

# How to find a beautiful house in Seattle

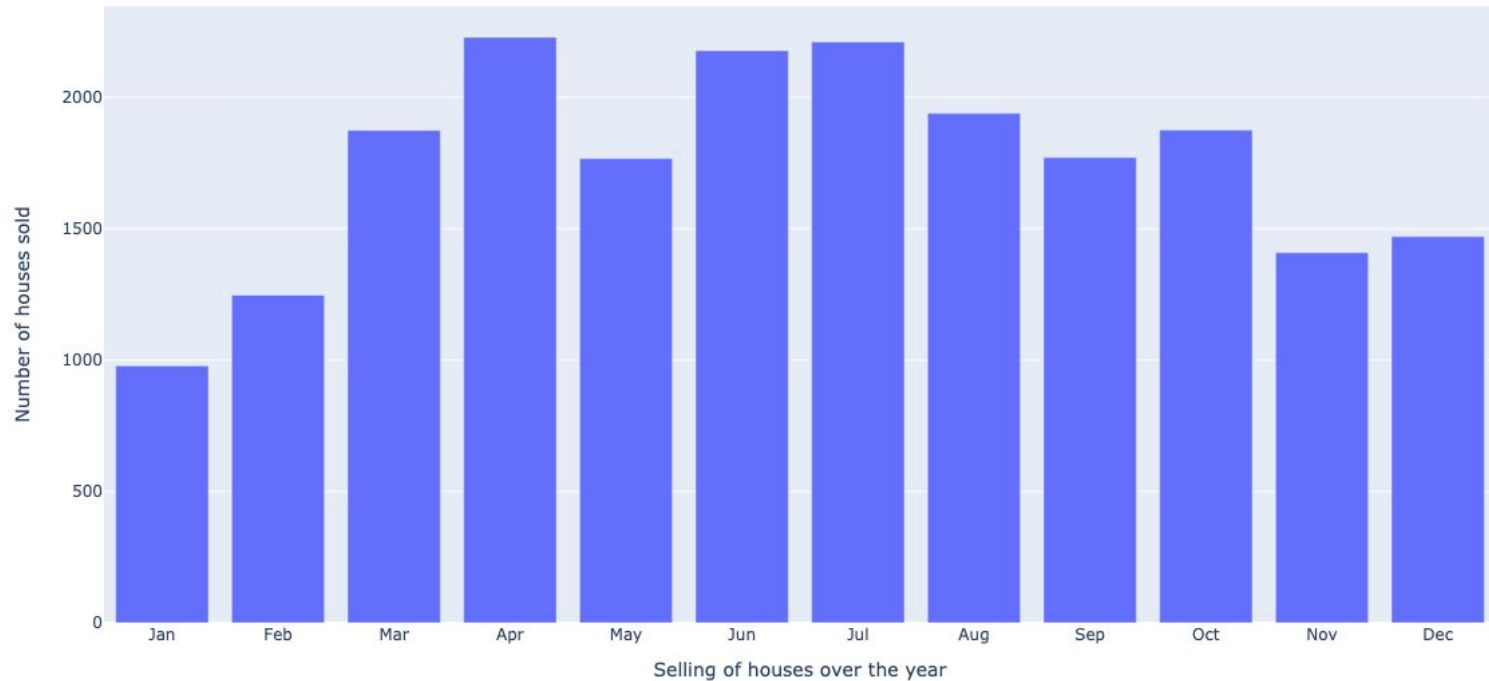
A tutorial for real estate beginners

# A quick overview of the housing situation in Seattle

- observed period: May 2014 - May 2015
- number of houses sold: ~21,500 (~60 outliers removed)
- price range: 78,000\$ - 4,500,000\$



