



Your new property is
waiting for you!



Tailored for Ms. Jennifer Montgomery
Presented by Karine Real



"Buyers decide in the first eight seconds of seeing a home if they're interested in buying it. Get out of your car, walk in their shoes and see what they see within the first eight seconds."

– Barbara Corcoran (American businesswoman, Investor, Shark Tank personality, founder of The Corcoran Group - successful real estate brokerage in New York City)

Your best interest comes **first!**

Aim:

- Maximize your investment
- Provide the best cost-benefit
- Recommend the best properties available in the market in the King County/Seattle - USA



> Topics from our last meeting <

To be discussed today:

#	Questions to be clarified	Hypotheses
1	Is there a relationship between high grades and the property's price?	High grades increase the property's price.
2	Should you choose by price or by grade?	Choosing by grade is a better approach, as some houses are just too overpriced.
3	Should we focus on higher living spaces or on bigger lots?	Big lots have bigger houses.
4	Should we focus on more expensive houses to get a bigger living space with more bedrooms and bathrooms?	The more expensive it is, more it has to offer.

To be discussed next week:

5	Does a renovation really add value to the property or is it just a facade to charge more?	It adds value to the house and are therefore more expensive.
6	How much more expensive is to get a property with a waterfront?	At least 20% more expensive than other equivalent properties.

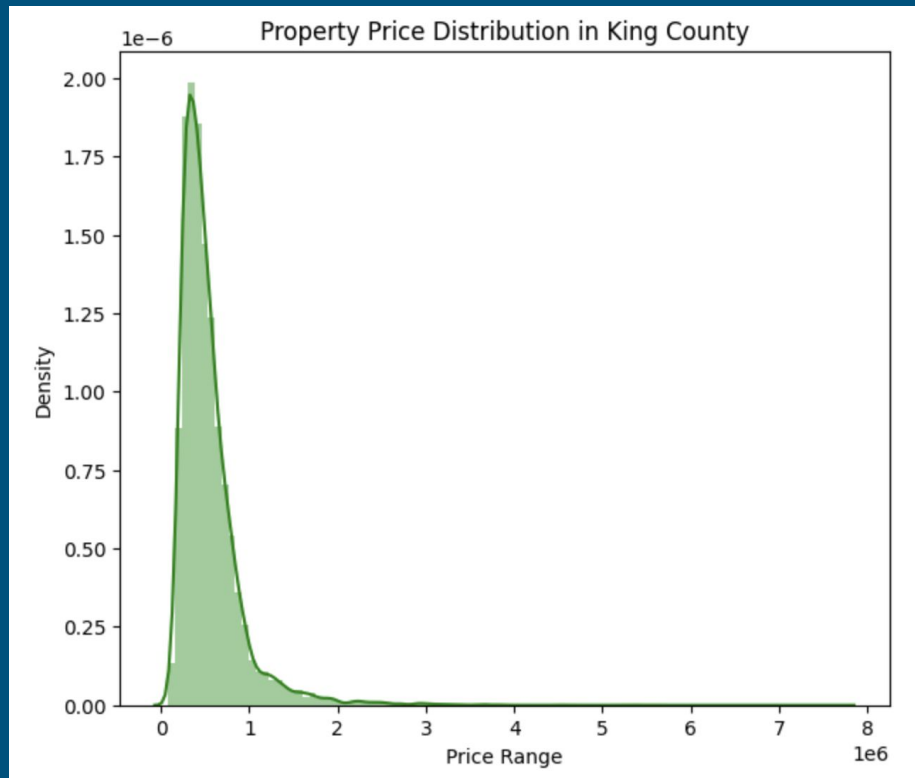


Does more money get you a better house ?

