



# King County Real Estate

Identify Profit Opportunities and Risks  
with Data Science 03/06/2020



# Our topics for today

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# The Task

# Time is Money



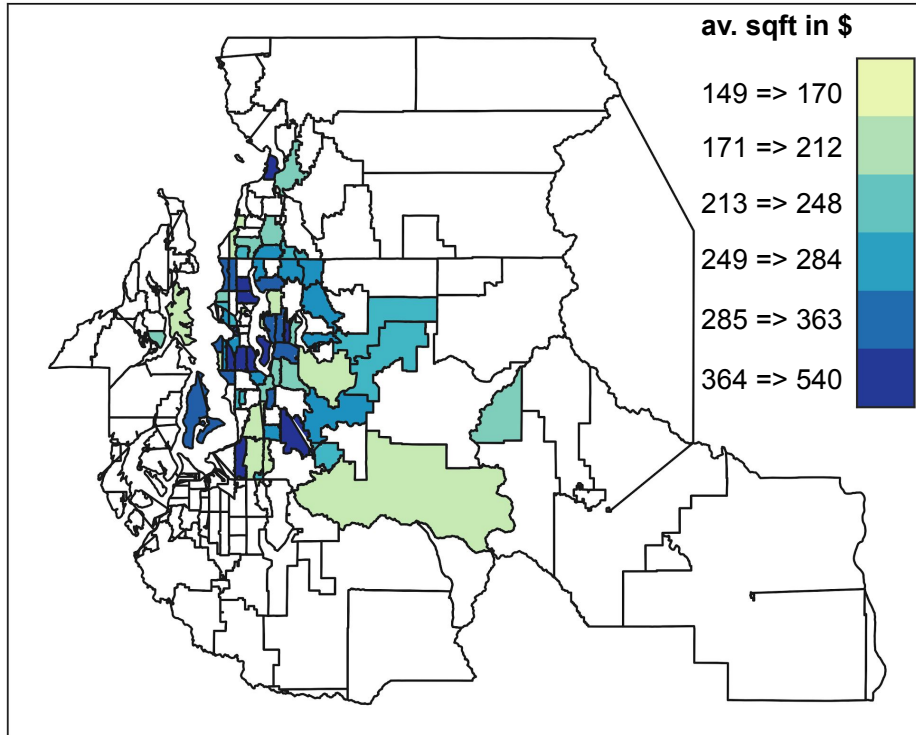
Our estimation experts are expensive. Help us to focus their work on relevant objects.

Do you have any advice for future times?



# Our Solution

# Huge price differences by zipcode – good indicator for price predictions



The average price range per sqft living room in a zipcode is \$149 to \$540 in our data base.

If we receive an buying offer for a building, it contains at least sqft living room, zipcode and the price.

By using sqft and zipcode, we can roughly estimate the value of the building.