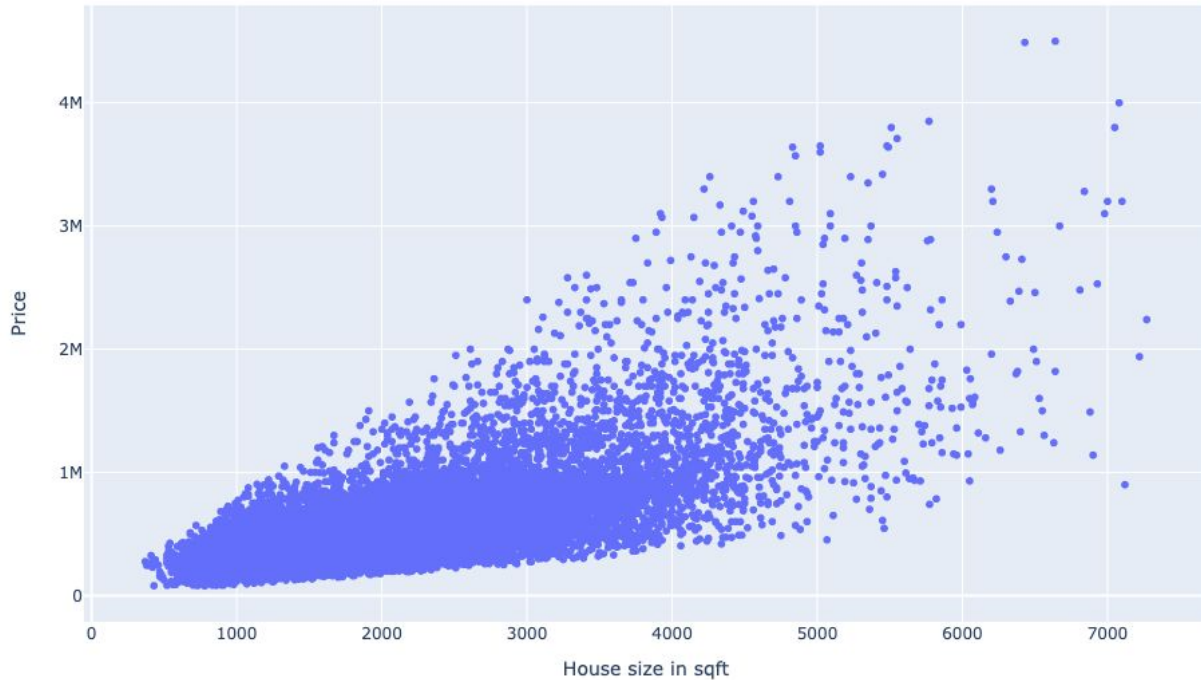
# Most houses are sold in summer



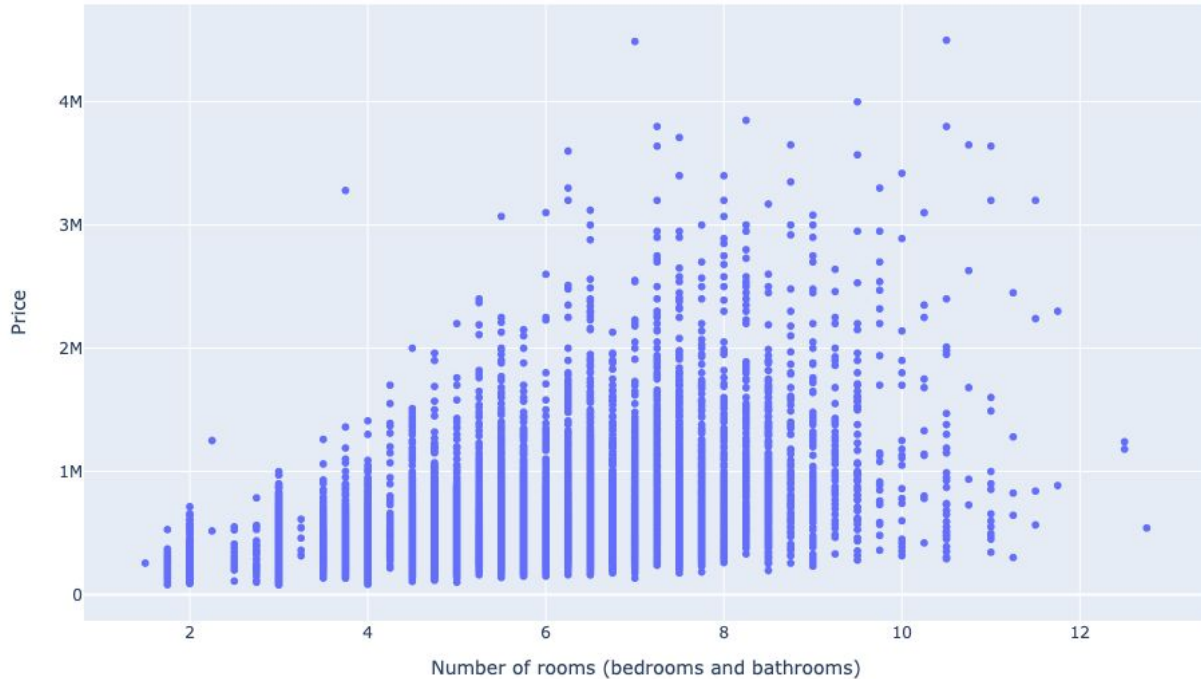
# Basic insights on pricing

What influences the price of a house?

