



# WELCOME

*NF-DS-ONL-ENG-240225 AND  
STAKEHOLDER*

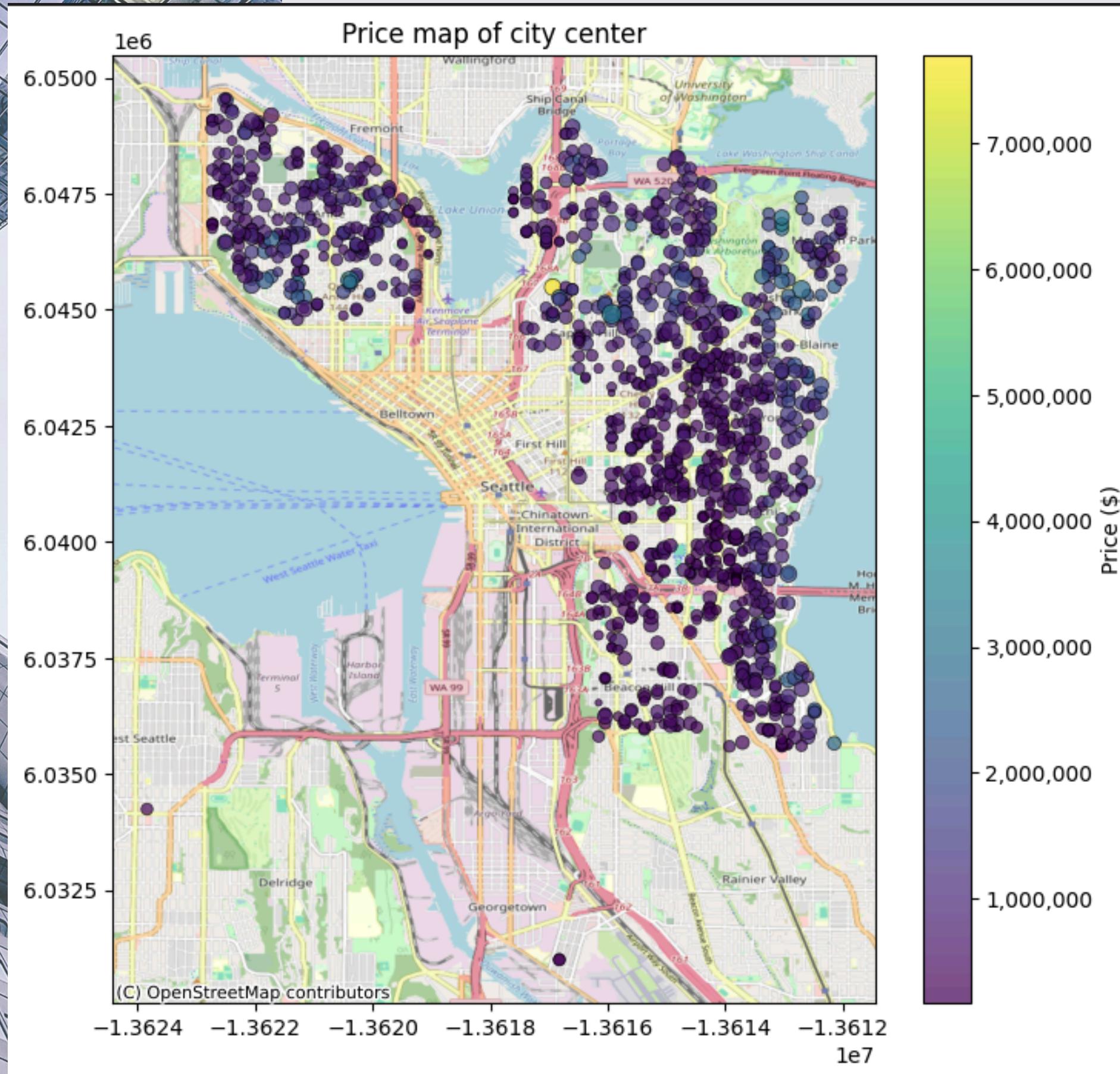
# STAKEHOLDER

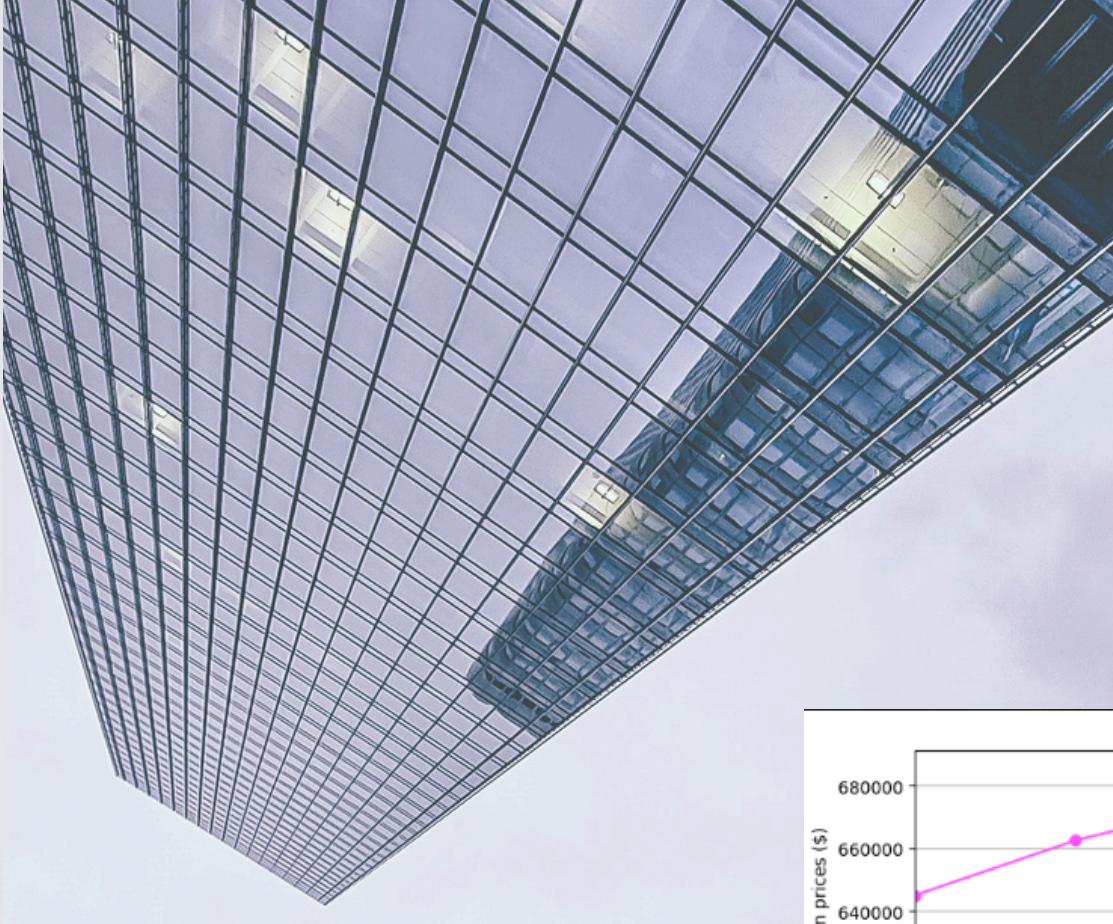
## TIMOTHY STEVENS

- Owns expensive houses in the center
- needs to get rid of them all within one year
- open for renovation when profits rise

