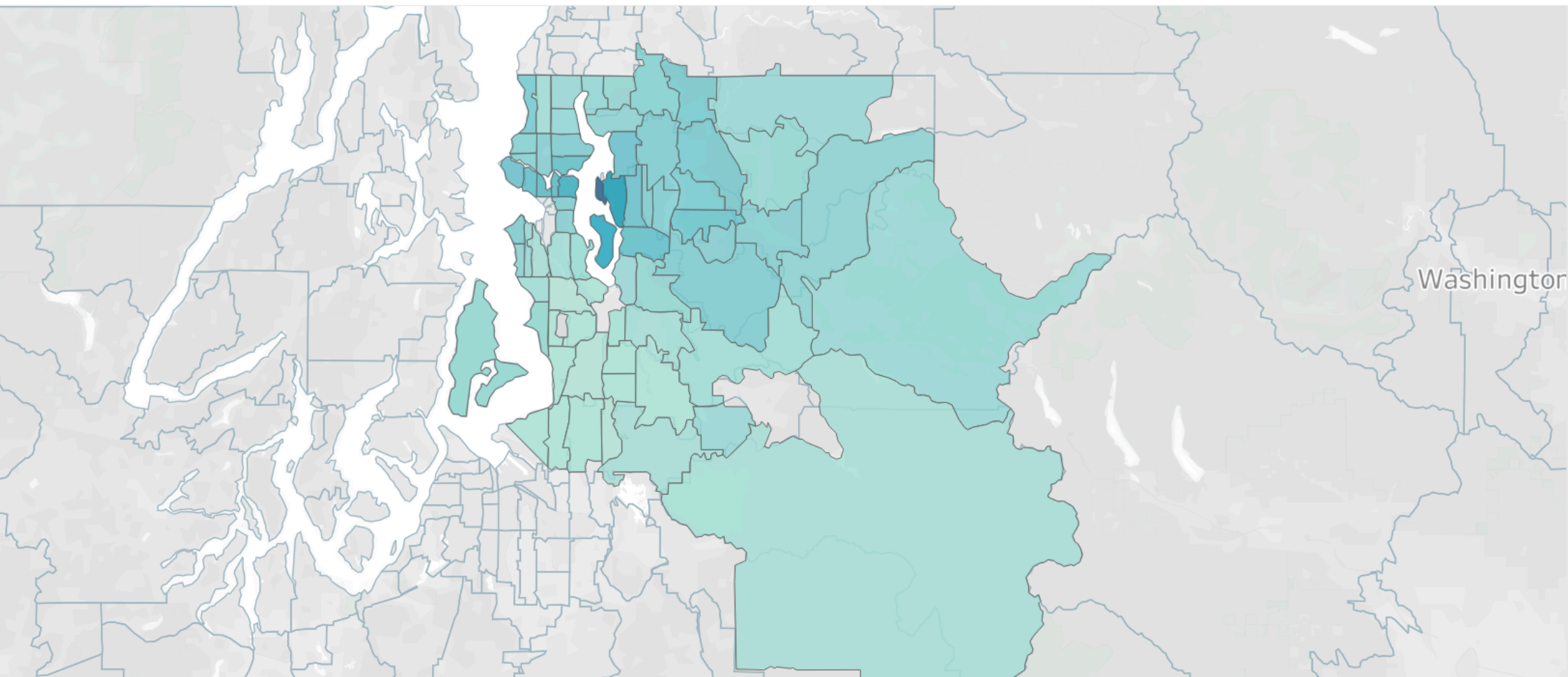
| | Price_buckets | | | | | | |
|--------------------|---------------|-----------|-----------|-----------|------------|-----------|-------------|
| | 0/200k | 200k/400k | 400k/600k | 600k/800k | 800k/1000k | 1000k+ | Grand Total |
| Count of Id | 783 | 7,898 | 6,552 | 3,364 | 1,510 | 1,490 | 21,597 |
| Avg. Price | 166,125 | 304,832 | 489,777 | 687,304 | 883,255 | 1,527,732 | 540,297 |
| Avg. Bedrooms | 3 | 3 | 3 | 4 | 4 | 4 | 3 |
| Avg. Bathrooms | 1 | 2 | 2 | 2 | 3 | 3 | 2 |
| Avg. Floors | 1 | 1 | 1 | 2 | 2 | 2 | 1 |
| Avg. Condition | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Avg. Grade | 6 | 7 | 8 | 8 | 9 | 10 | 8 |
| Avg. View | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| Avg. Sqft Living15 | 1,334 | 1,664 | 1,911 | 2,279 | 2,638 | 3,052 | 1,987 |
| Avg. Sqft Lot15 | 9,793 | 10,276 | 13,018 | 14,707 | 16,701 | 17,938 | 12,758 |

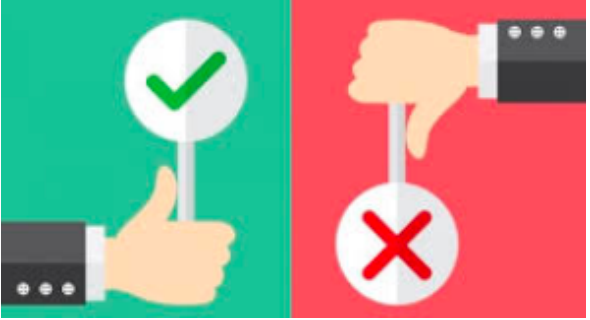


Most selling properties based on the number of bedrooms



Avg properties prices according to ZipCodes for the State of Washington





Business Intelligence:

evaluating the attractiveness of offers

Buying properties

Is the real estate find forwarded by procurement a 💎 or a 💩?
What is our potential risk on the investment? Predicted sale price vs. Investment analysis?

We have now built a predictive machine learning model to calculate with a high accuracy rate the selling prices of properties, evaluated according to key features buyers value highly.

We can now aim to acquire more properties in our portfolio, at a calculated risk.

Selling properties

We can now provide the Sales team with data-backed competitive pricing for our property portfolio.



Sales:

empowering Sales with easy to use tools & closing the deal

SALES



“My kitchen is very small. Do you have any with doors that swing in?”

Input

One of the customers is only interested in the following houses:

- Number of bedrooms either 3 or 4
- Bathrooms more than 3
- One floor
- No waterfront
- Condition should be 3 at least
- Grade should be 5 at least
- Price less than 300,000 USD

magic

```
select * from house_price_data hp where hp.bedrooms in (3,4) and hp.bathrooms >3 and hp.floors =1 and hp.waterfront = 0 and hp.condition >=3 and hp.grade >=5 and hp.price < 300000
```

Output

There is currently nothing available using the current criteria.

You could get all your criteria for the low price of 345,100 USD [click to listing] or expand your search criteria.

Interest

our warriors sales team

customer self-serve online portal

Result