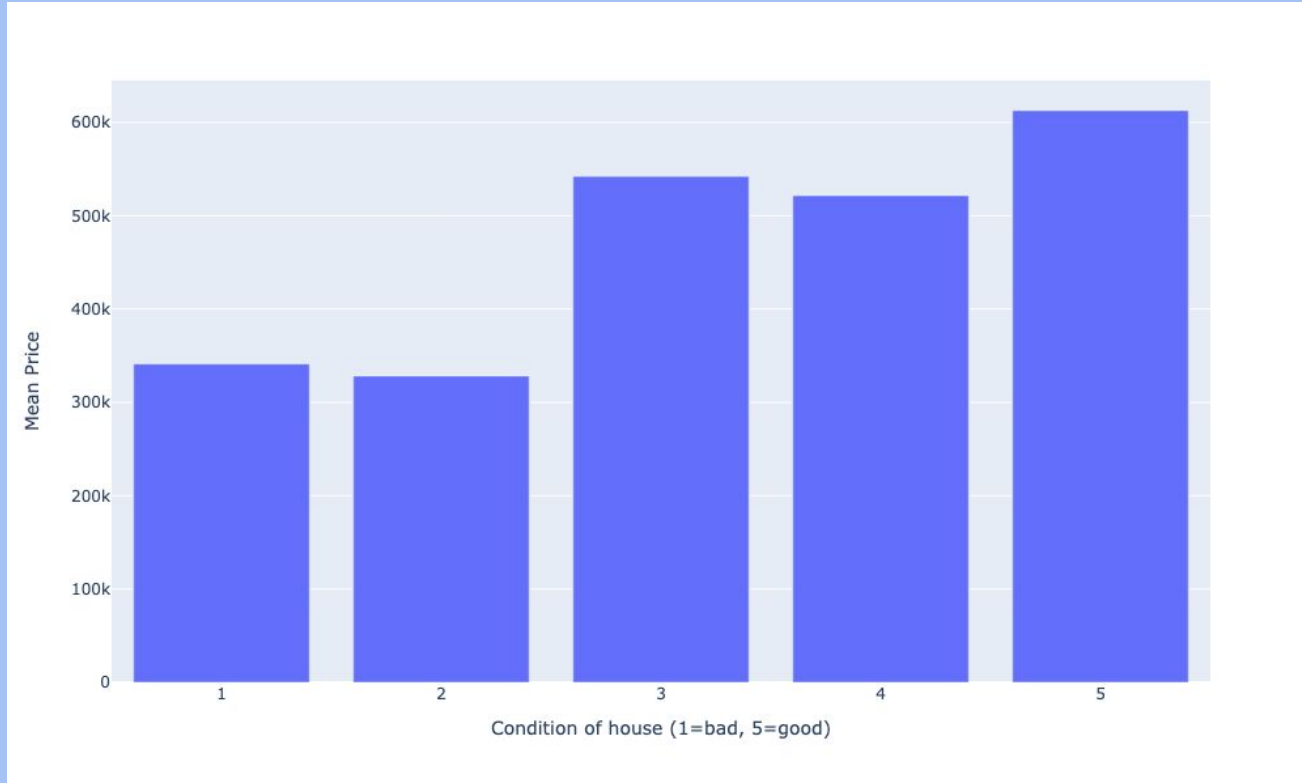
The bigger the house, the more expensive it is