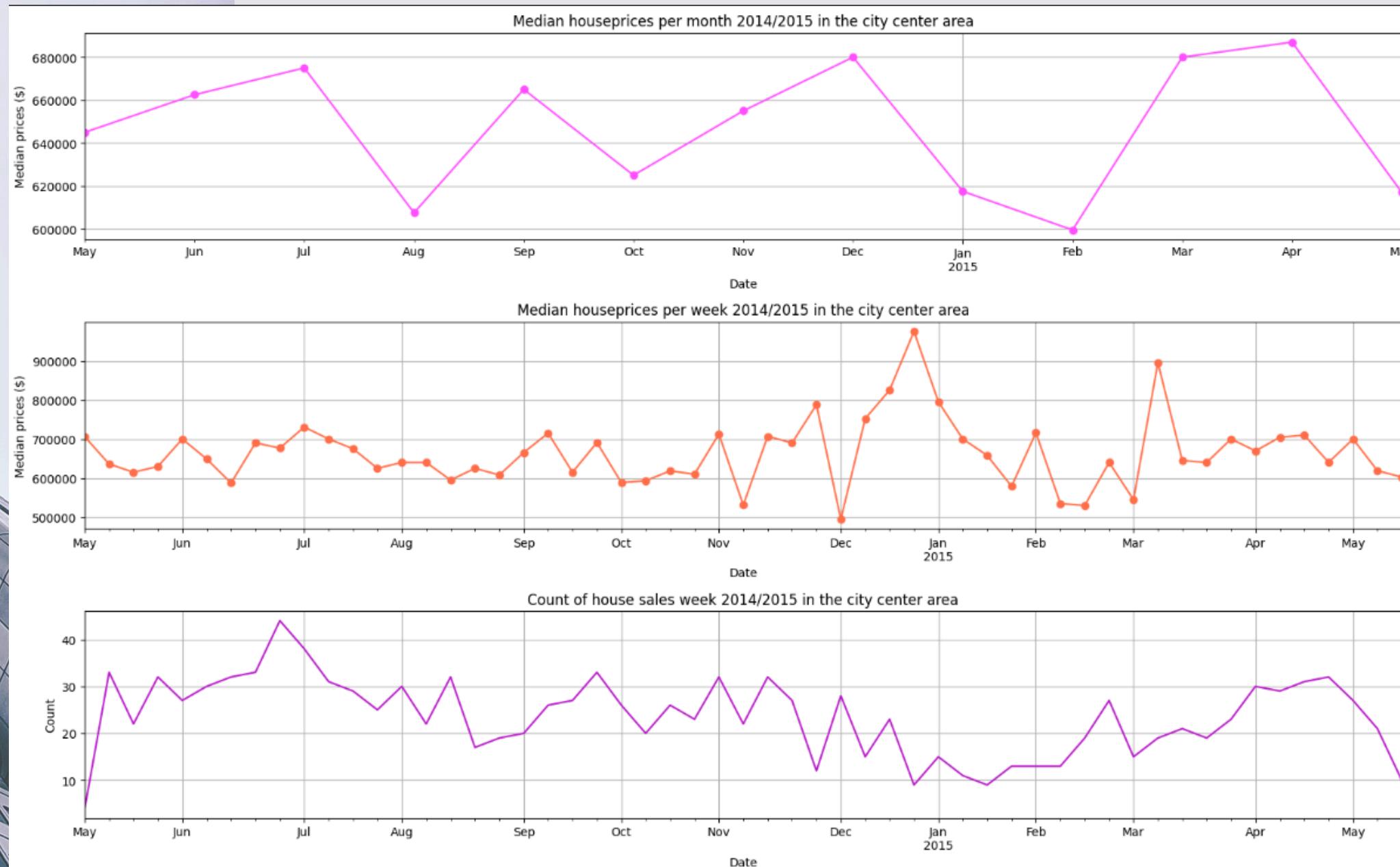
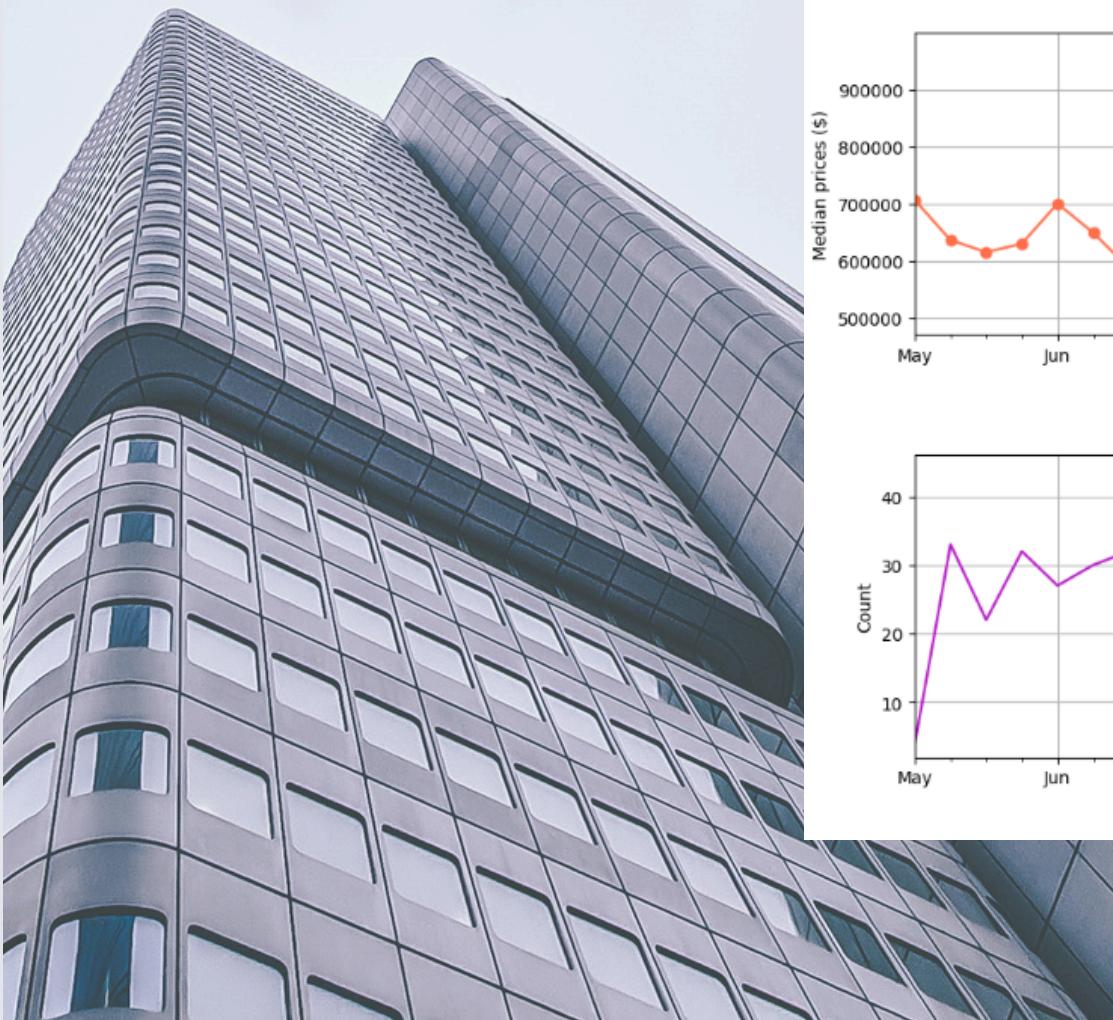