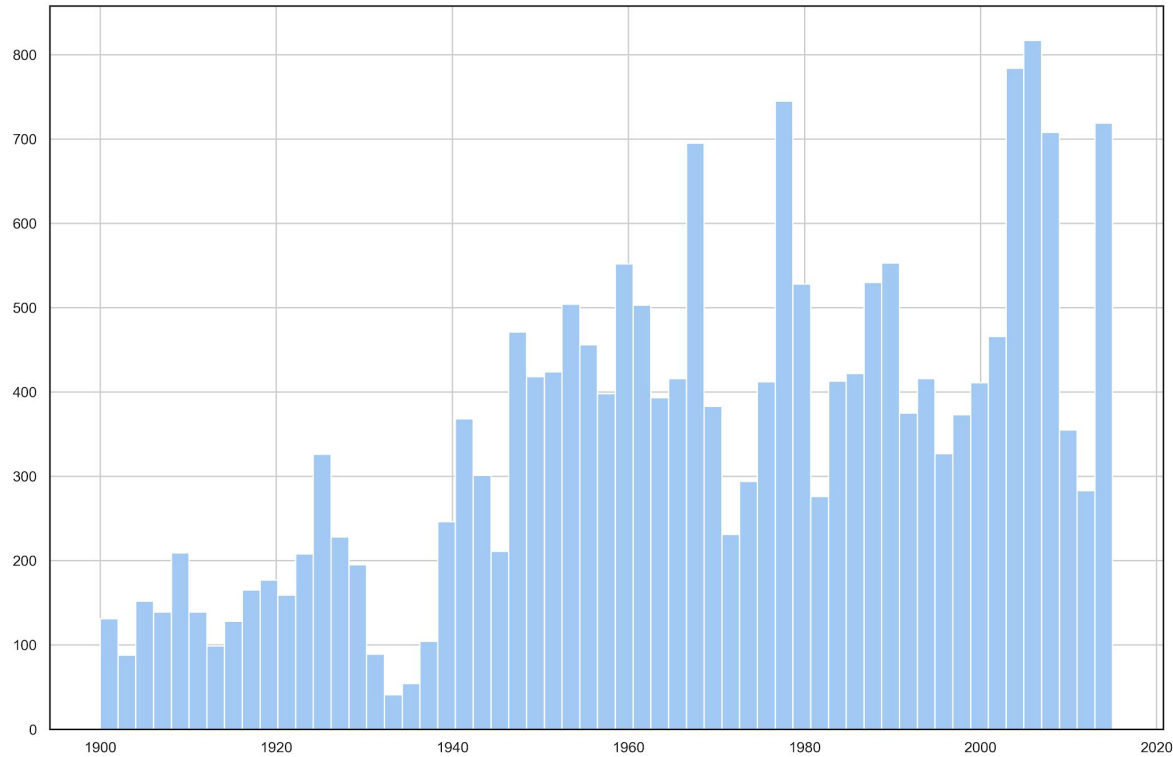
If the offered price is smaller than or close to our predicted price, an expert should have a closer look a the object.



