

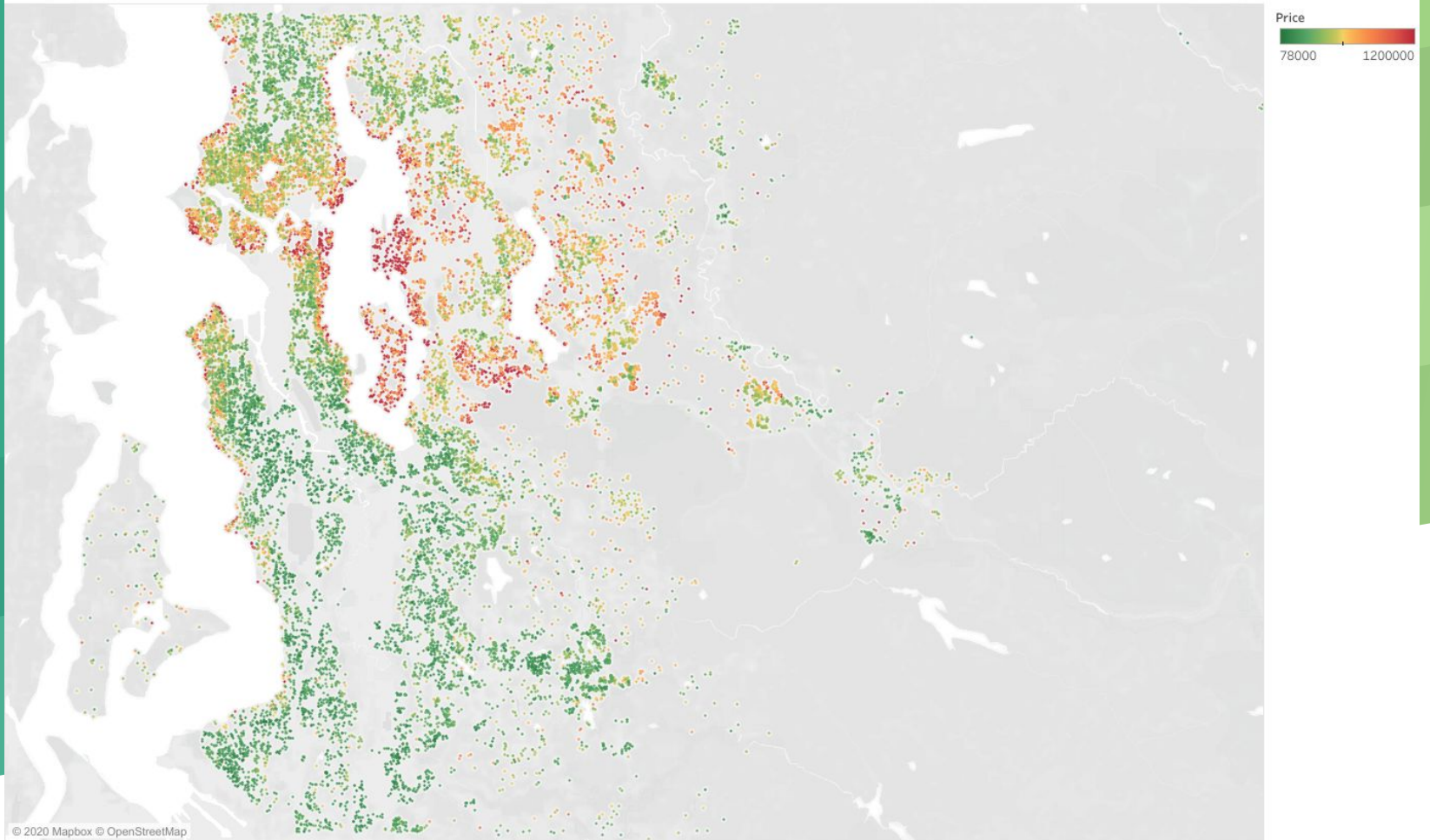
How To Get More Money When Selling Your Home

