



Buying & Selling a Home in King County

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Business Objective

Provide you (a real estate company) price recommendations for buying and selling homes in King County

Agenda

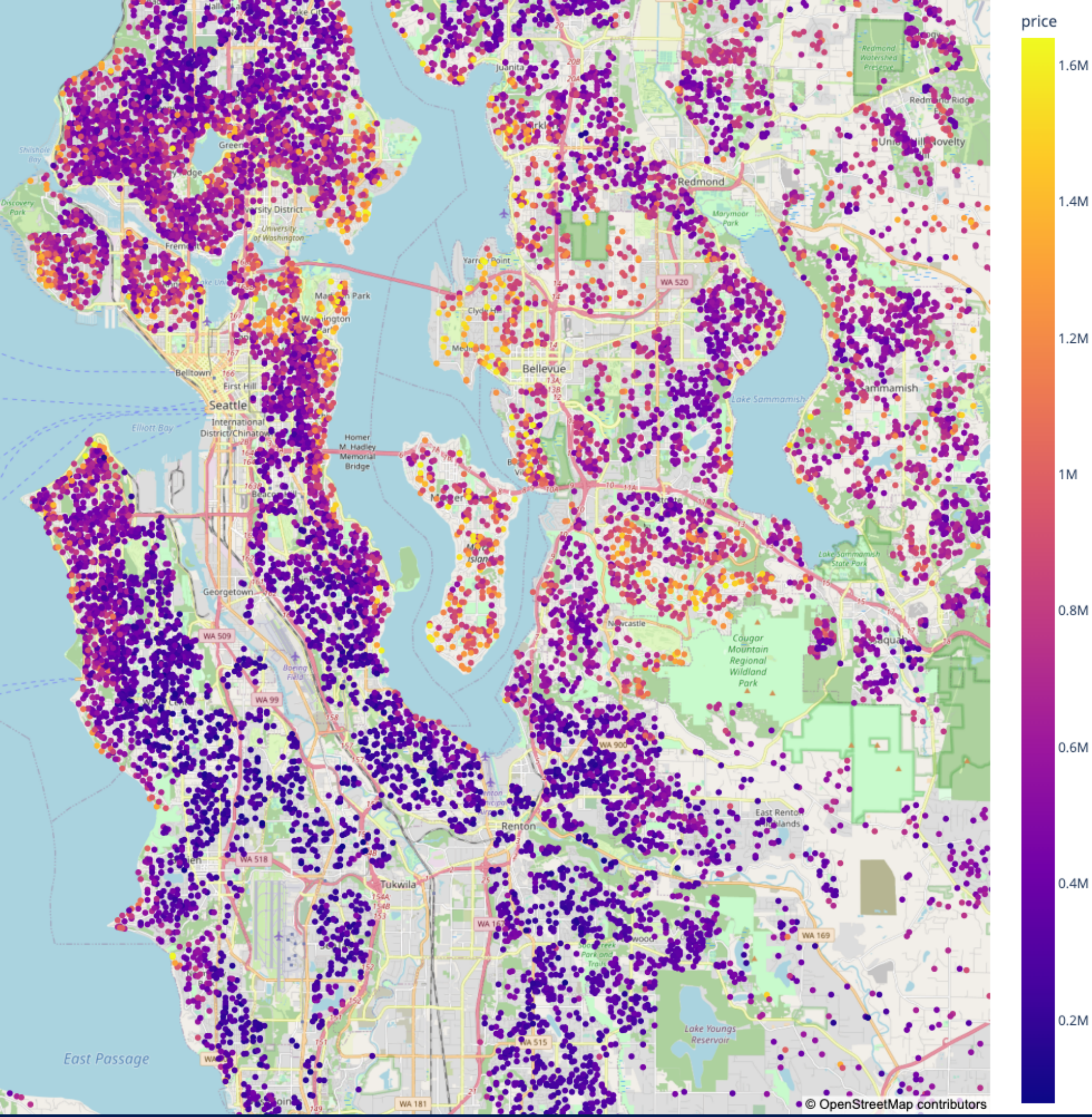
- The comps
- Buying a home
- Selling a home
- Conclusions



The Comps

King County housing data over the
course of 1 year

Let's take a look...