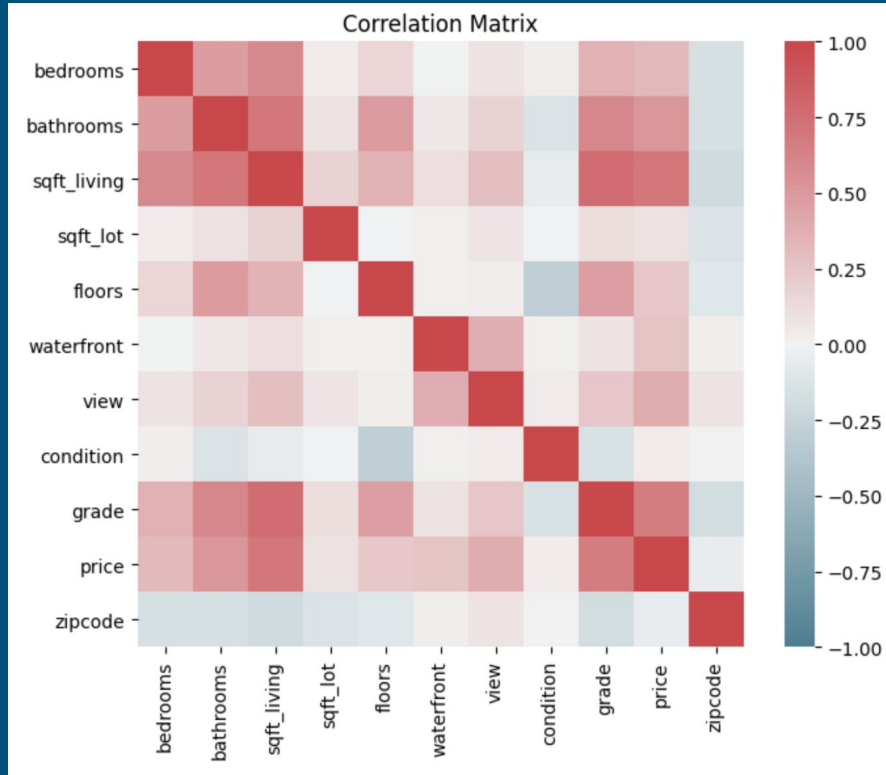
Facts about the available properties in this region:

Actually, focusing on bigger living spaces brings you better properties than just looking by price.

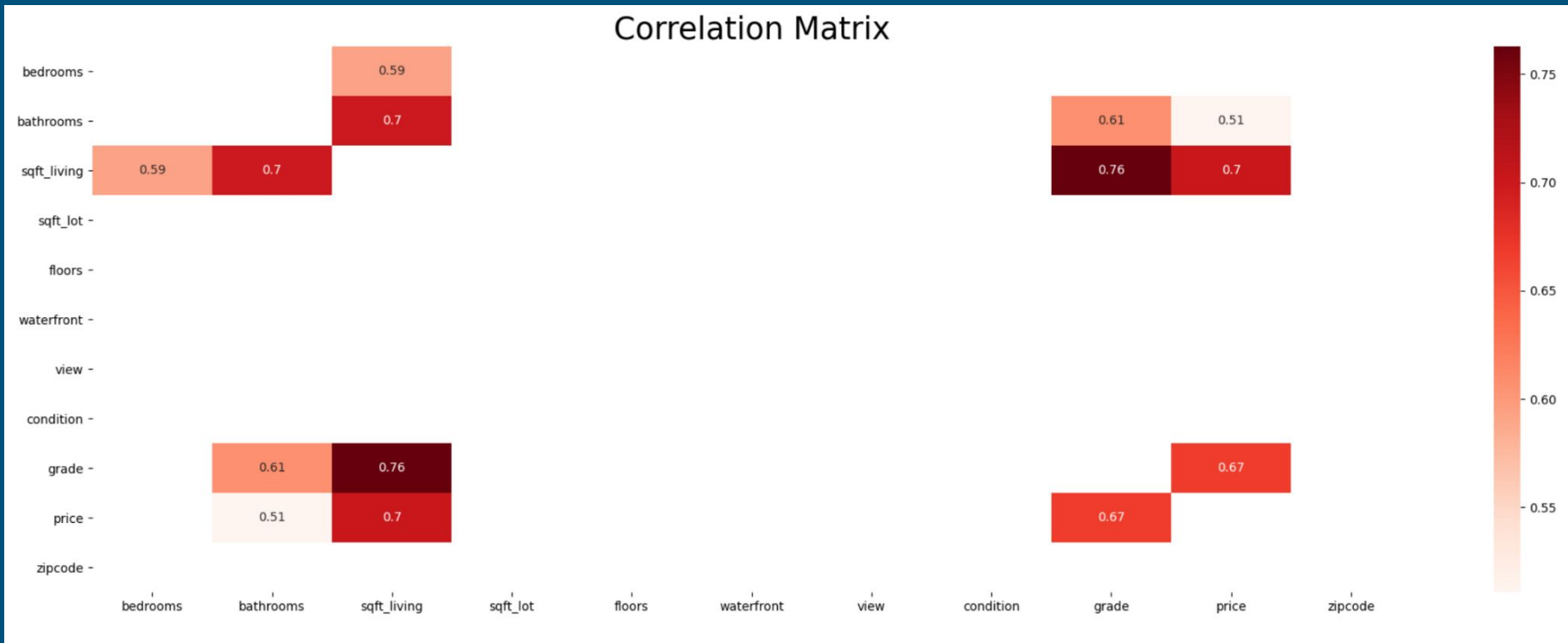
- Lowest price: \$ 78.000
- Highest price: \$ 7.700.000
- Average Price: \$ 540.292