# CITY CENTER DATA

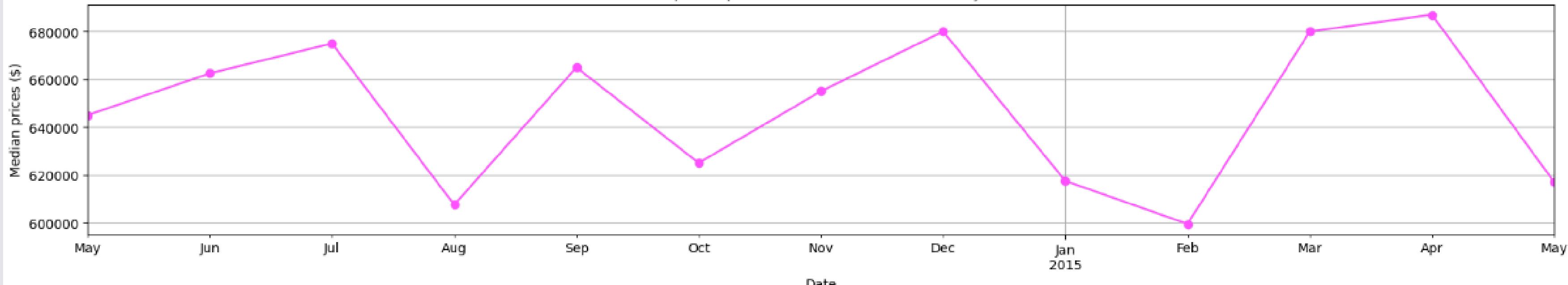




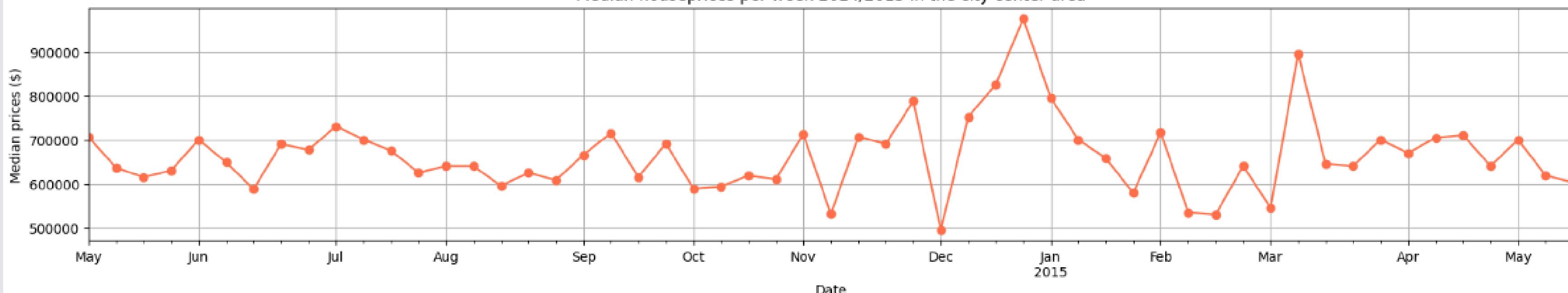
# HOUSE PRICES IN THE CITY CENTER PEAK DURING THE SPRING AND SUMMER MONTHS DUE TO INCREASED DEMAND



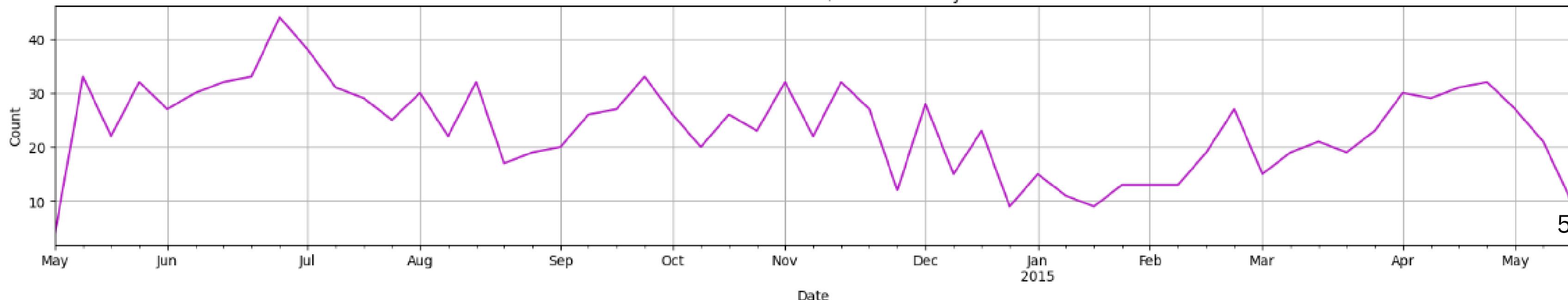
Median houseprices per month 2014/2015 in the city center area