Home Prices

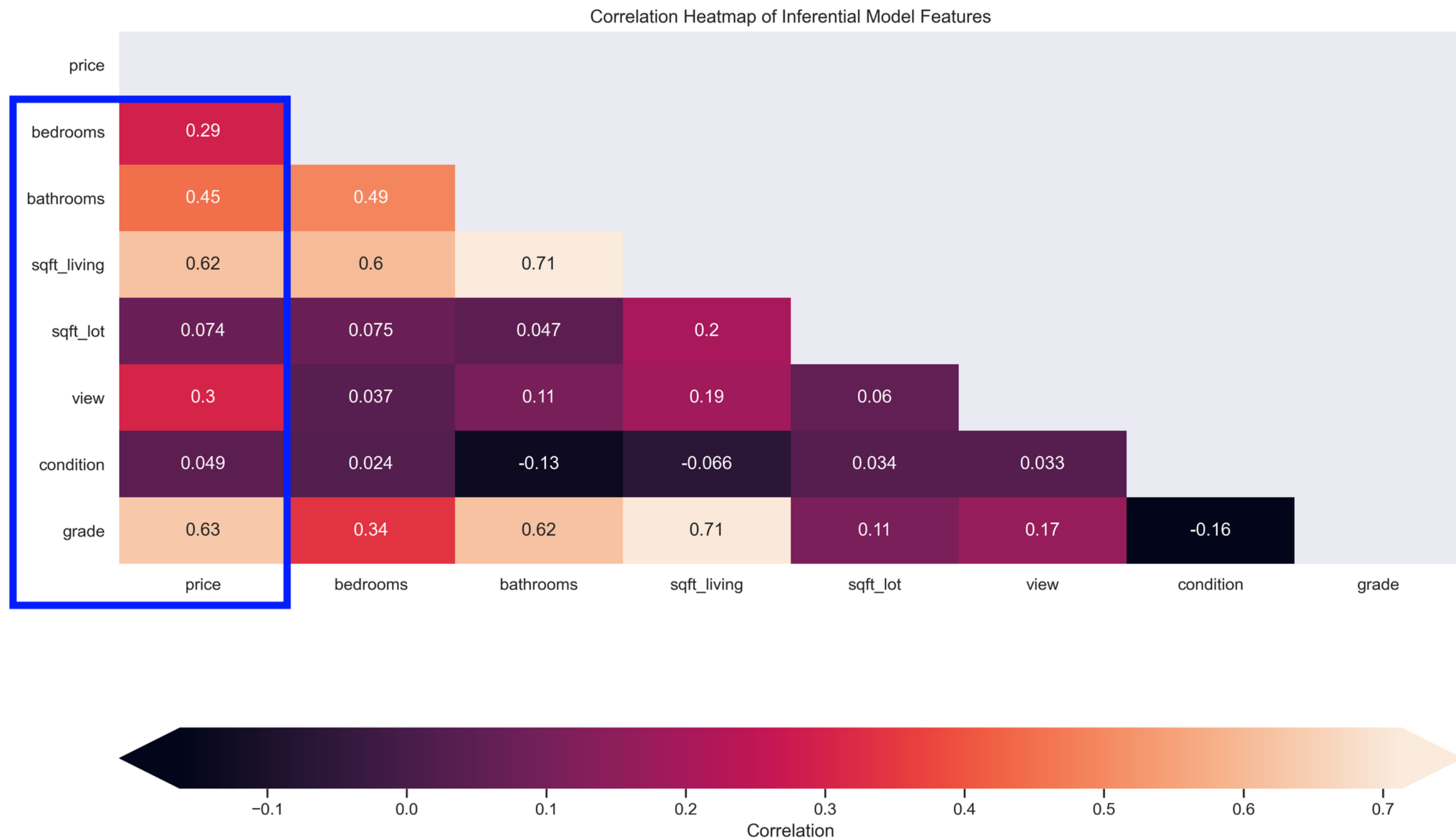
Properties with a view tend to yield higher prices

- A cluster of higher-priced homes centered around western Bellevue and Mercer Island

