

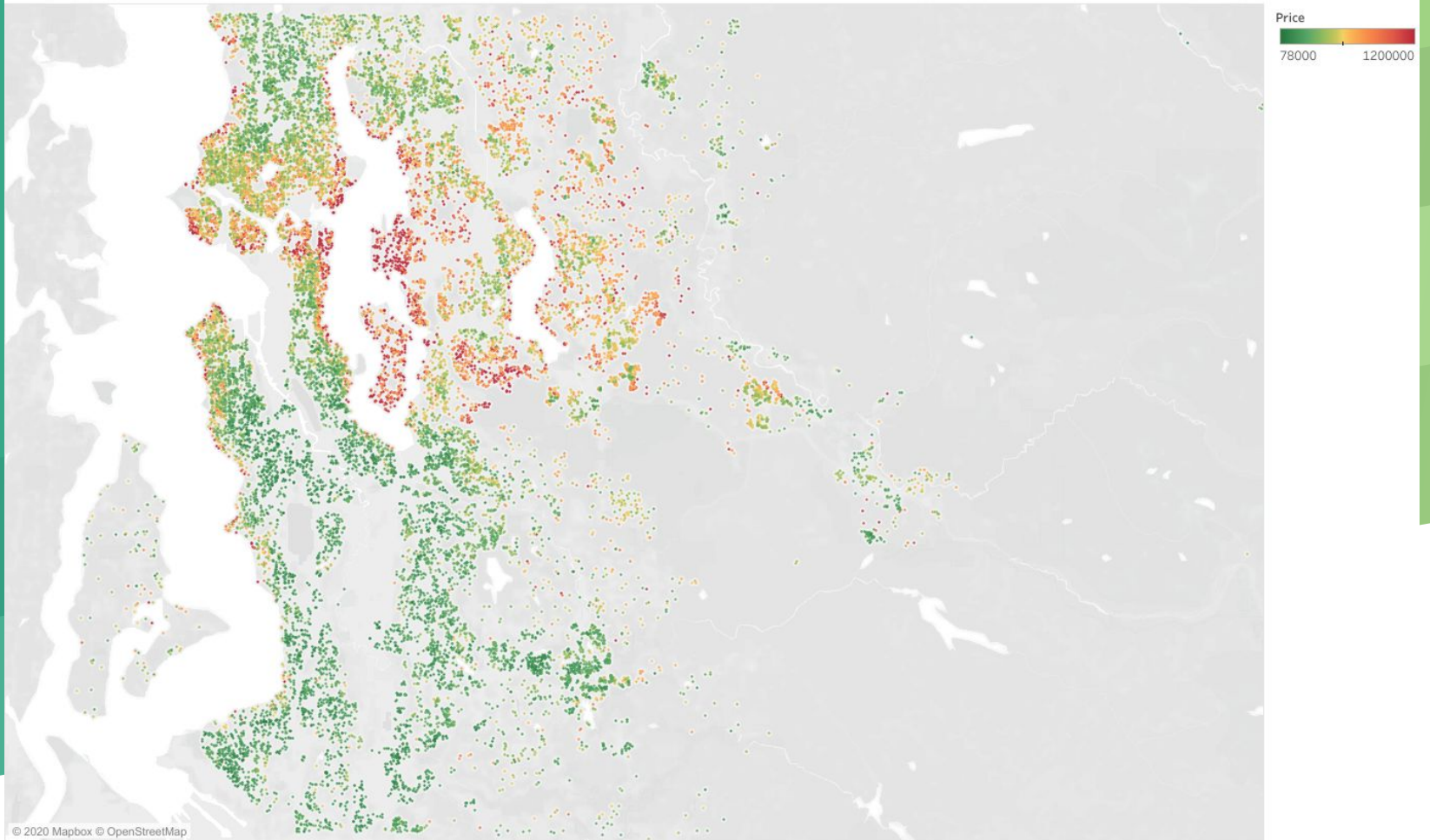
# How To Get More Money When Selling Your Home