Median houseprices per week 2014/2015 in the city center area



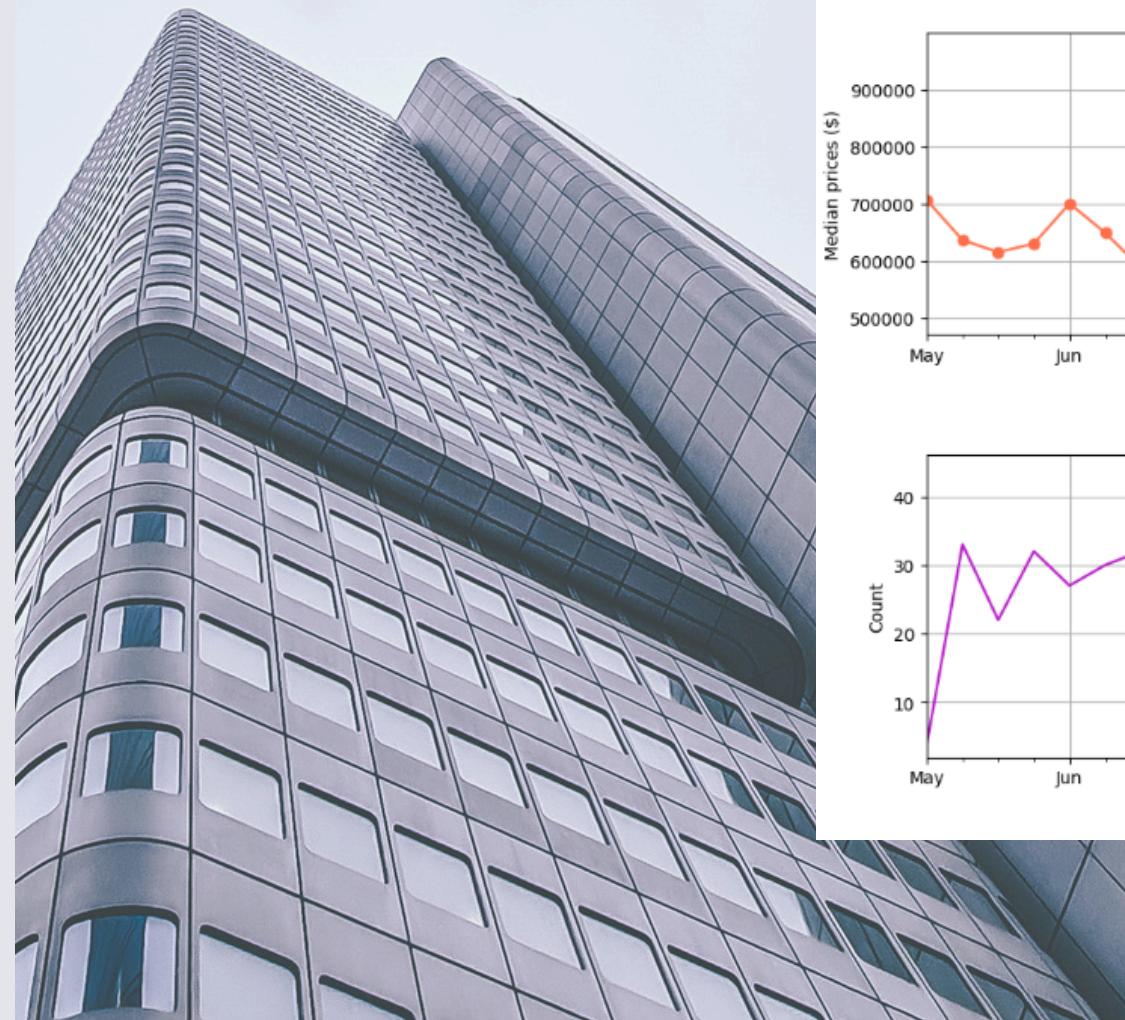
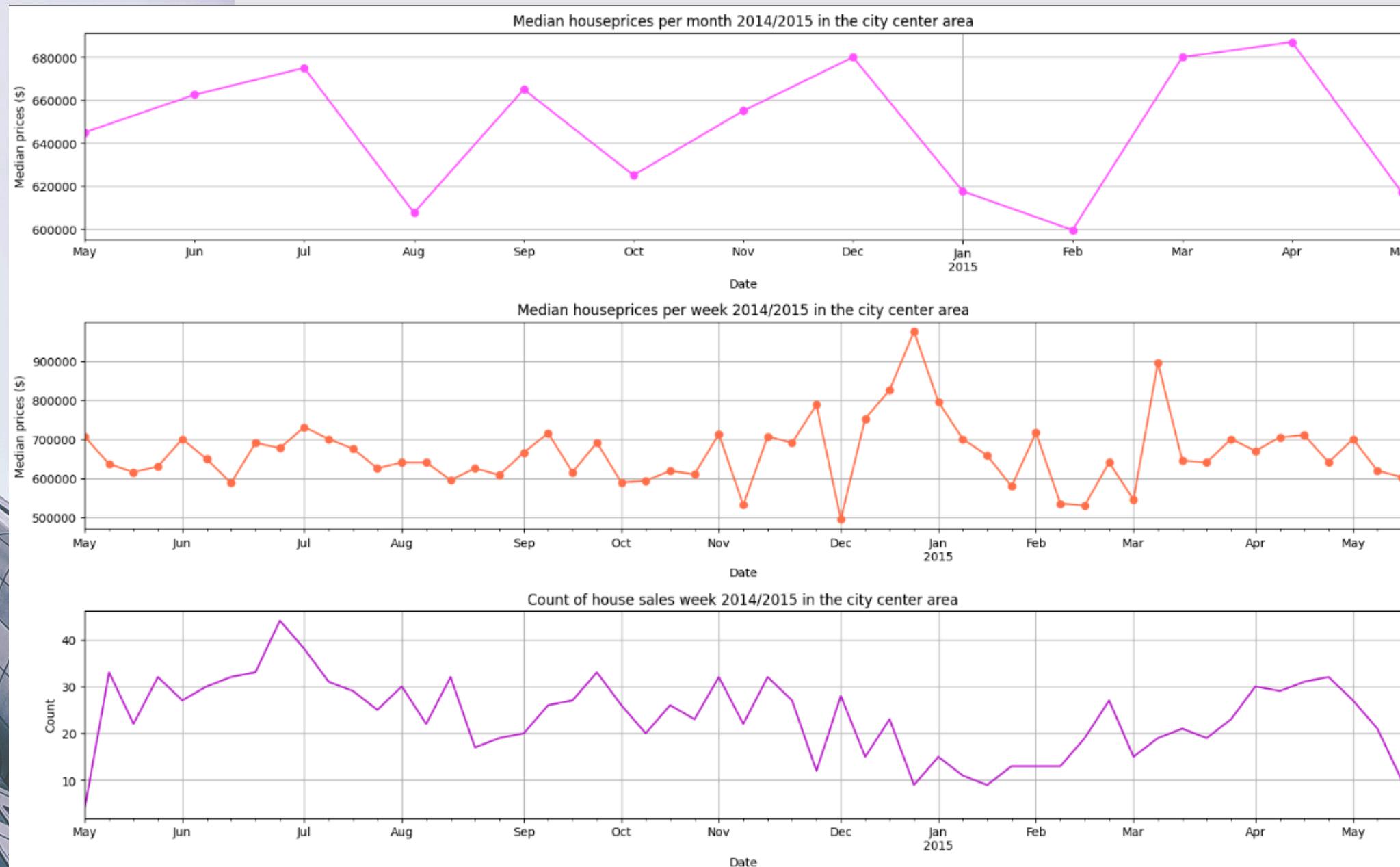
Count of house sales week 2014/2015 in the city center area





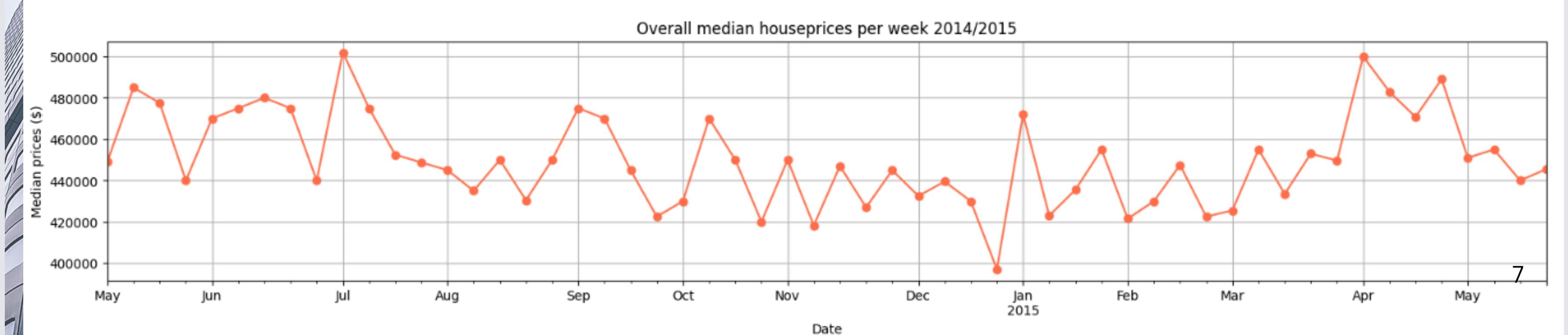
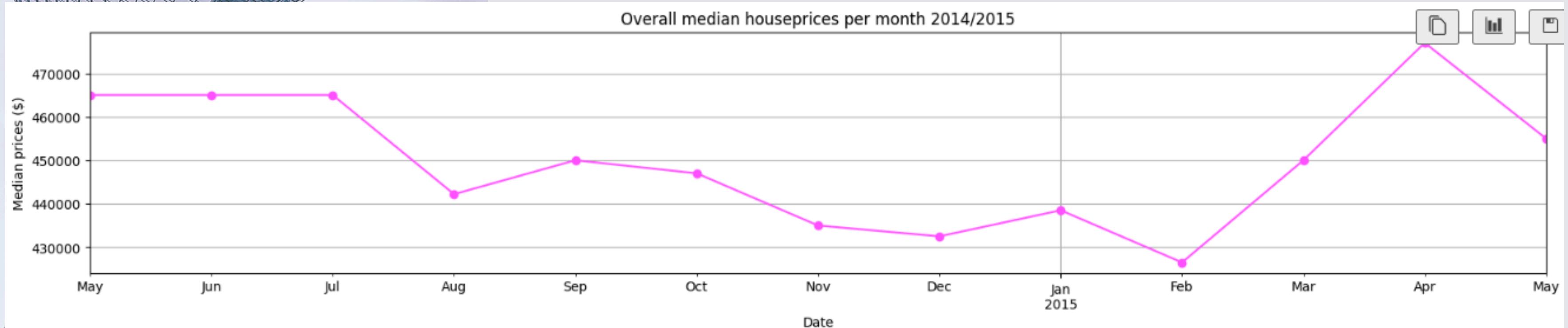
# HOUSE PRICES IN THE CITY CENTER PEAK DURING THE SPRING AND SUMMER MONTHS DUE TO INCREASED DEMAND