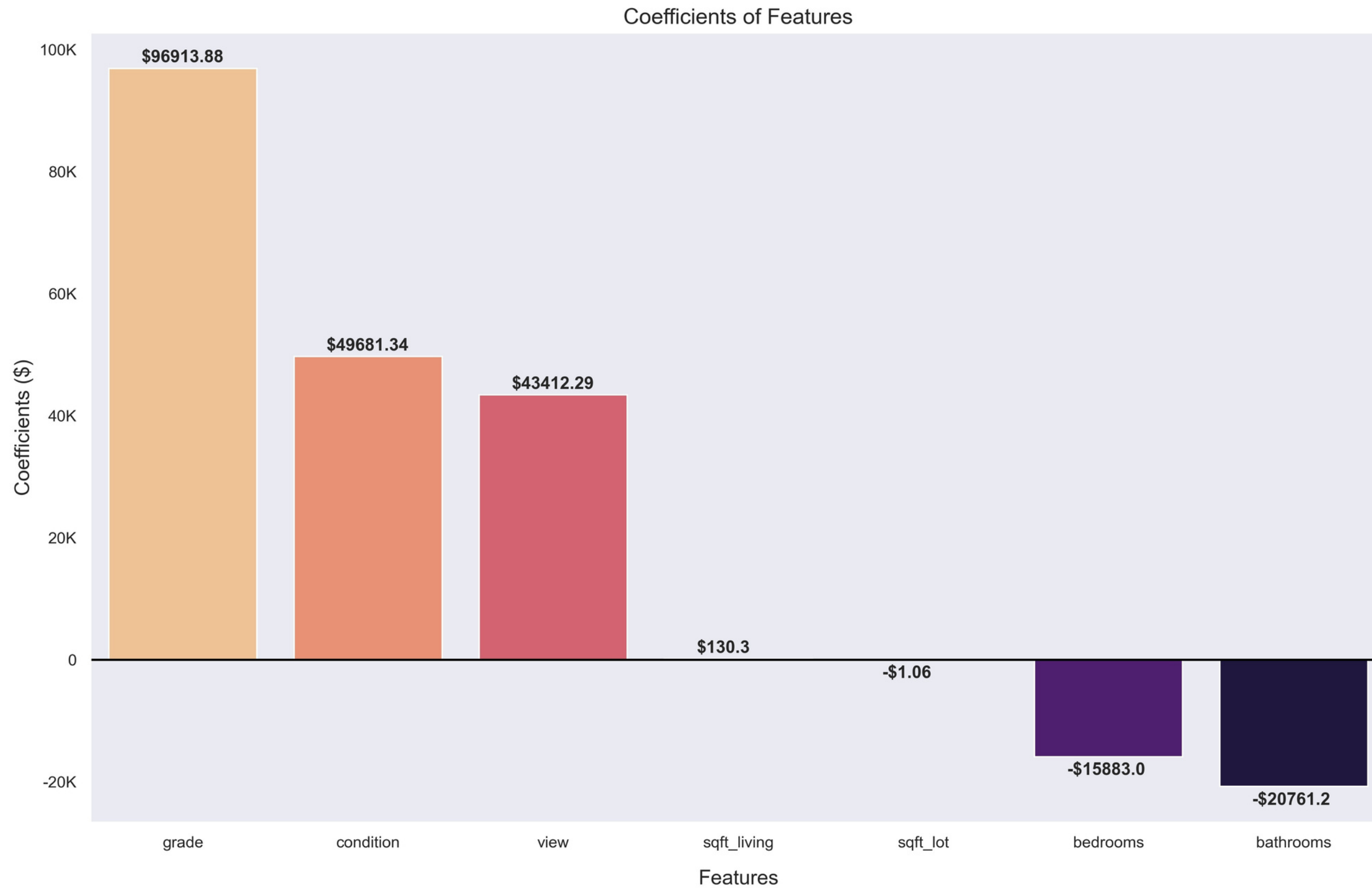
Buying a Home

Identifying undervalued houses

*Inferential modeling



How Selected Features in Inferential Model Correlate to Home Prices



Range of Features

Grade: 3 – 13

Condition: 1 – 5

View: 0 – 5

Bedrooms: 1 – 6

Bathrooms: 0.5 – 4.25

Step by: 0.25

Coefficients of Selected Features in Inferential Model (USD)