**Vivienne DiFrancesco**

# About the housing data

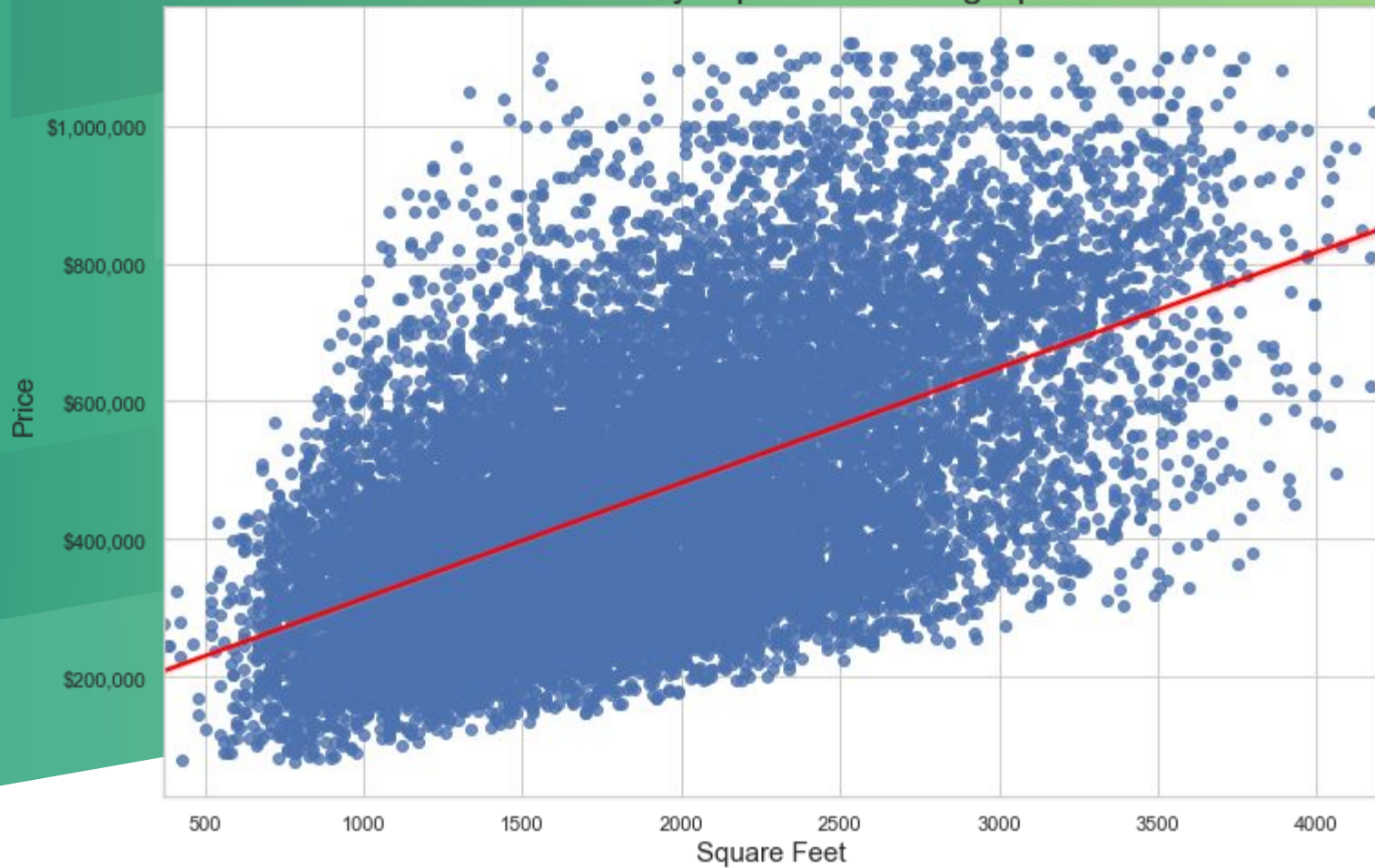
- Sold between May 2014 and May 2015
- Between \$78,000 to \$1,120,000
- Between 370 and 4200 square feet
- Built 1900 to 2015