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About the housing data

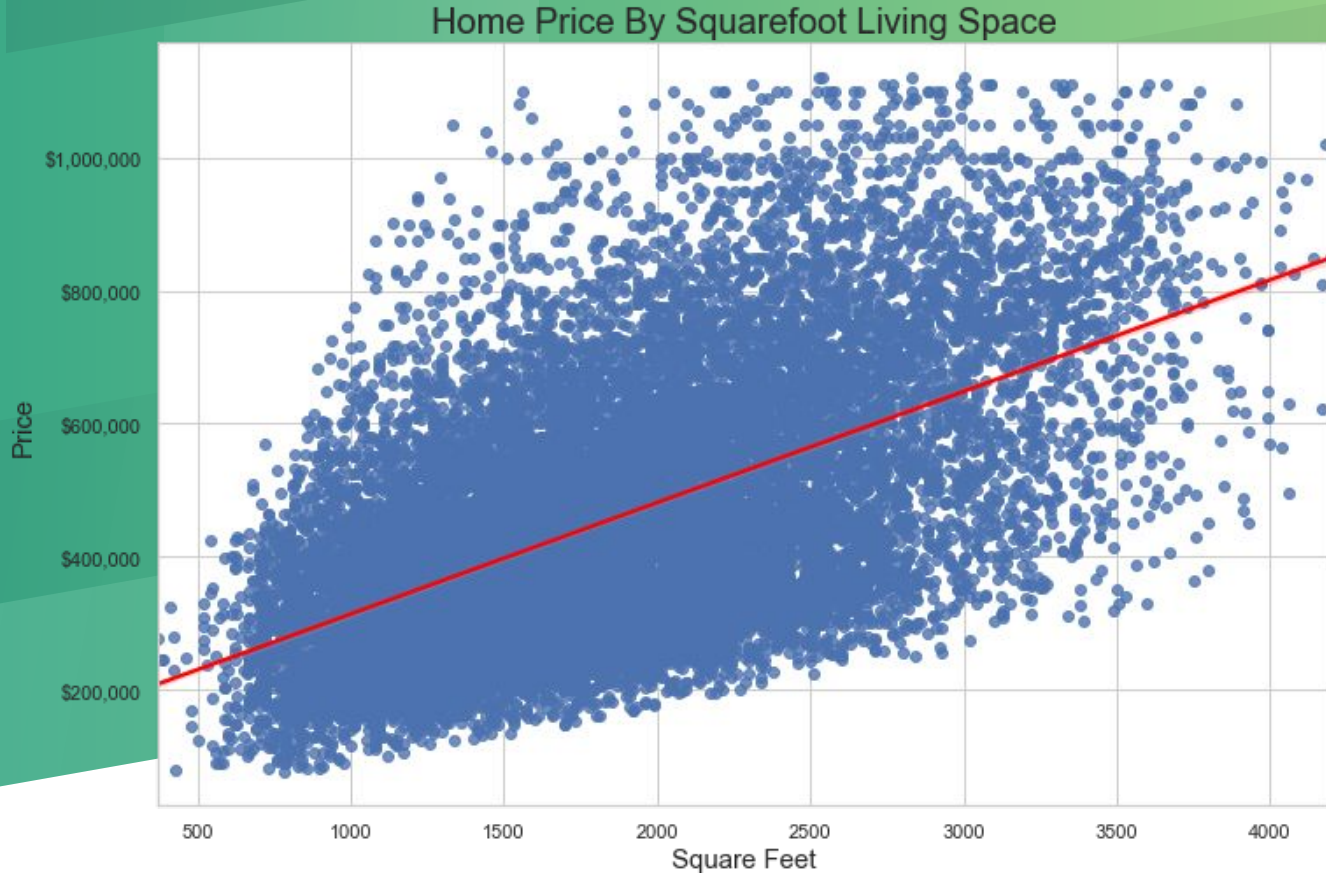
- Sold between May 2014 and May 2015
- Between \$78,000 to \$1,120,000
- Between 370 and 4200 square feet
- Built 1900 to 2015