**If You Want to Know the  
Future, Look at the Past**

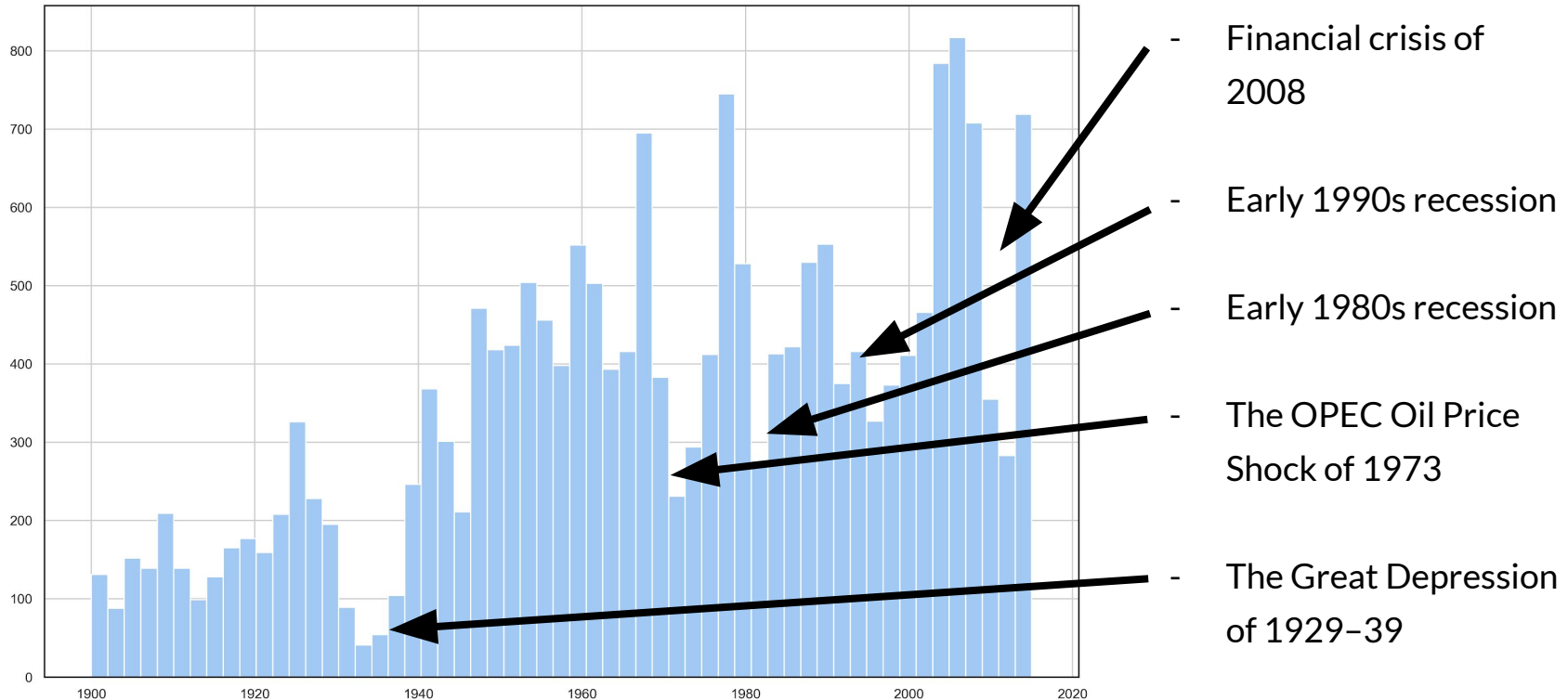


# Be prepared – the next crisis will come

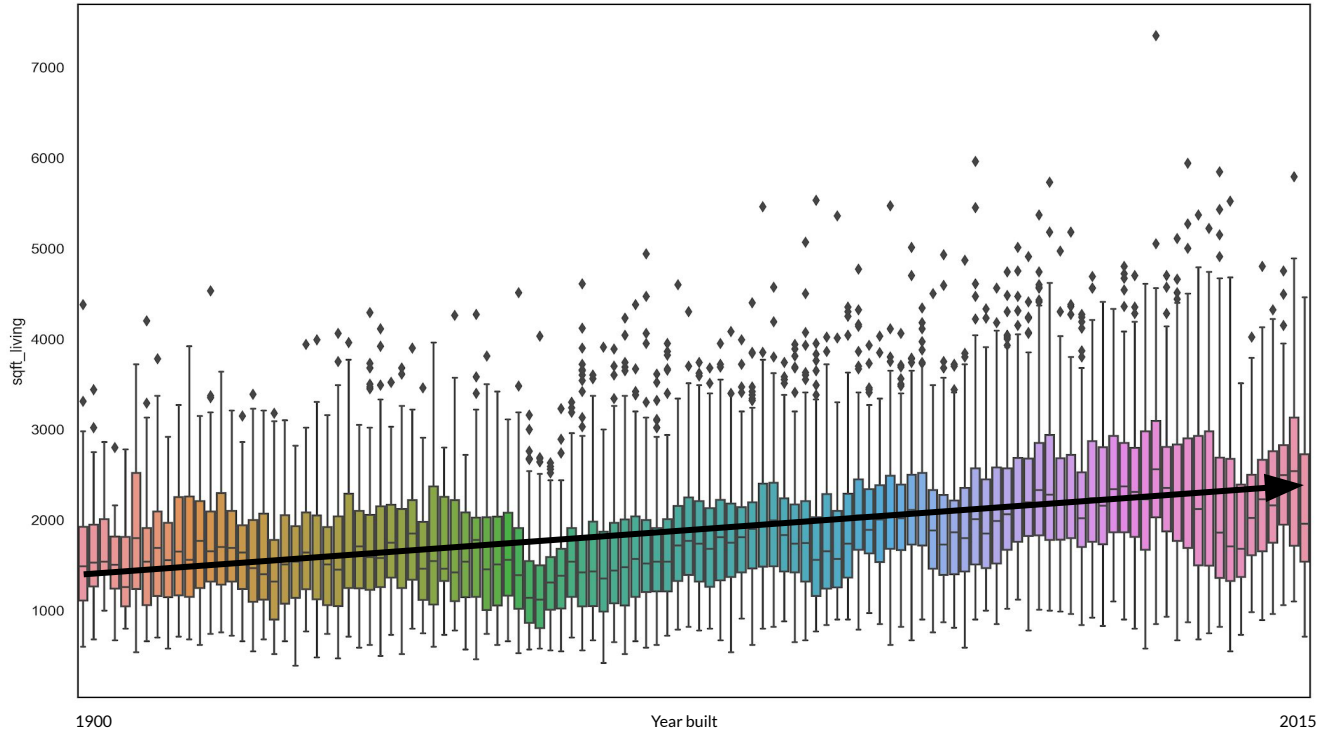




# Be prepared – the next crisis will come



# Size of new homes has increased over the last decades



The trend is going on.

We should keep in mind, that people are always dreaming of a bigger home.



**THANK YOU!**