## Home Price By Location

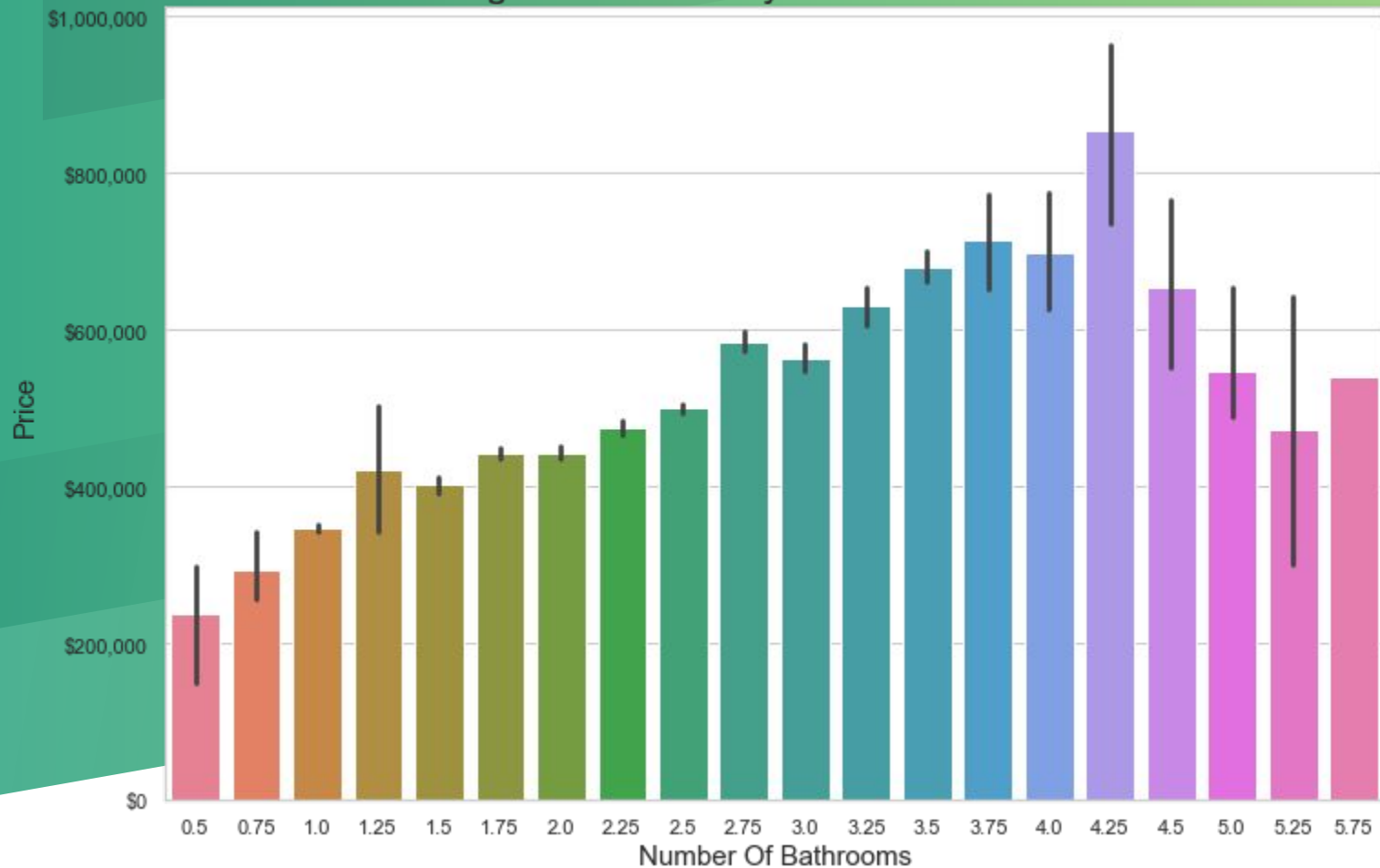


# Recommendations

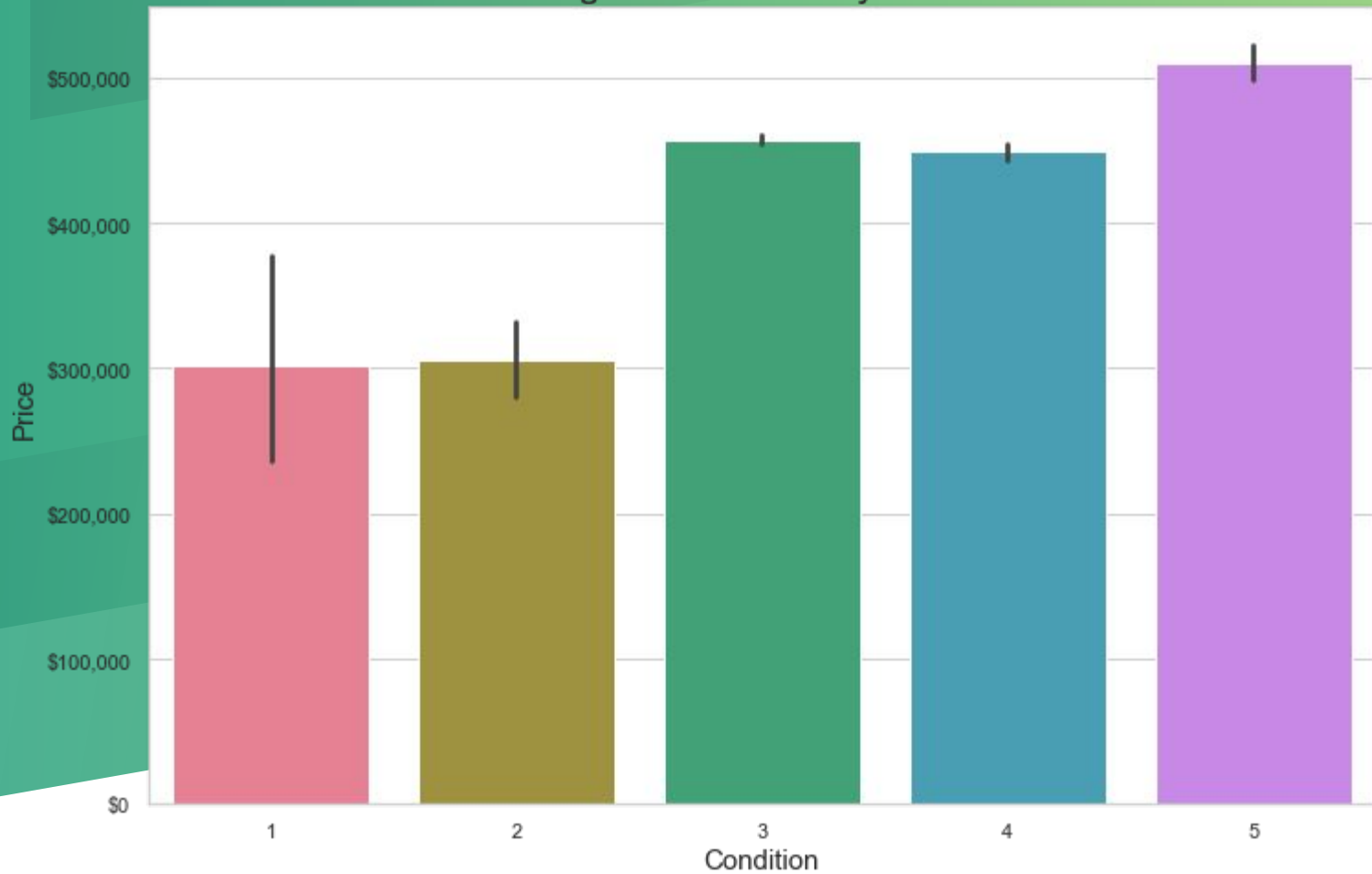