# The more rooms, the more expensive the house



# The better the condition, the more expensive the house

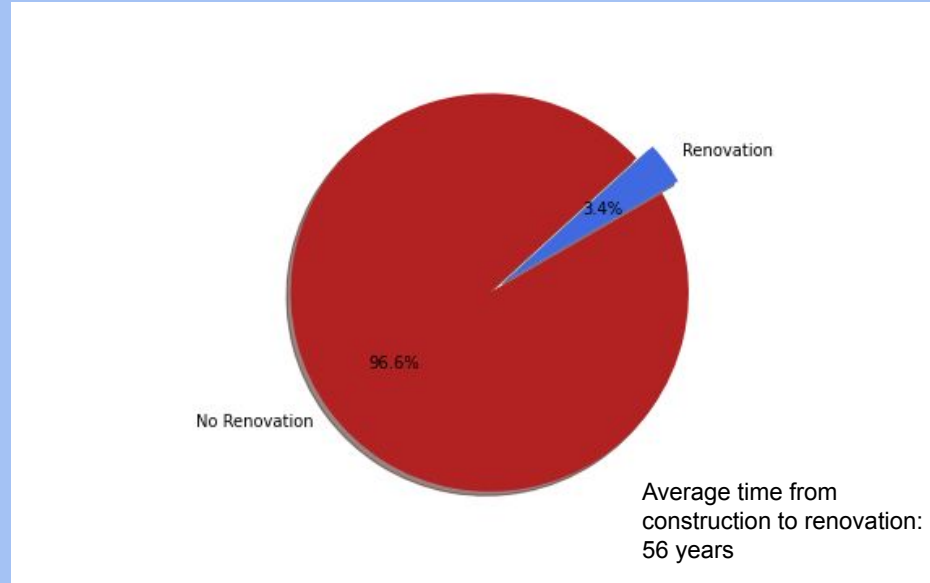


# Quick dive into age and renovation

Does the age of a house matter?