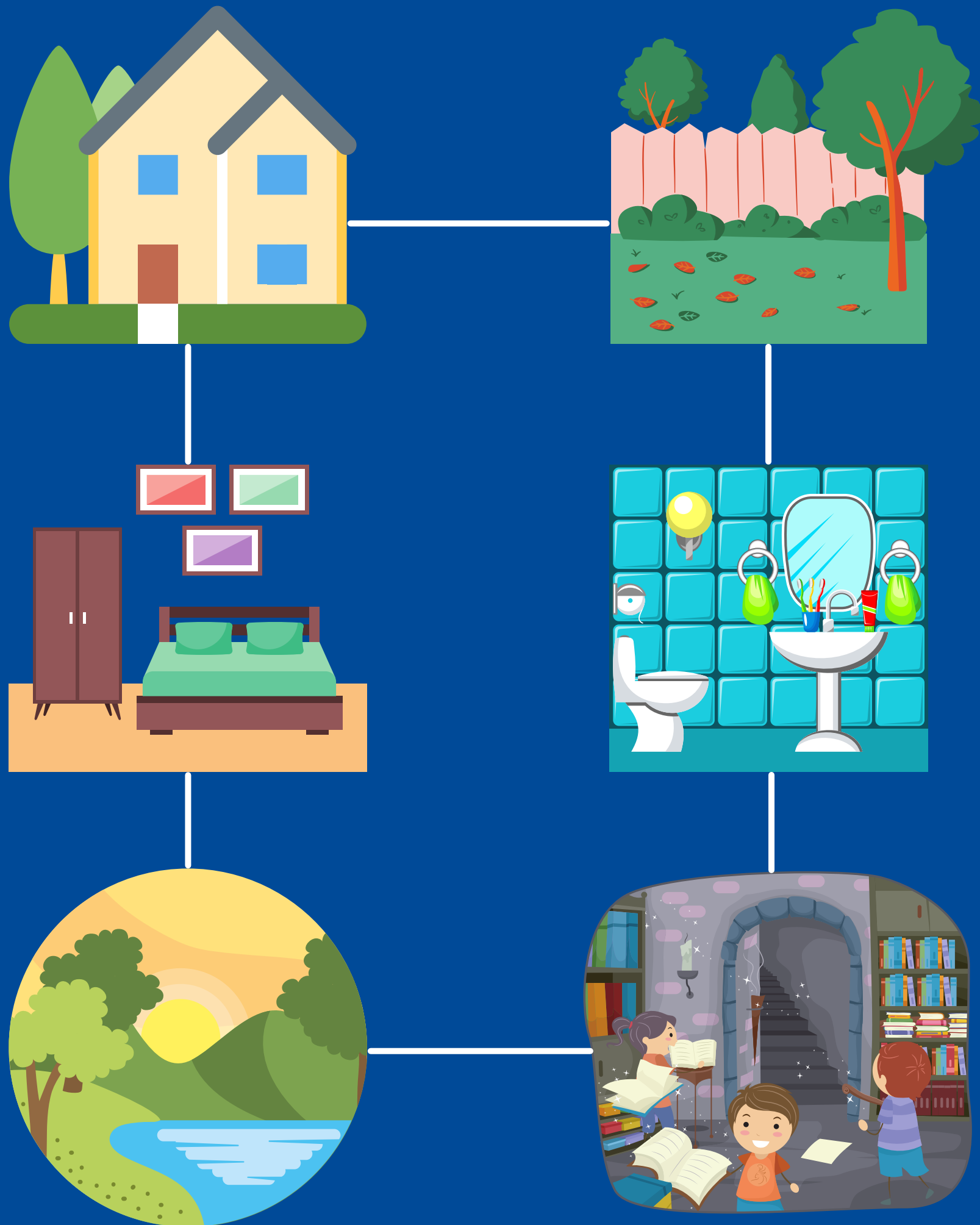
Selling Your Home

Analyzing a home's features to set
an accurate price point

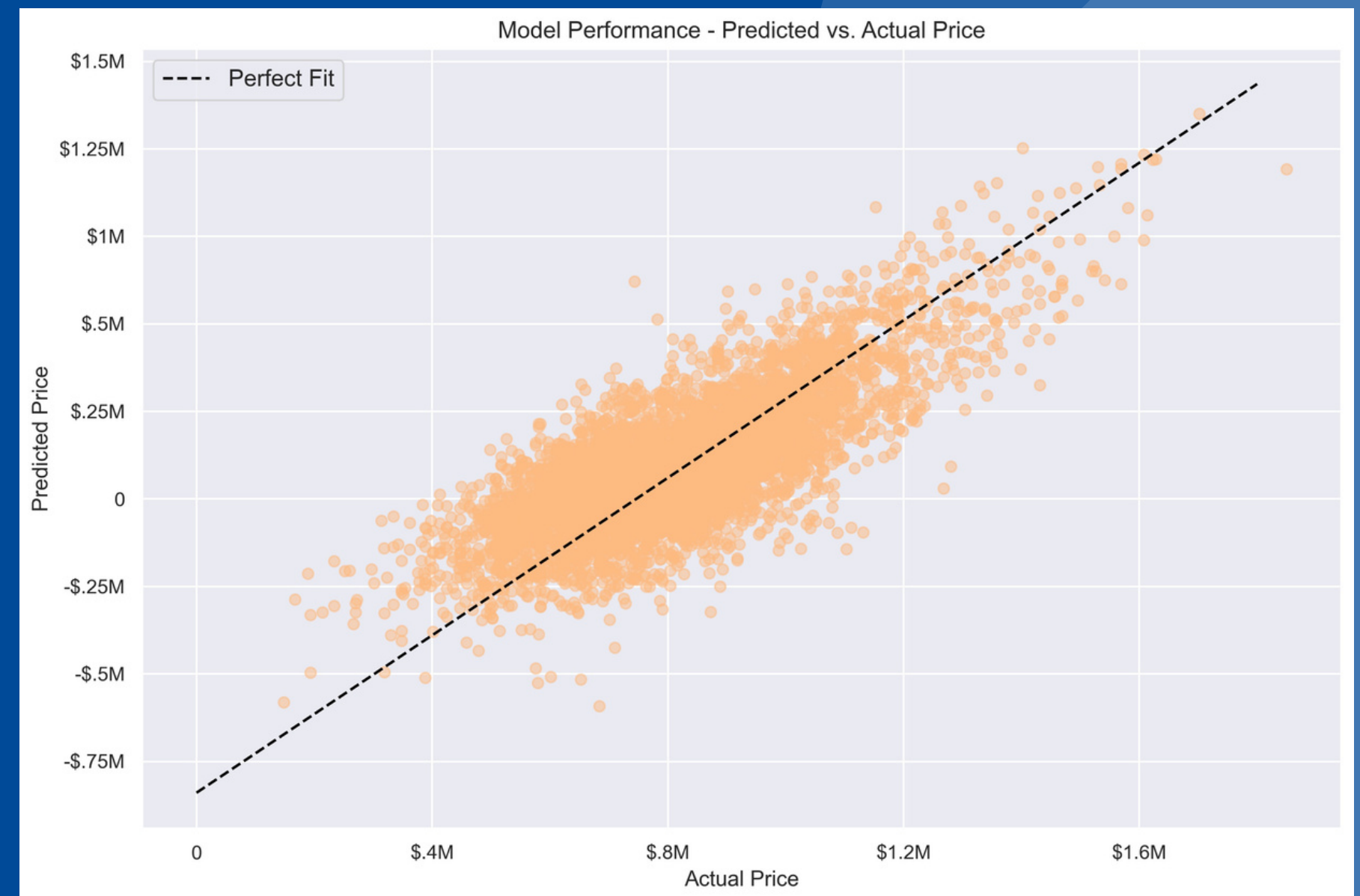
*Predictive modeling



Highest Correlated Feature (Size of Living Area)
vs. Home Price



Accurately priced
to sell within
\$193k



Conclusions & Recommendations

- Our models did not predict accurately
- Broken assumptions of linear regression
- Recommend different dataset and/or modeling approach

Thank you!

Questions? Let us know.

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