- Demand is higher in Spring and Summer
- Prices peak also in December
- Good months are July, September, December, March and April



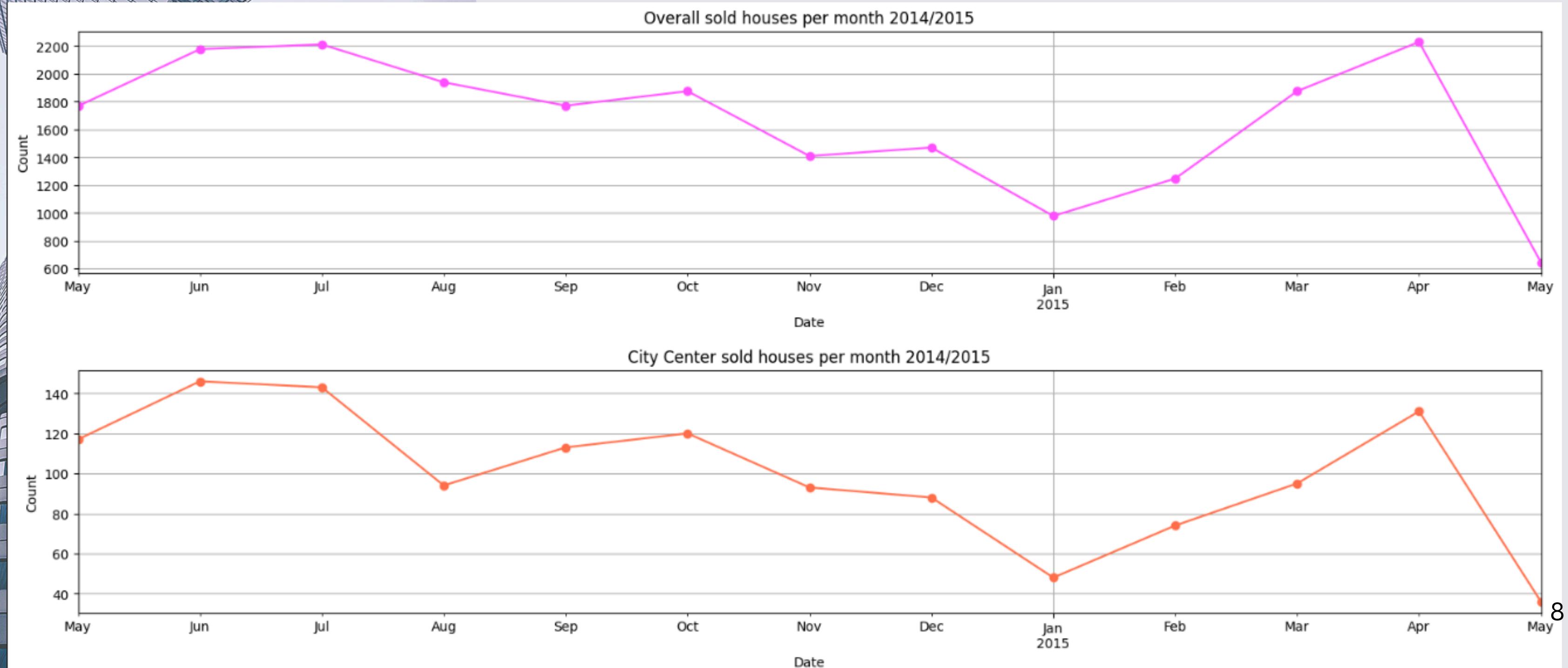
DURING HOLIDAY SEASONS (LIKE THANKSGIVING OR CHRISTMAS)  
HOUSES SELL FOR LOWER PRICES BECAUSE OF REDUCED BUYER ACTIVITY.  
FOR THIS CALCULATIONS: 22.NOVEMBER TILL 01.01.

