Predictive Home Sale Insights

Of King County, Washington

Created for XYZ Real Estate Holdings

How can we help you and your clients **increase your bottom line** and sell/buy more **effectively** and **efficiently?**
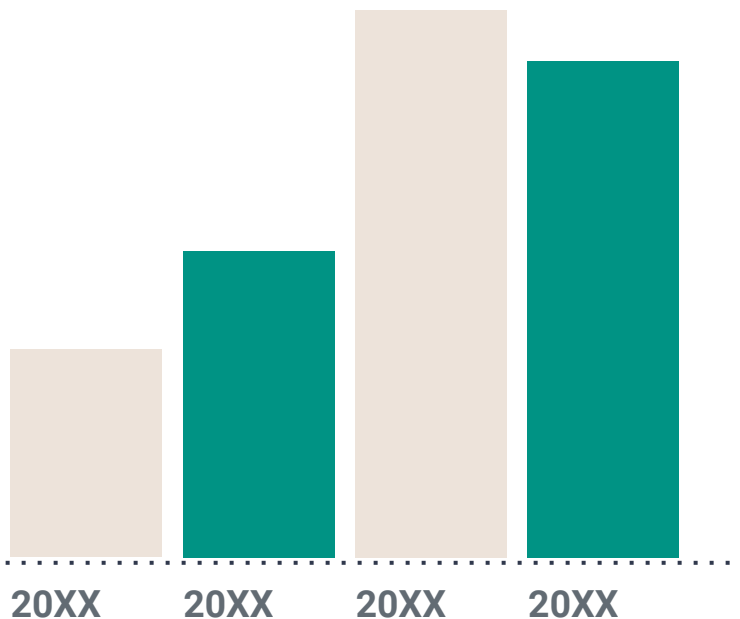
The solution

A highly useful <u>Price</u> predicting algorithm!

- Buy or Sell at the **RIGHT** price

- Learn ways to **INCREASE** home value

Methodology

- The King County Dataset

- Linear Regression Model

- Price as Feature to

  Predict

20XX 20XX 20XX 20XX

Home Value Model

Our best fit model - based on the dataset - explains around **65%** of why a home sells at a certain price.