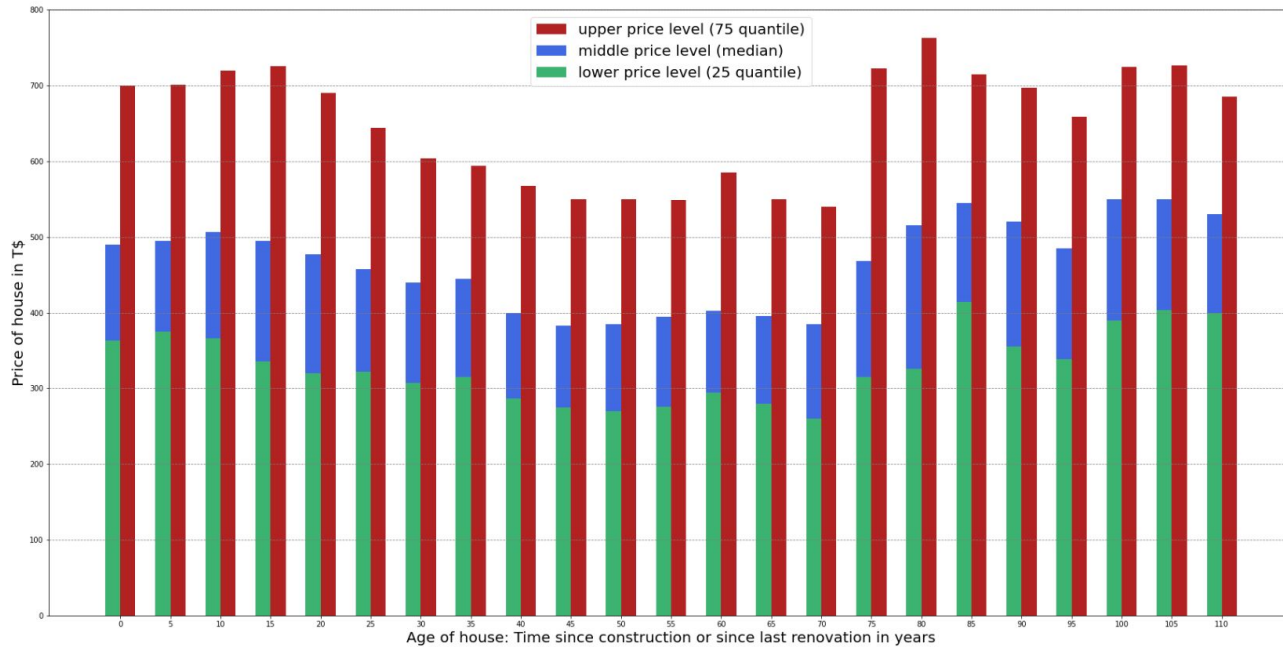


# Only a few houses have been renovated



Assumption: Renovated house = New house

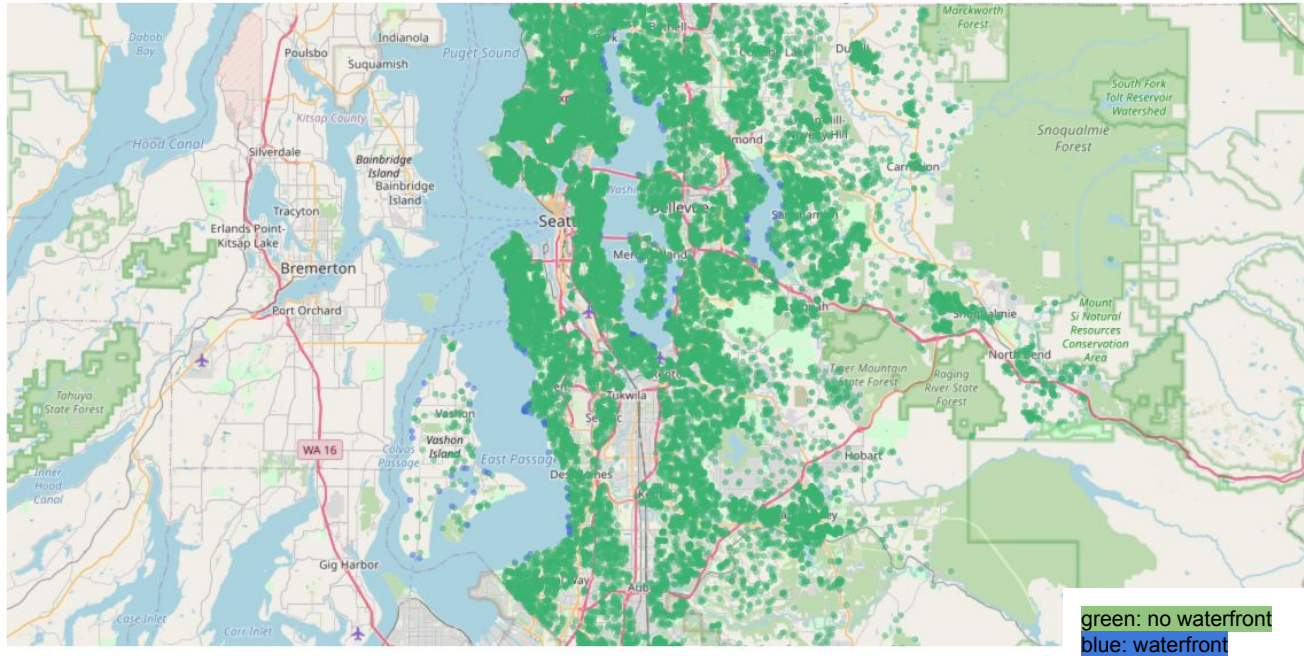
# Influence of house age on price



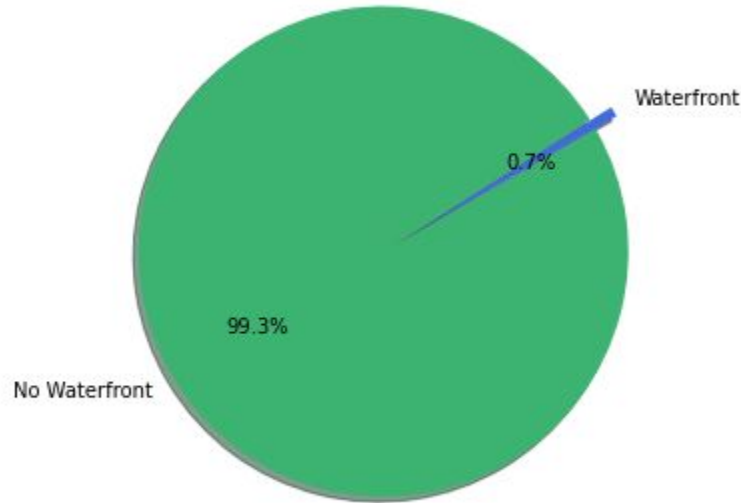
# Deep dive into location

Is it easy to find a house on the waterfront?