Correlation Matrix



Correlation Matrix



Insights

High correlation:

- * sqft_living and grade
- * sqft_living and bathrooms
- * sqft_living and price

"Bigger houses have more bathrooms, better grade and are more expensive"

Medium correlation:

- * Grade and bathrooms
- * Grade and price

"The higher the grade is, more bathrooms it has and higher is the price"

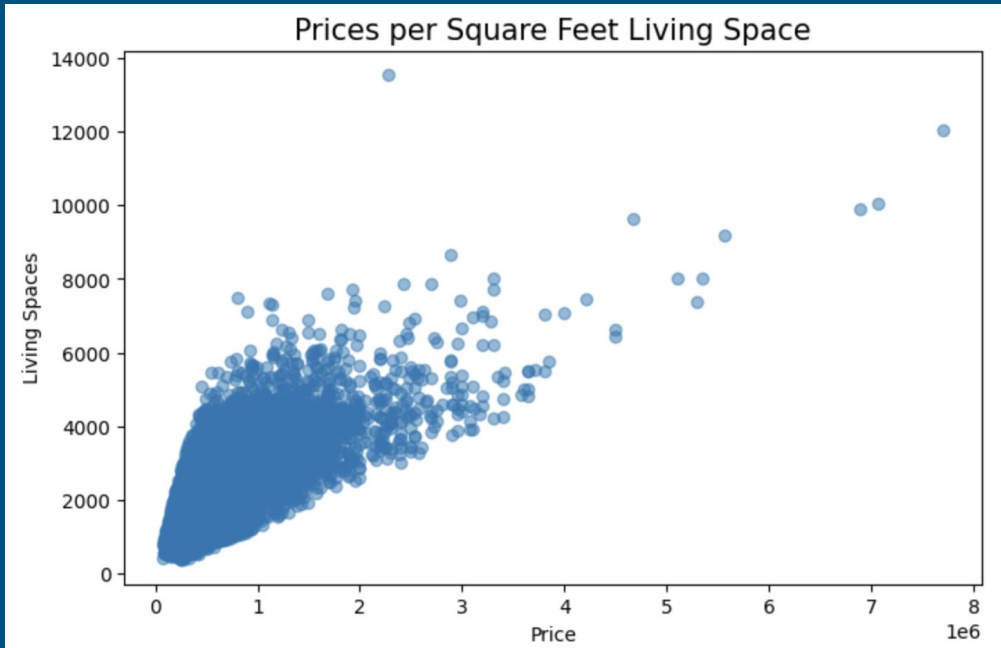
Low correlation:

- * sqft_living and bedrooms
- * Bedrooms and bathrooms
- * Price and bathrooms
- * Floors and bathrooms