SQFT of Living

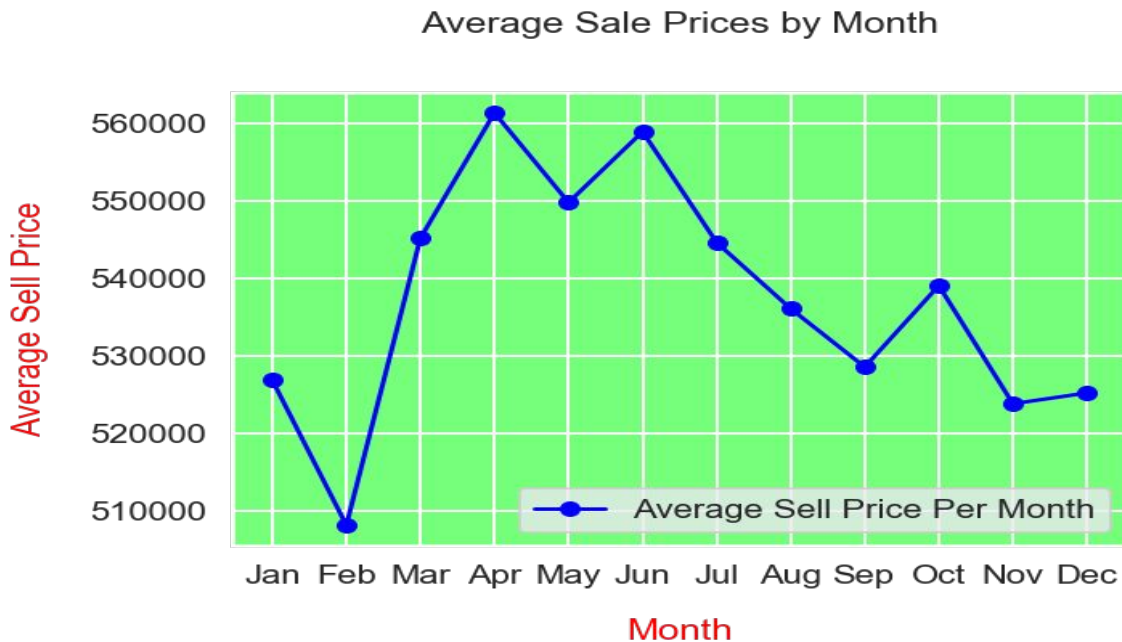Bathrooms

Grade

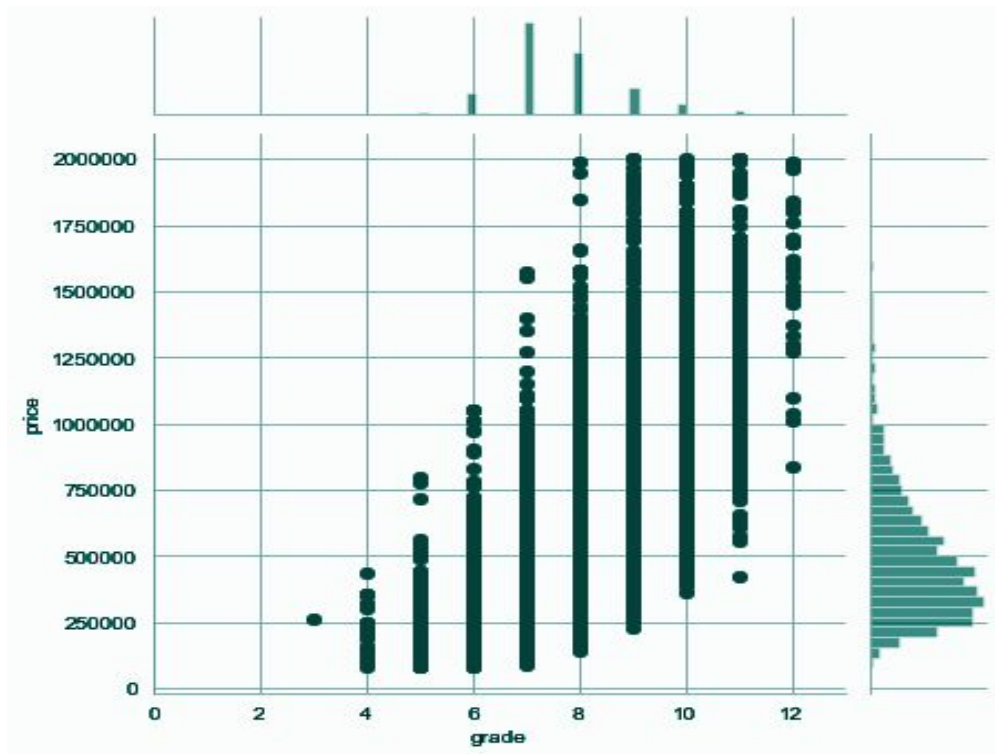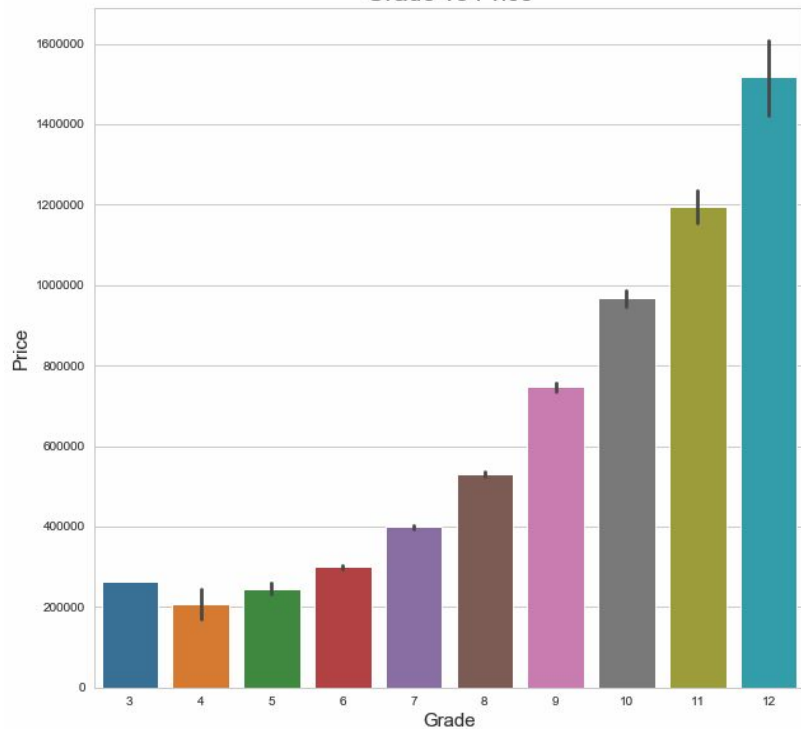# Is there a perfect time of year to sell/buy a home?