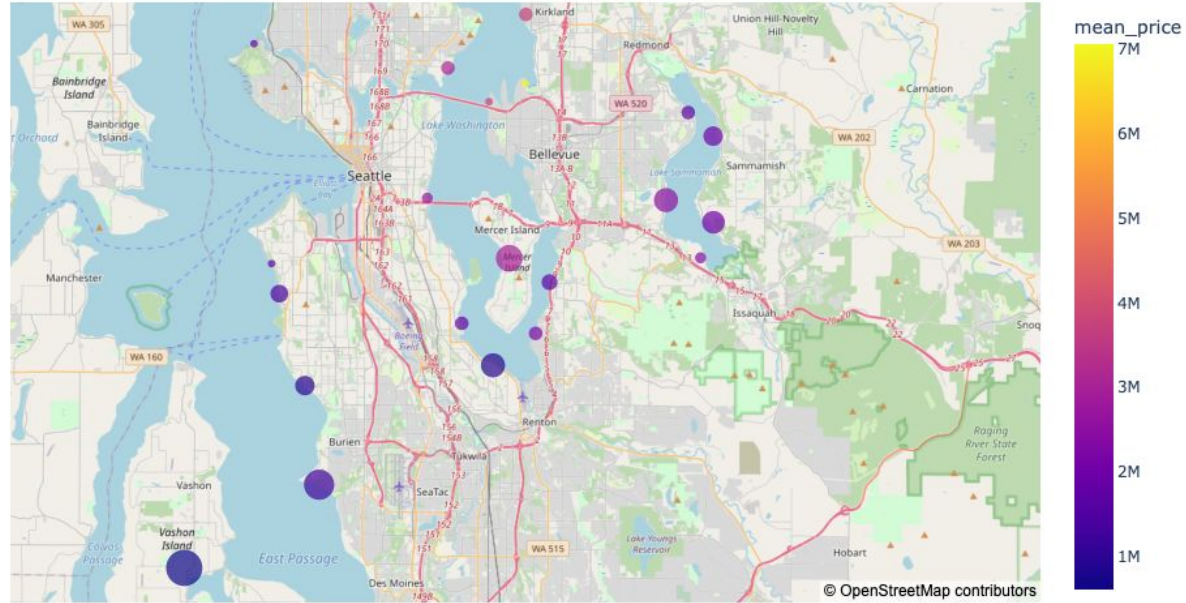
# Location of houses in Seattle



# Houses on the waterfront are rare



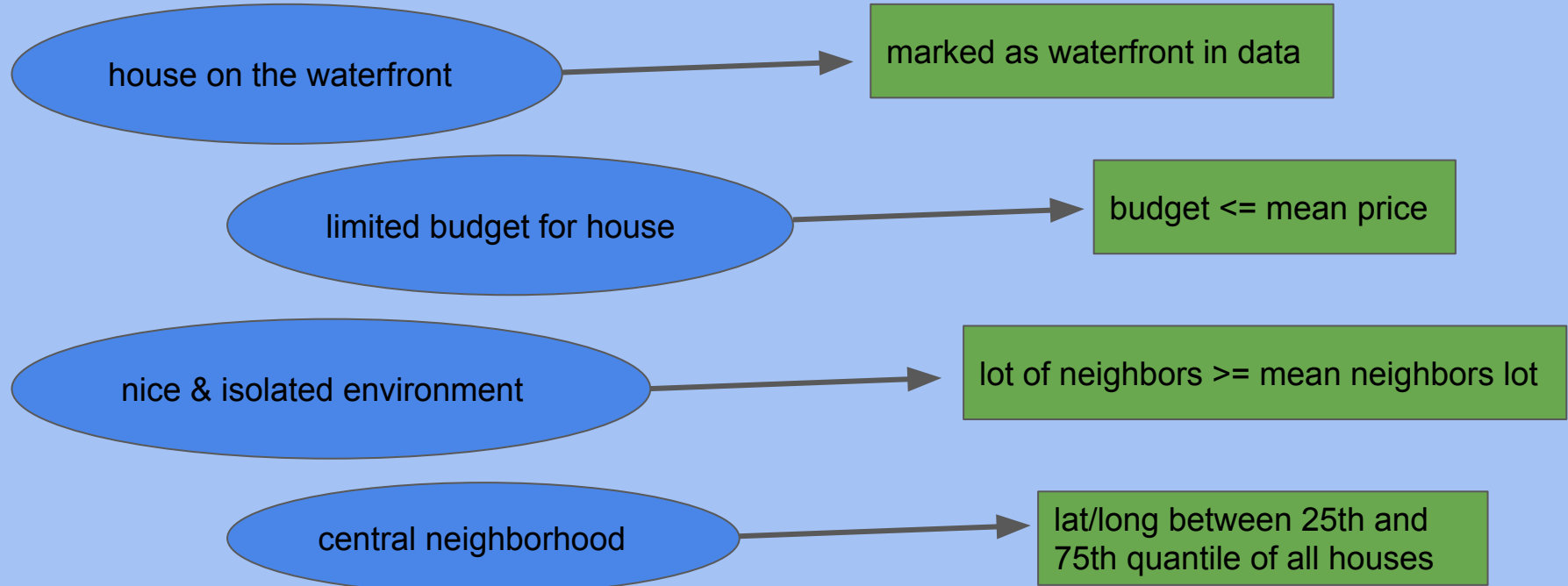
# Number of waterfront houses per zip code