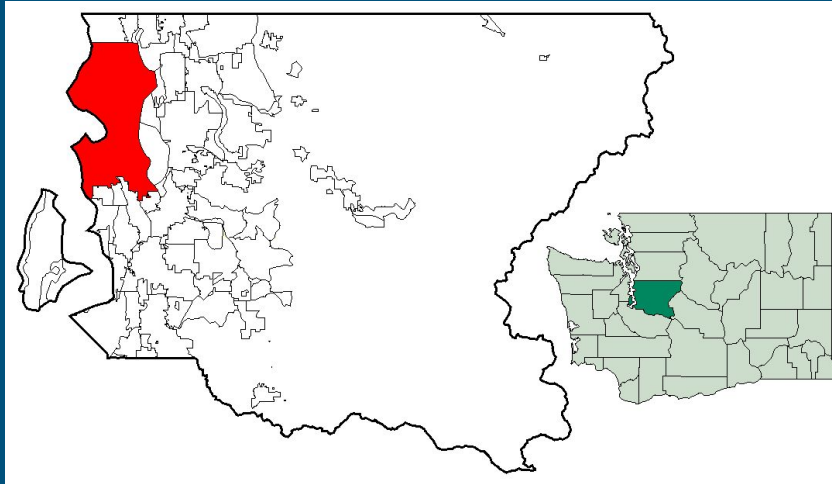
"The more bathrooms it has, higher is the price, more floors and bedrooms are in the house."

"Also, the more bedrooms it has, bigger is the house."

> Aiming for bigger living spaces in King County



> Aiming for high grades in King County



Insights to keep in mind!

Highly True: "Bigger houses have more bathrooms, better grade and are more expensive"

Also true: "The higher the grade is, more bathrooms it has and higher is the price"

Least true: "The more bathrooms it has, higher is the price, more floors and bedrooms are in the house. Also, the more bedrooms it has, bigger is the house."



> Focusing on

more expensive houses

is the right approach?

Property Recommendations

House	zipcode	grade	sqft_living	sqft_lot	bedrooms	bathrooms	sqft_above	sqft_basement	floors	waterfront	price	yr_built	yr_renovated
9808700762	98004	11	10040	37325	5	4	7680.0	2360.0	2.0	1.0	\$ 7.060.000	1940	2001
1924059029	98040	12	9640	13068	5	6	4820.0	4820.0	1.0	1.0	\$ 4.670.000	1983	2009
4114601570	98144	10	5020	12431	3	3	3420.0	1600.0	2.0	1.0	\$ 3.600.000	1941	2002
3625059152	98008	11	4220	41300	3	3	2460.0	1760.0	1.0	1.0	\$ 3.300.000	1958	1987
5442300807	98040	9	3831	13800	5	2	3831.0	0.0	2.0	1.0	\$ 2.700.000	1959	1980

Property Recommendations

House	zipcode	grade	sqft_living	sqft_lot	bedrooms	bathrooms	floors	waterfront	price	yr_built	yr_renovated	date
9808700762	98004	11	10040	37325	5	4	2	yes	\$ 7.060.000	1940	2001	11.06.14
1924059029	98040	12	9640	13068	5	6	1	yes	\$ 4.670.000	1983	2009	17.06.14
4114601570	98144	10	5020	12431	3	3	2	yes	\$ 3.600.000	1941	2002	18.11.14
3625059152	98008	11	4220	41300	3	3	1	yes	\$ 3.300.000	1958	1987	30.12.14
5442300807	98040	9	3831	13800	5	2	2	yes	\$ 2.700.000	1959	1980	24.06.14

> Topics clarified today <

#	Questions to be clarified	Answer
1	Is there a relationship between high grades and the property's price?	Yes, the better the grade is, higher is the price, but also it has more living space and bathrooms to offer.
2	Should you choose by price or by grade?	Choosing by grade is a better approach, as some houses are just too overpriced. Also it correlates with having more bathrooms and bigger living spaces.
3	Should we focus on higher living spaces or on bigger lots?	The bigger the house is, more it has to offer, but it doesn't mean that bigger lots get you bigger houses.
4	Should we focus on more expensive houses to get a bigger living space with more bedrooms and bathrooms?	Actually, focusing on bigger living spaces brings you better properties than just looking by price.

When would you like to see these
houses?

I'm here to help you!