SELLING

March - June

BUYING

December - February

Average Sale Prices by Month

Average Sell Price vs Month

- Average Sell Price Per Month

How Does Grade Affect Price?

Is there a point where a home can be considered *vintage*?

Year Built vs. Average Home Price
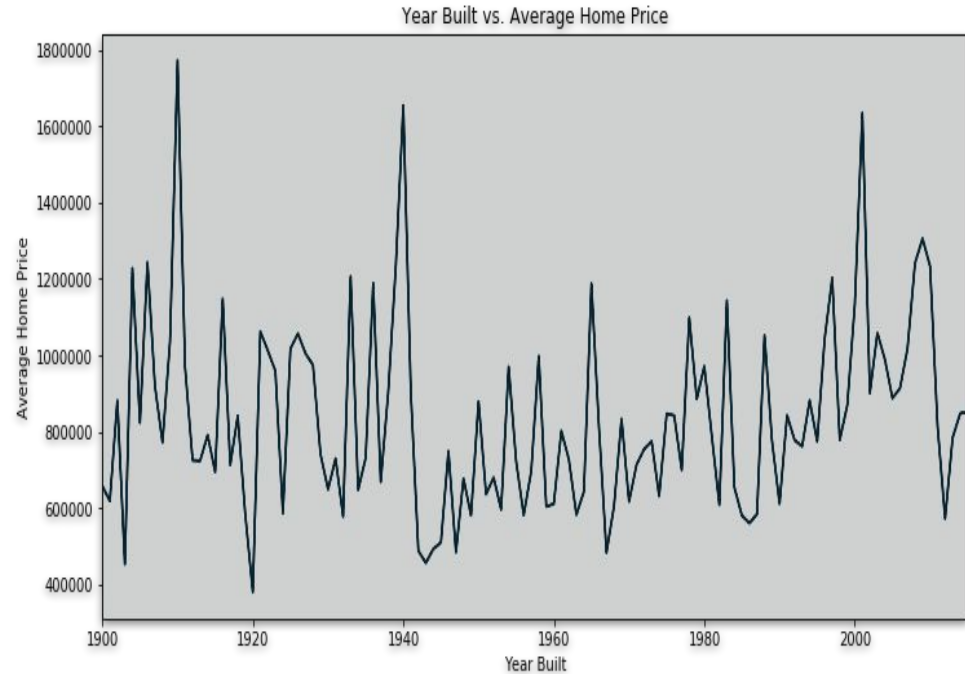
How can we increase the price of older homes that are not yet considered vintage?