# The customer is king

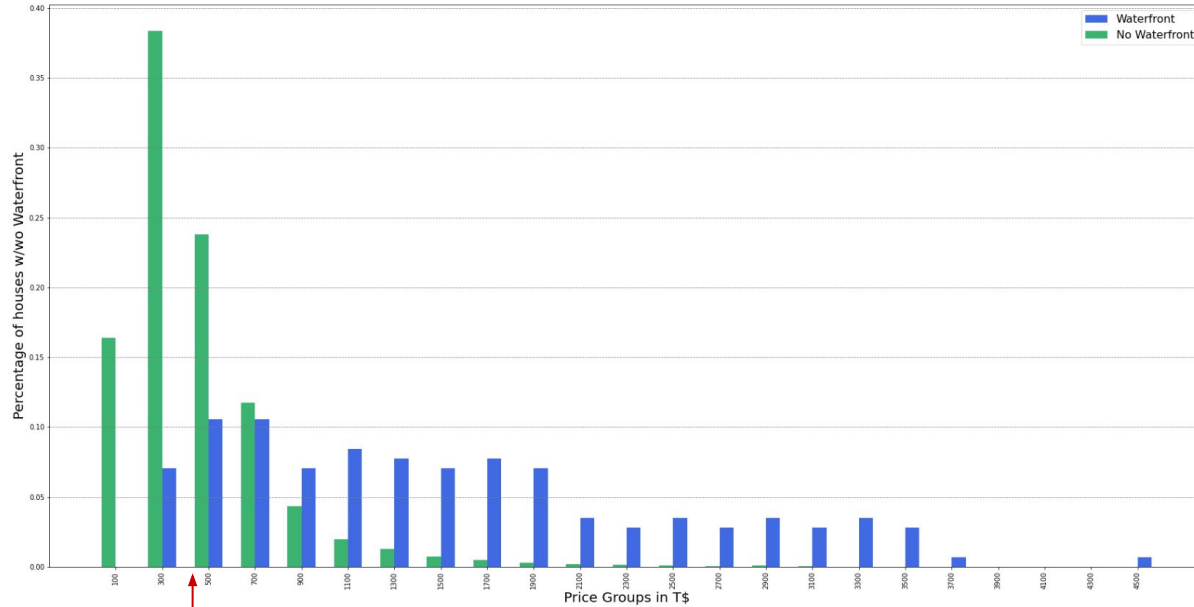
What is the Stakeholder looking for?