# Home Price By Squarefoot Living Space



# Average Home Price By Number Of Bathrooms



# Average Home Price By Condition

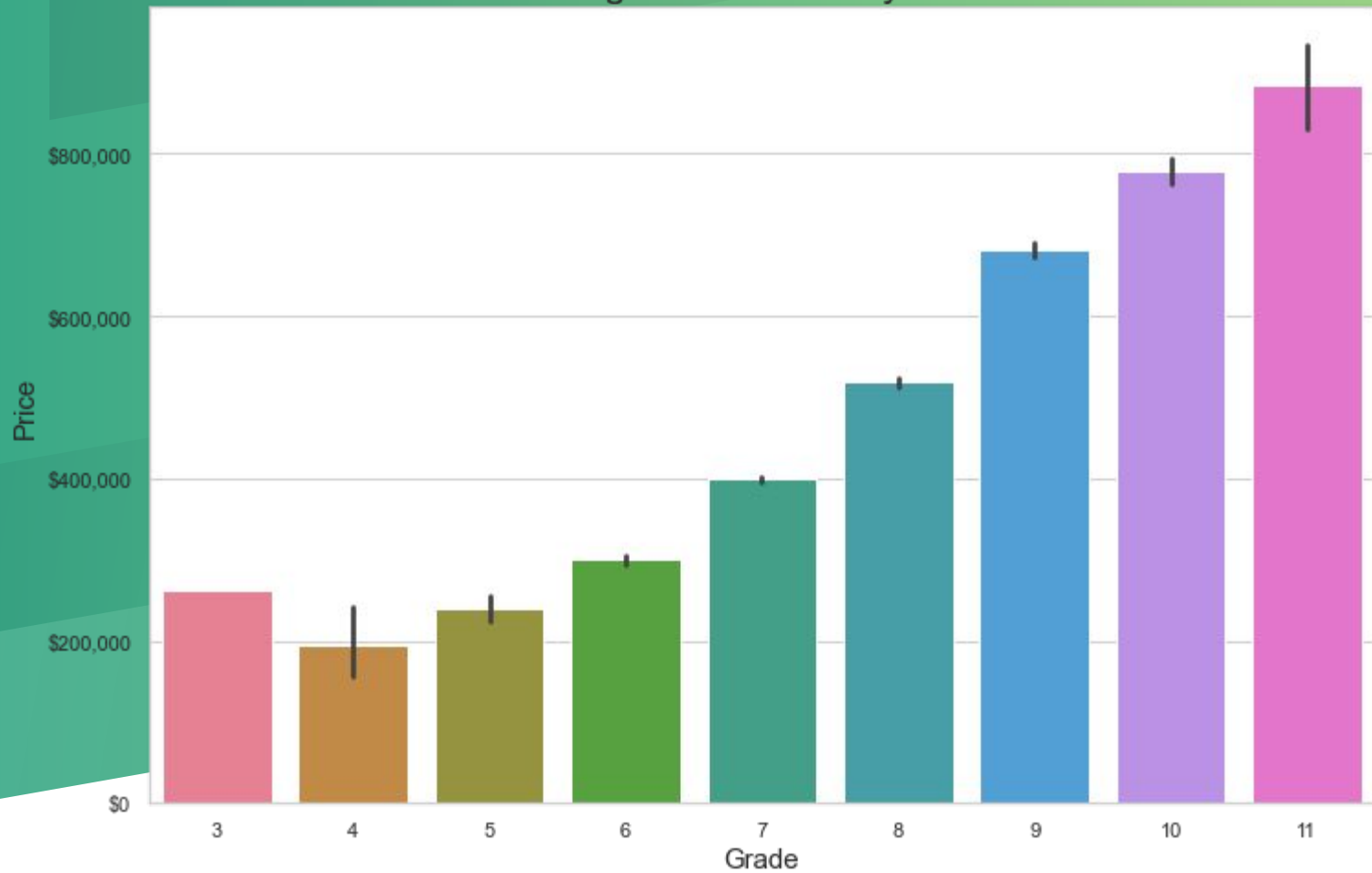


# Condition

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



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?