Home Price By Location

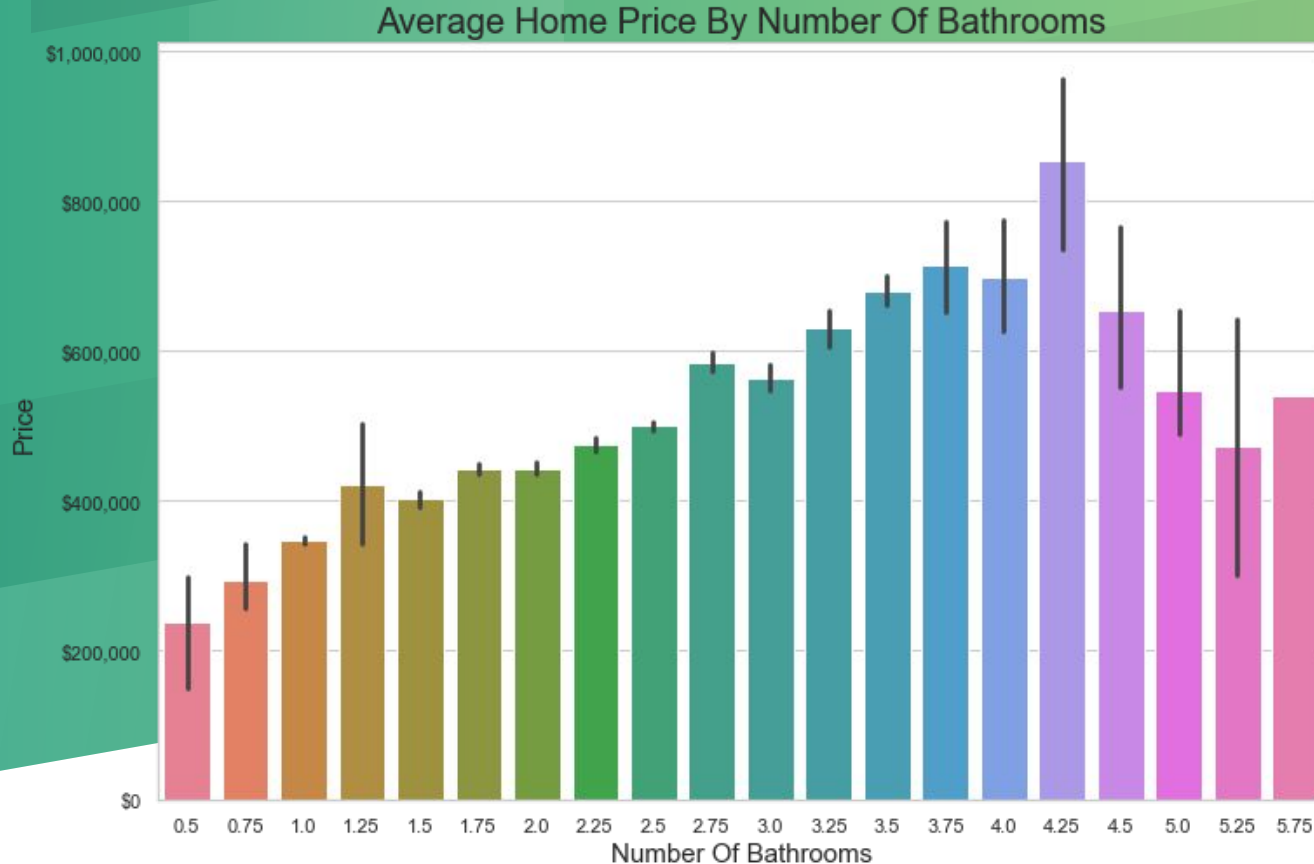


Recommendations

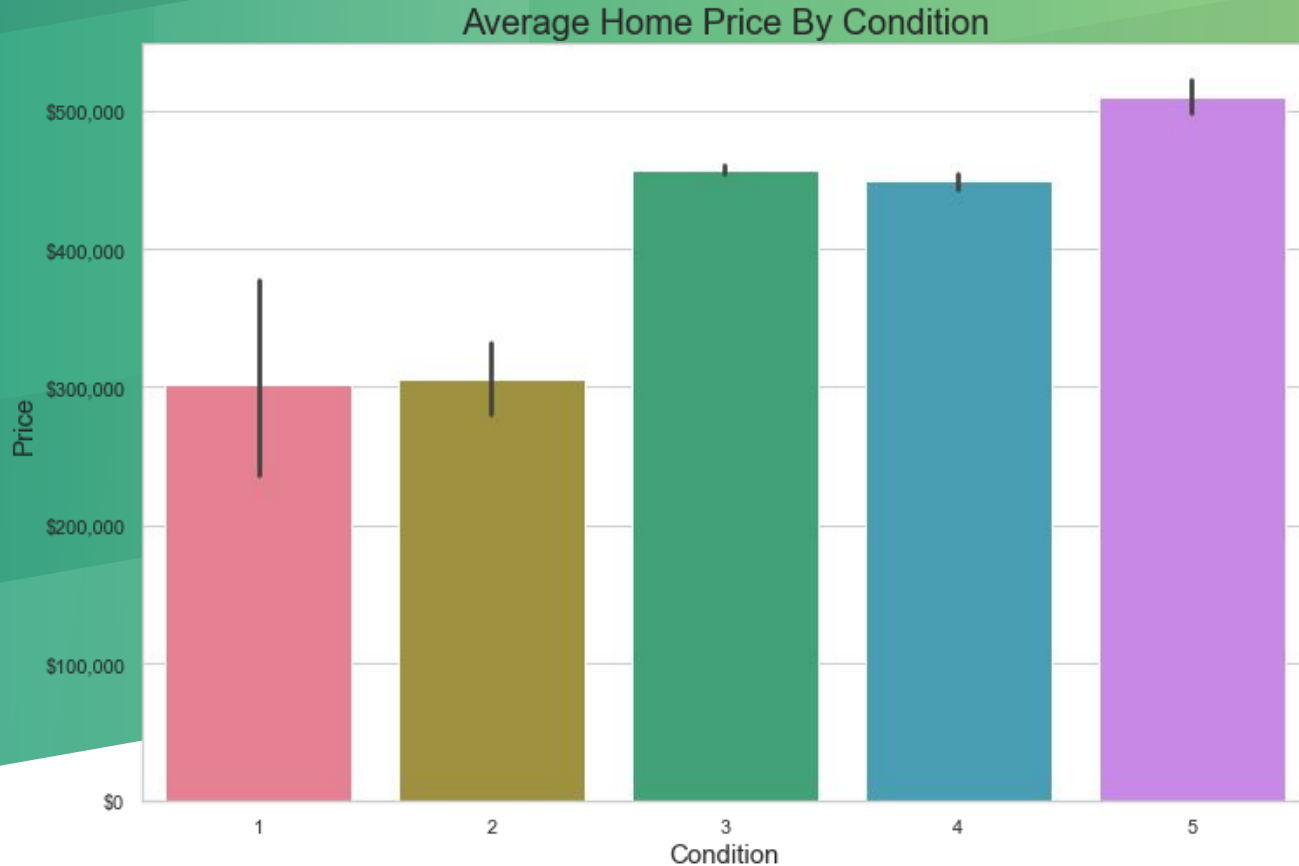
1. Increase your square footage



2. Increase your bathrooms



3. Increase condition score

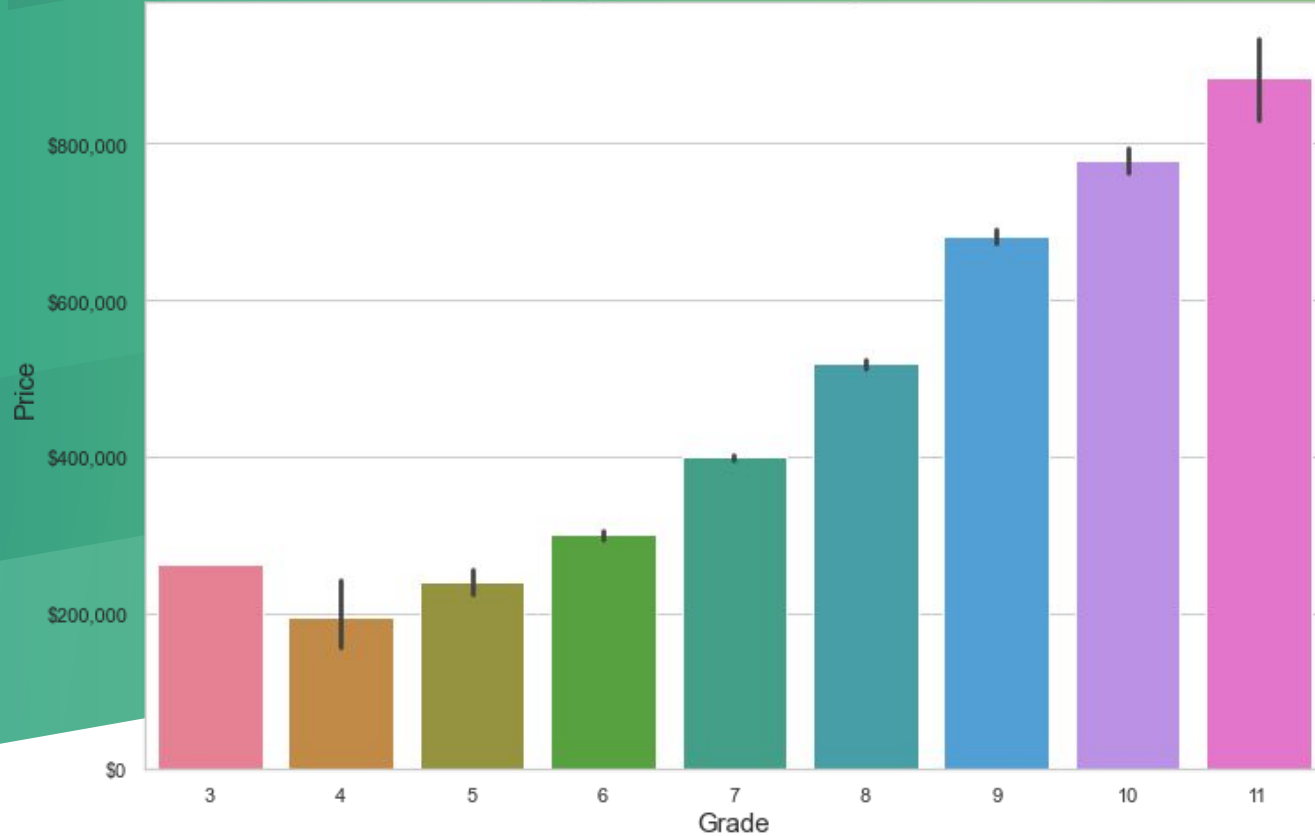


Condition

- Based on maintenance and repairs for the age of home
 - 1- Poor
 - 2- Fair
 - 3- Average
 - 4- Good
 - 5- Excellent

3. Increase building grade

Average Home Price By Grade



Residential Building Grades

- Based on building materials, construction quality, and square footage of home
 - 1-3 Falls short
 - 6 Lowest grade currently meeting building codes
 - 7 Average
 - 10 High quality features, larger square footage
 - 13 Custom designed and built, mansion level

Summary

- Increase your square footage
- Increase your bathrooms
- Work on maintenance tasks that need doing to increase condition score
- Put money into high quality materials, finishes, improving floor plan, etc to increase the grade

Further Analysis: Some Unanswered Questions

- Floor plans, room types, garages
- Emotional/psychological purchasing factors
 - Decor, smell, color schemes
- Curb appeal
 - Landscaping, exterior materials, exterior colors

Thank you for your time!

Any questions?