




Buying your home

Find the needle in a haystack

Sandra Schwegmann



-01-

The Goal



-02-

The Market



-03-

P-Influencers



-04-

Recommendation



The Goal



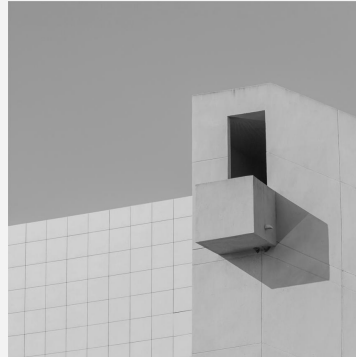
Target Group:

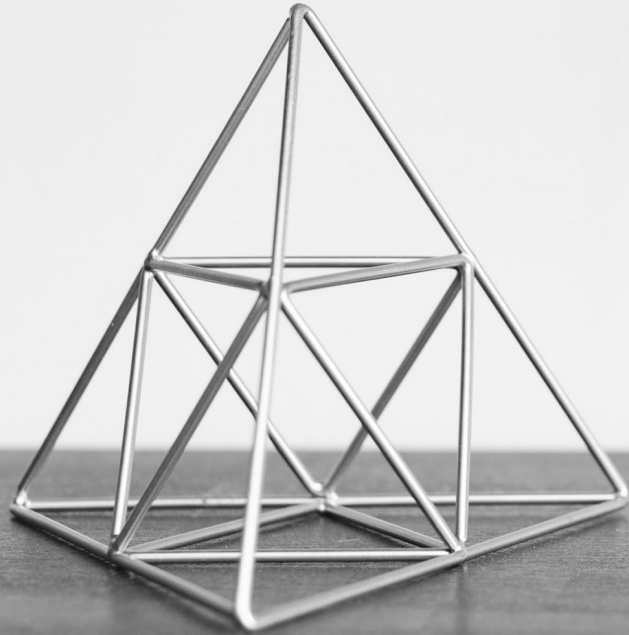
- middle class income
- Age: 30-40
- 1-2 Adults



Conceptions:

- 2-4 bedrooms
- 650-1000 sqft
- good conditions
- price within average $\pm 20\%$





The Market



- prices mostly depend on:
 - living area
 - grade
 - size of upper floors



Size matters

Living area vs.
bedrooms

Where is the space



Water

The
waterview-effect

maximum-distance
to waterview



Renovation

Good conditions - yes:

But what about
renovation and age of
a house?

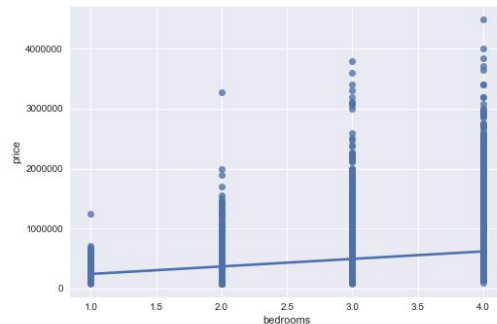
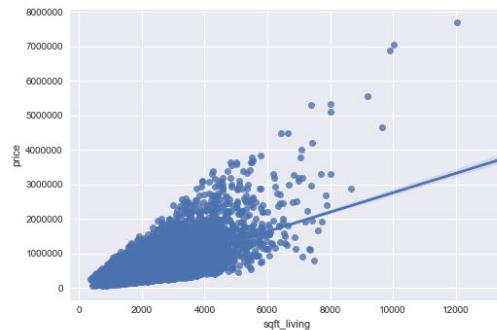


How does the living area influences the price?
Increase of 280\$ per feet².