- seems to be true
- exception between christmas and new years



# MANY HOUSES ARE SOLD IN MARCH.

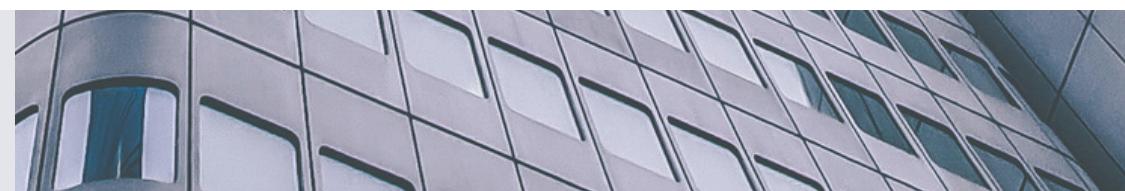
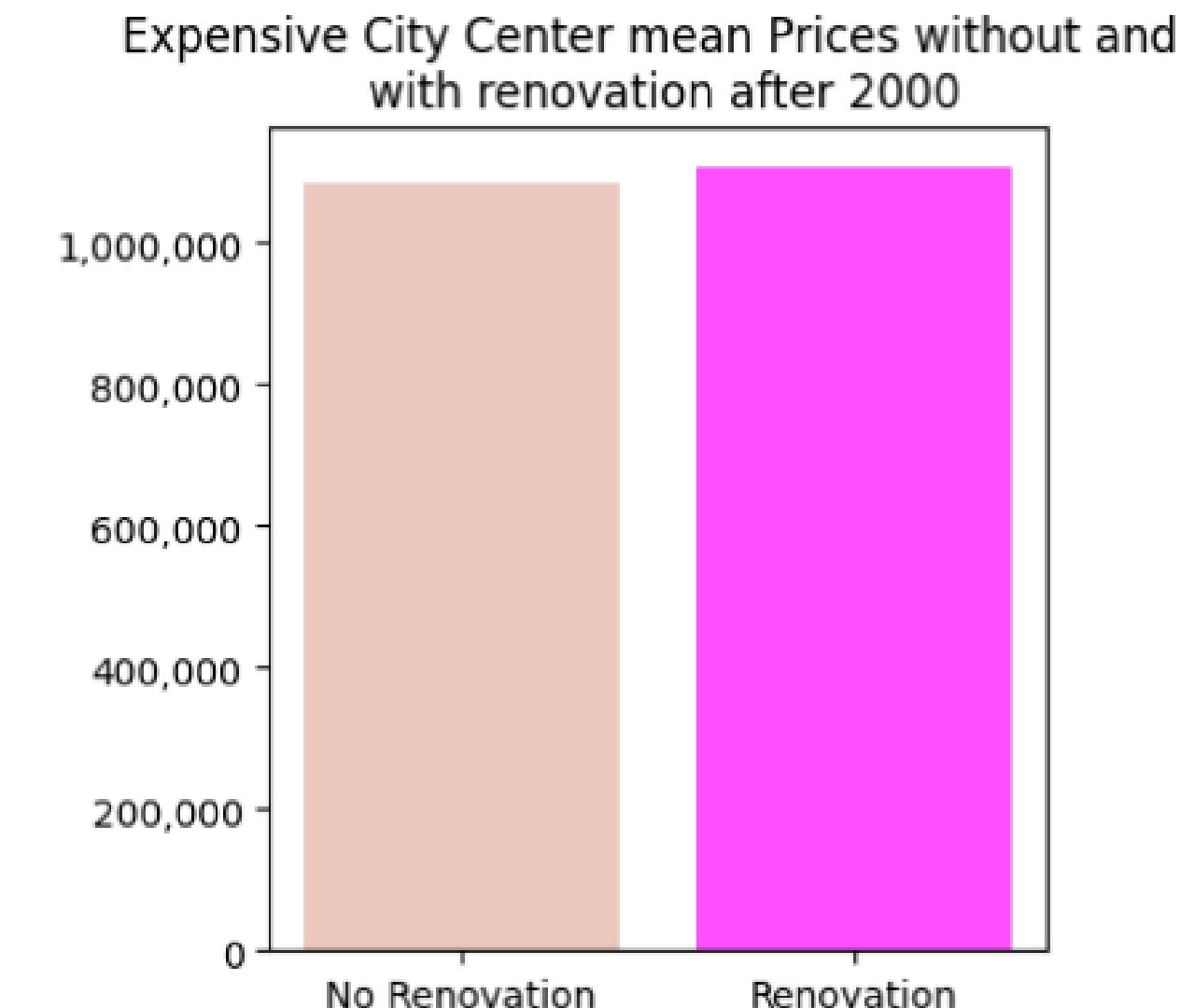
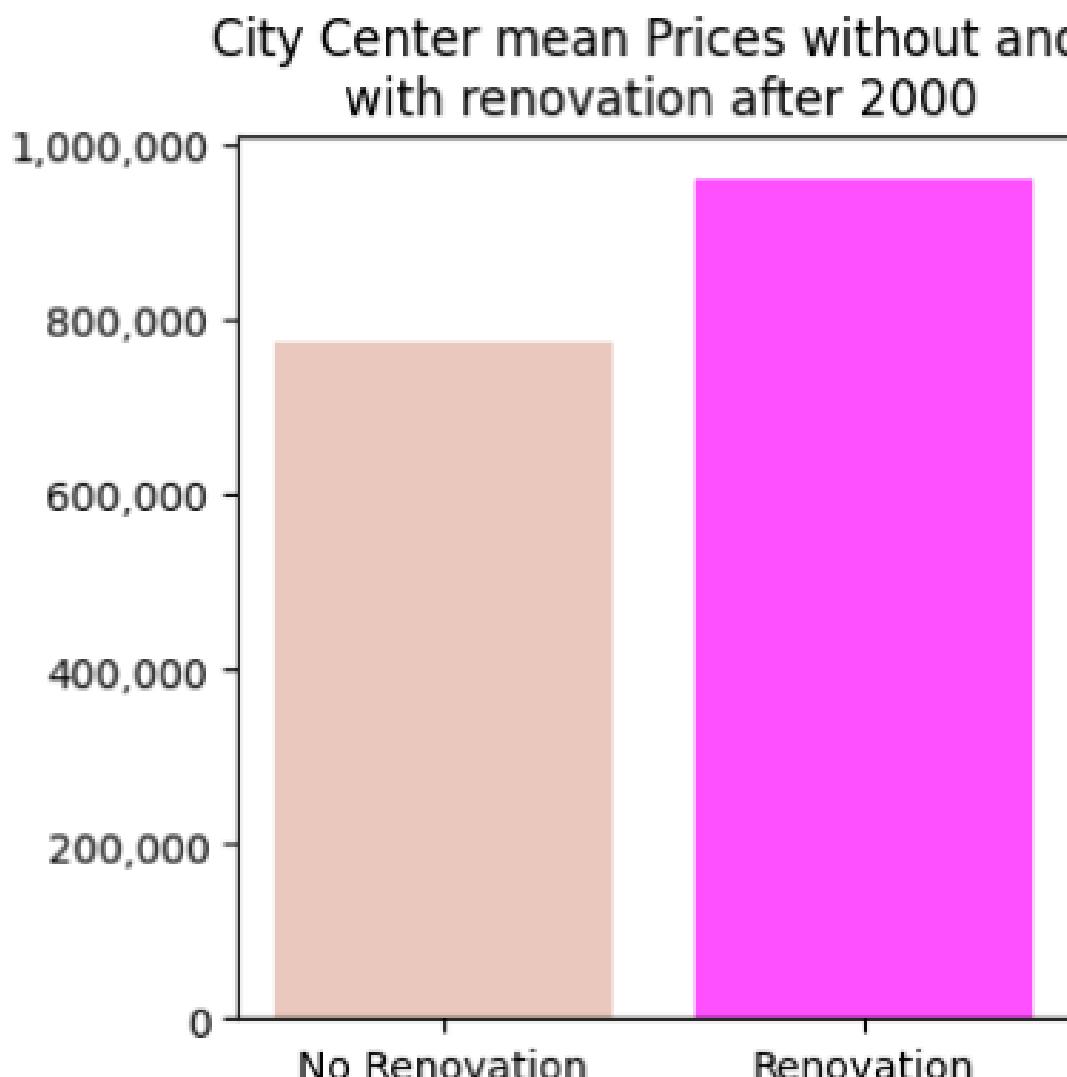
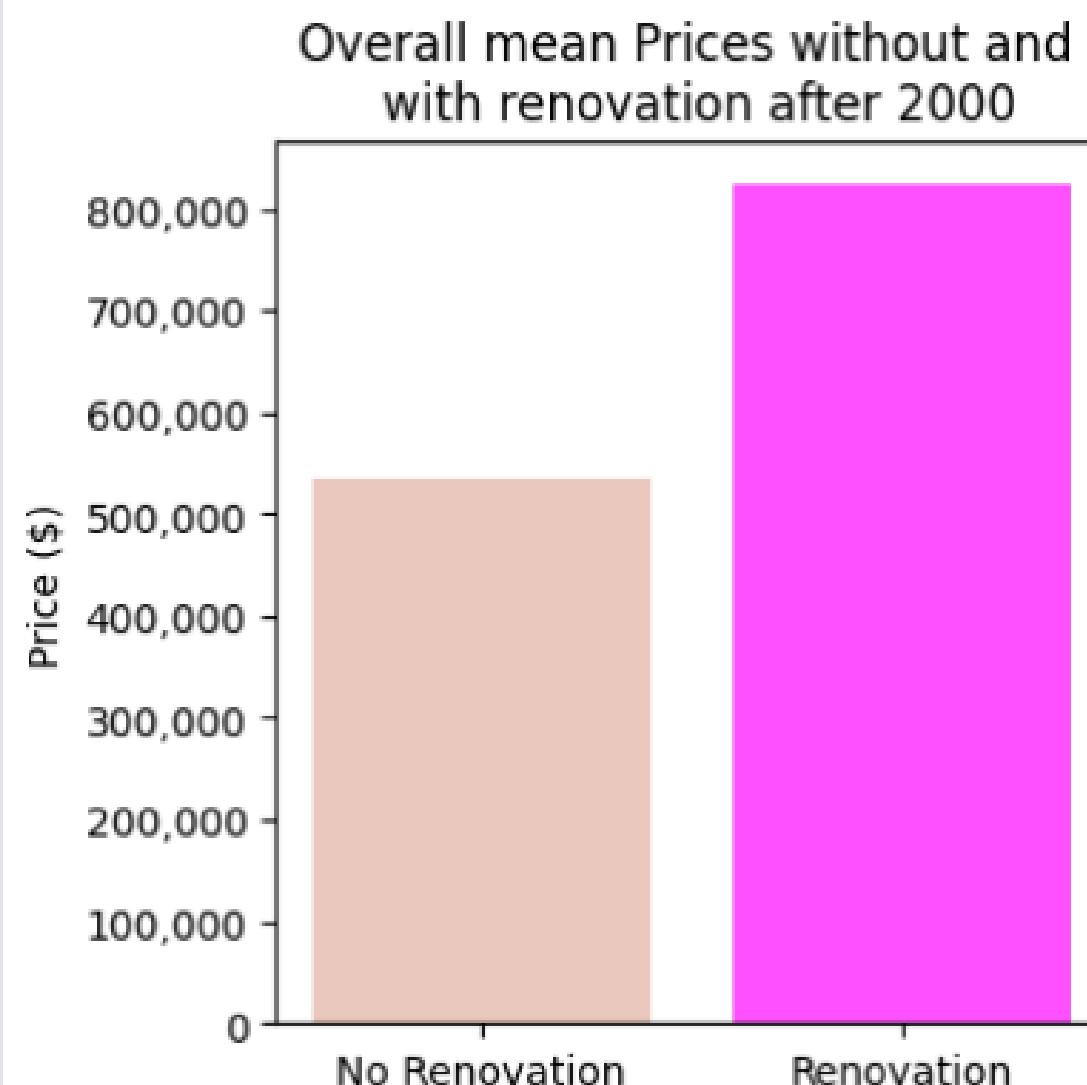
- March is good, but April, June and July is better