Grade & Year Built vs. Average Home Price
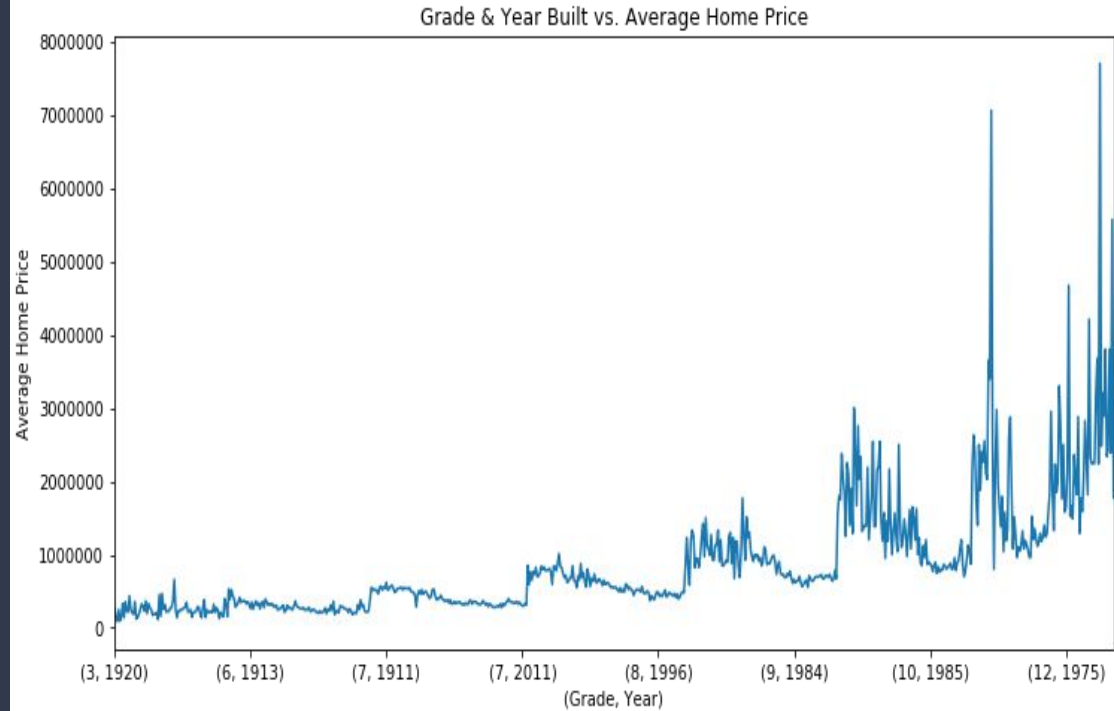
Summary

- Sell between March and June == **more $$**

- Buy between December and February == **more $$**

- Higher Grade = **more $$**

- Pre 1940s can be vintage = **more $$**

- Older homes not quite vintage with an overall grade of 10+ = substantially **more $$$**

The Heart and Soul of our Data Science Team

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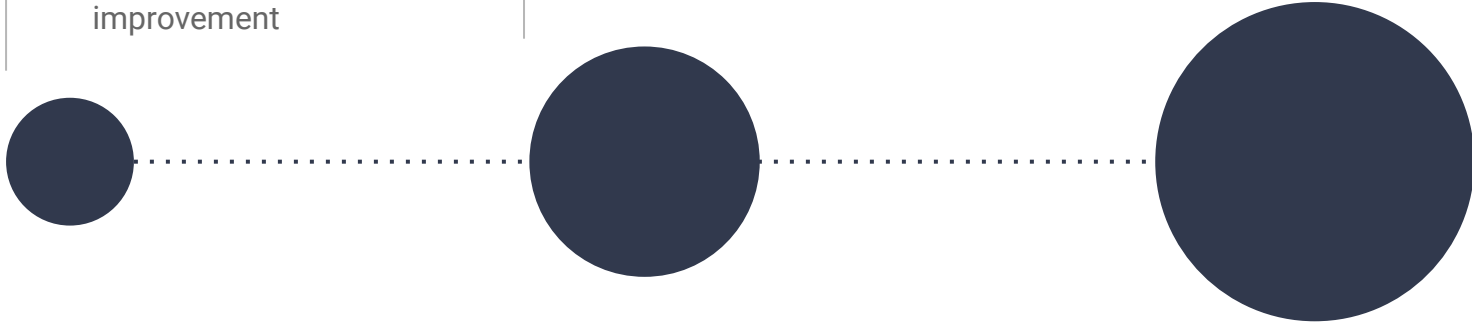
Future Work

Step 1

Acquiring additional data sets for model improvement

Step 2

Diving further into grade and condition of the structure

Step 3

Reveal pricing impacts of improvable structural elements

Thank You!

We look forward to continuing our partnership!

– The Team here at Data Wise