# Larry Sanders - characteristics and assumptions



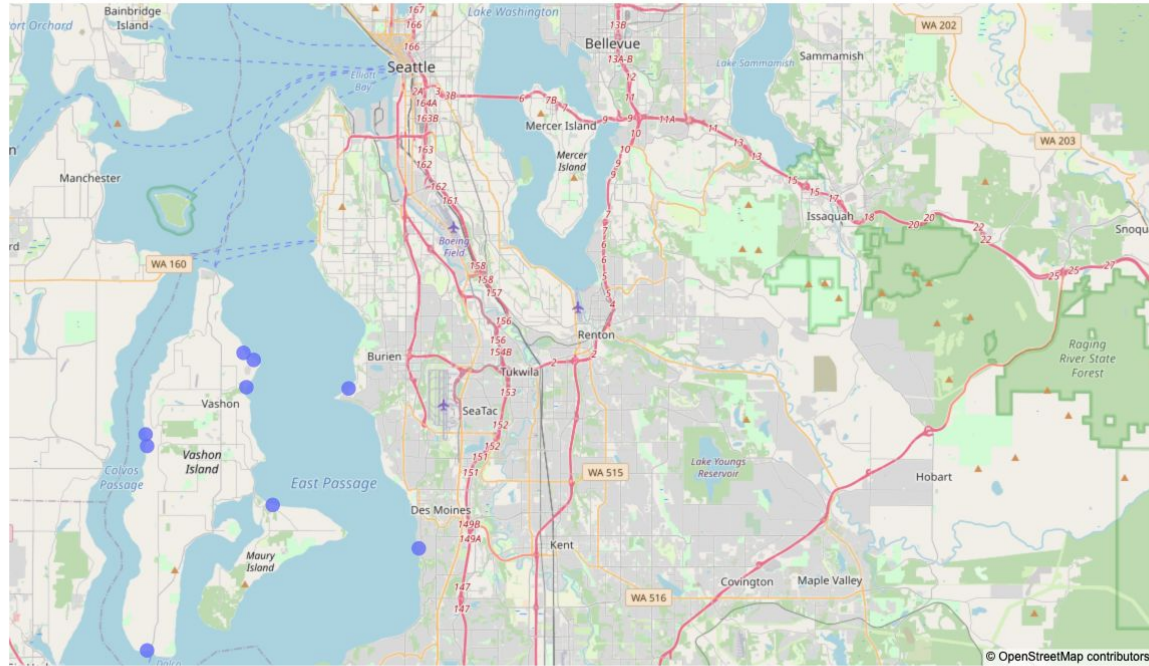


# Price groups segmented by being on the waterfront

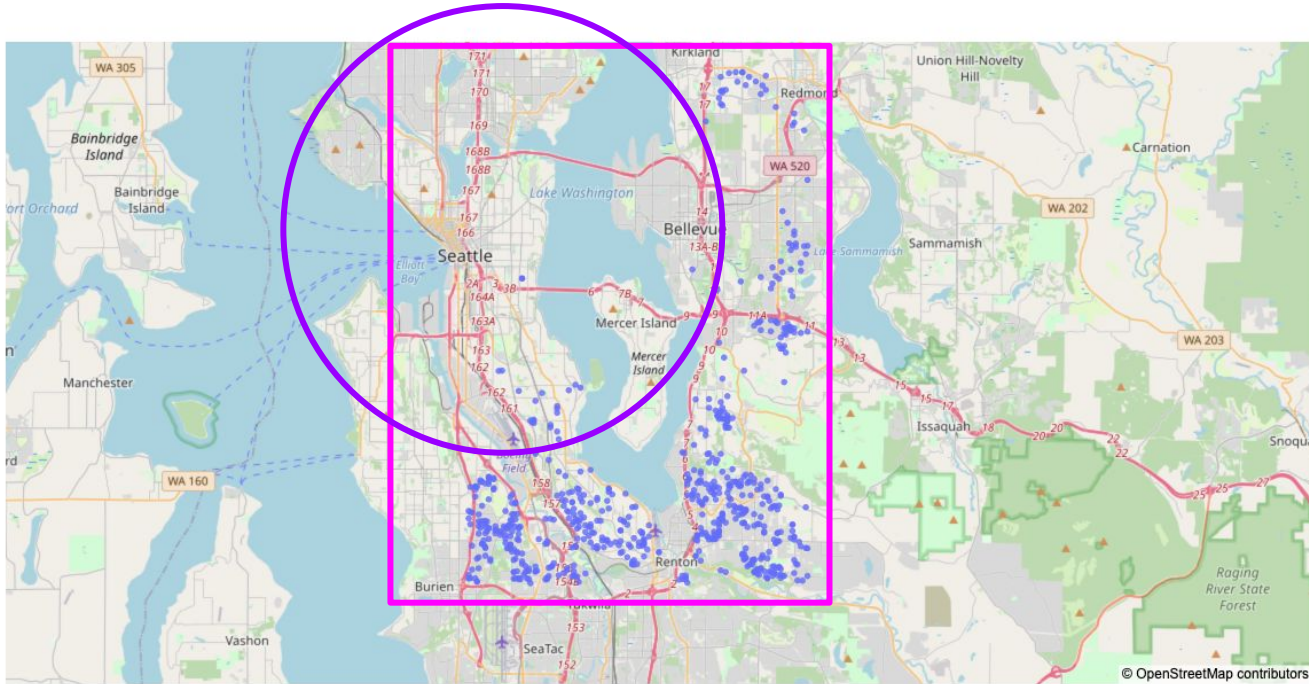


Mean price: 450,000\$

Only 9 houses on the waterfront within price limit



# 679 central but isolated houses within price limit



# Conclusion

What should Larry Sanders do?

# Recommendations for Larry Sanders

- It will be difficult to find a house on the waterfront within the limited budget
  - Have a look at the South-West of Seattle and in particular at Vashon Island
- There are no central and isolated houses on the waterfront
  - But there is a ring around Seattle where houses are central and isolated

Thank you!