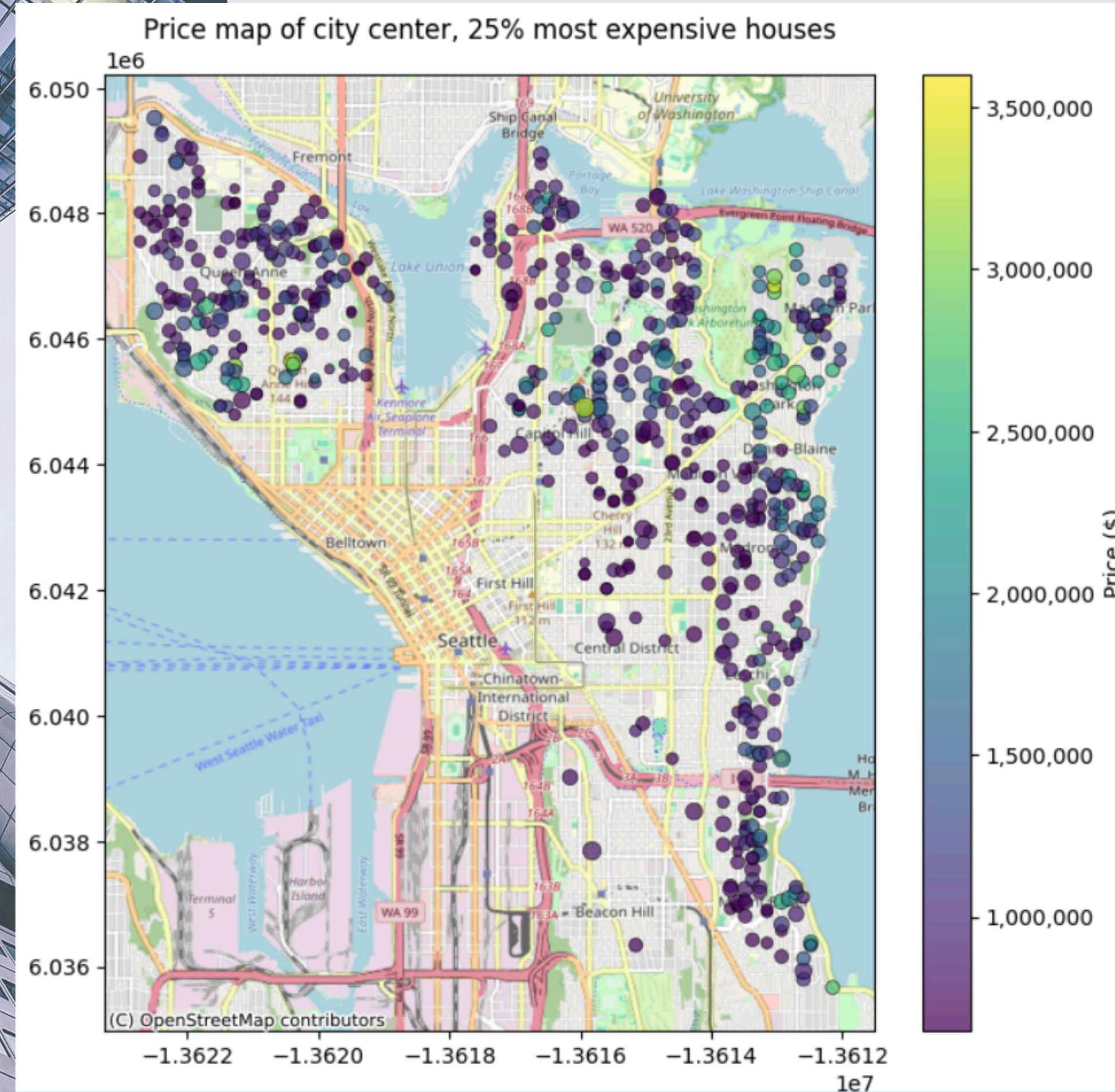


## RENOVATED HOUSES SELL FOR A SIGNIFICANTLY HIGHER PRICE COMPARED TO SIMILAR HOUSES WITHOUT RENOVATION.

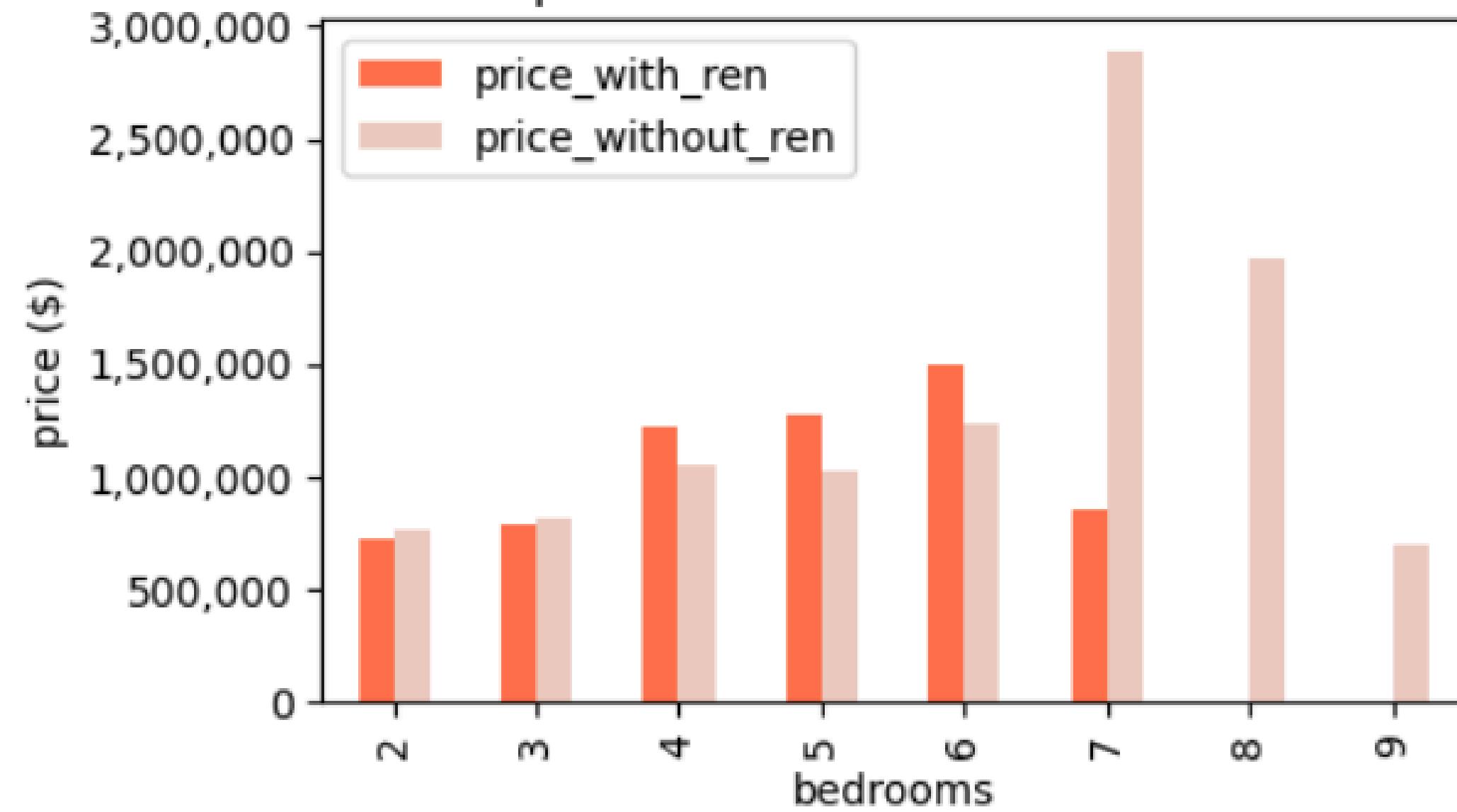
- overall average in price increase with renovation is about 51%.
- for city center area it is 24%
- for the 25% most expensive properties in city center it is only 2,11%



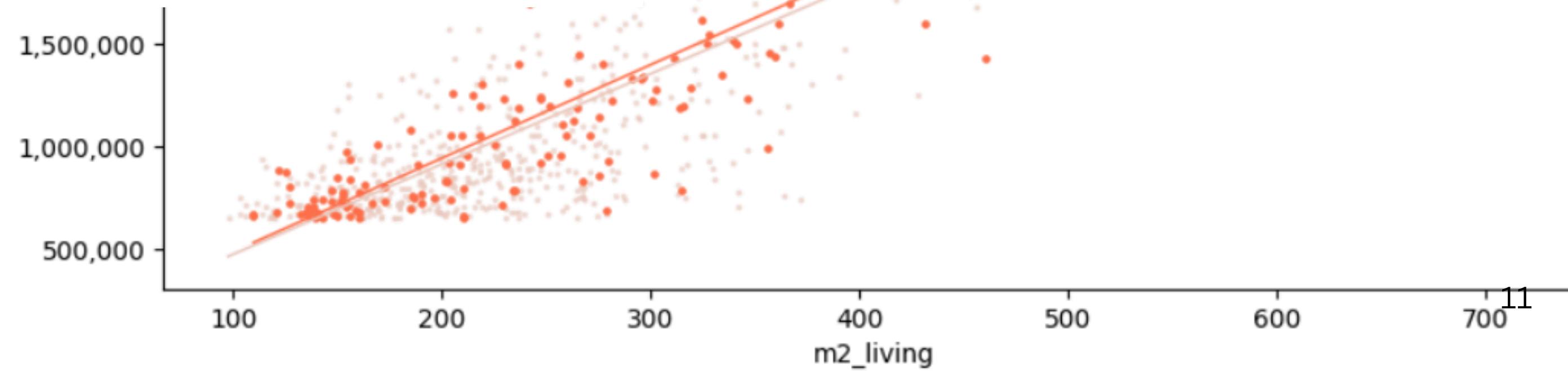
# 25% OF MOST EXPENSIVE HOUSES IN CITY CENTER AREA



## 25% most expensive houses in city center scored price for renovated vs not renovated

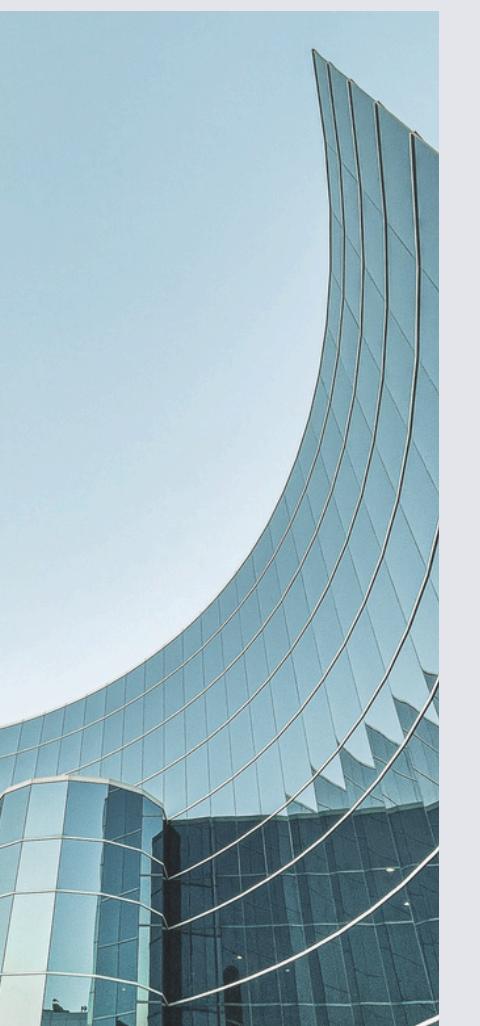


MORE INSIGHT  
ON EXPENSIVE HOUSES (TOP 25%)  
IN CITY CENTER  
RENOVATED / NOT RENOVATED



# RECOMMENDATIONS

- good month to sell are July, September, December, March and April for the city center
- until August many houses get sold
  - List them now if you want to sell fast
- After renovation you can expect up to a 24% higher price
  - Depending on amount bedrooms and size and price expectations
  - for smaller apartments, renovation is not recommended
- If you want to renovate:
  - After August, prices might drop , also less houses get sold
  - If you don't sell the houses to the desired price until August, start renovation immediately



# THANK YOU