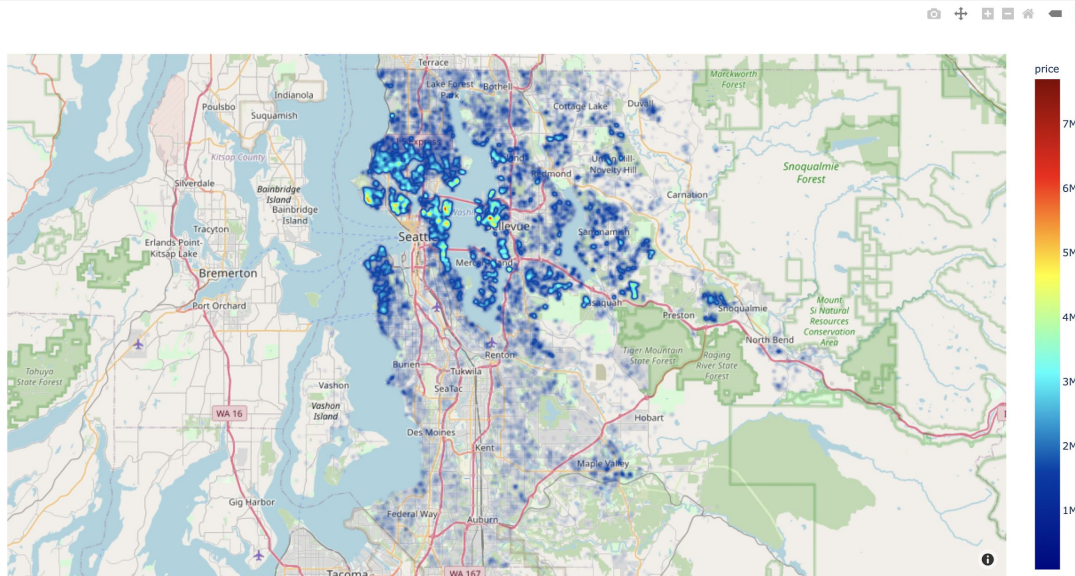
Living above is cheaper: on average you can save 25%.

How does the number of rooms influences the price?
For each additional room you pay on average 23.8% more.

Size matters



Water- essential or not?



Houses with waterview are on average twice as expensive than houses without waterview

By increasing maximum distance to waterfront houses become cheaper: per km they cost on average 10100\$ less

Renovated?

1988

not renovated or renovated
before 1988



cheaper

renovated recently



23.5% more expensive
on average

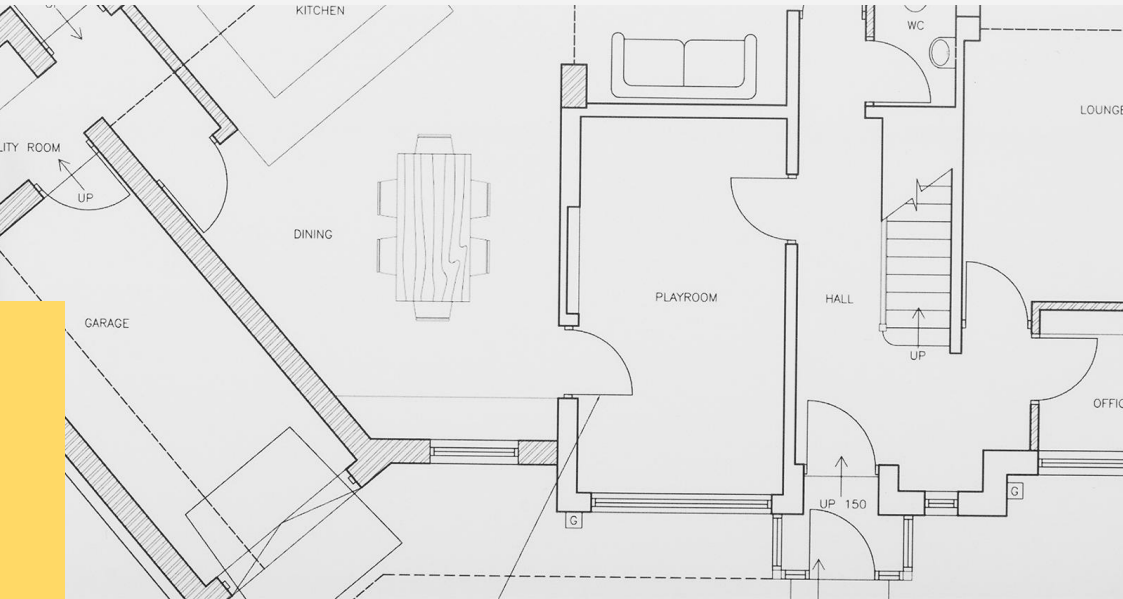


Recommendation

—
Your home
—



Recommendation



Price can be adjusted by

- the number of rooms: take only as many as you need
- waterfront and vicinity to water
- has basement or not

Summary

Summary and Outlook

- Most important: the size
- waterfront objects are expensive, price decreases with distance to water
- Houses renovated within the previous ~30 yrs are more expensive

Outlook

- Investigate longer time series to identify price changes due to inflation
- Improve distance to water issue
- Calculate rural vs urban impact

Thank you!

Does anyone have any questions?

Sandra.Schwegmann@gmx.net

+49 152 0317 2311

MY FACE



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