



Elmwood Market Analysis

BE PREPARED, KNOW YOUR MARKET, AND TRUST NEIGHBORHOOD
EXPERTS

Agenda

- ▶ Introduction of Claire and Adam
- ▶ Elmwood Real Estate Trends
 - ▶ Home Value Trends
 - ▶ 6 month trend
 - ▶ 5 year trend
 - ▶ Interest Rates
- ▶ Information and Tips if you are considering selling
 - ▶ Things that make a difference
 - ▶ Architecture, price, location, condition
 - ▶ First Impressions, Staging, Photos
 - ▶ Choosing an Agent
- ▶ Questions and Answers
- ▶ Thank you!

Elmwood Values Vary Greatly...

Lowest Sold Price

1618 Wilbur Street



\$80,000
\$106/ sq ft

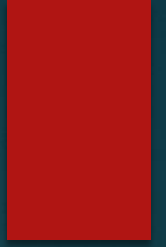
Highest Sold Price

1319 Lansford Avenue



\$365,000
\$165/sq ft

Average Sale Price/Sq Foot



- ▶ Average house sales depend on the condition, location, and size of home
- ▶ Original to Poor Condition – Less than \$140 sf
- ▶ Older Updates – \$140 - \$185 sf
- ▶ Trendy & Recently Updated - \$186 - \$250 sf

estimates



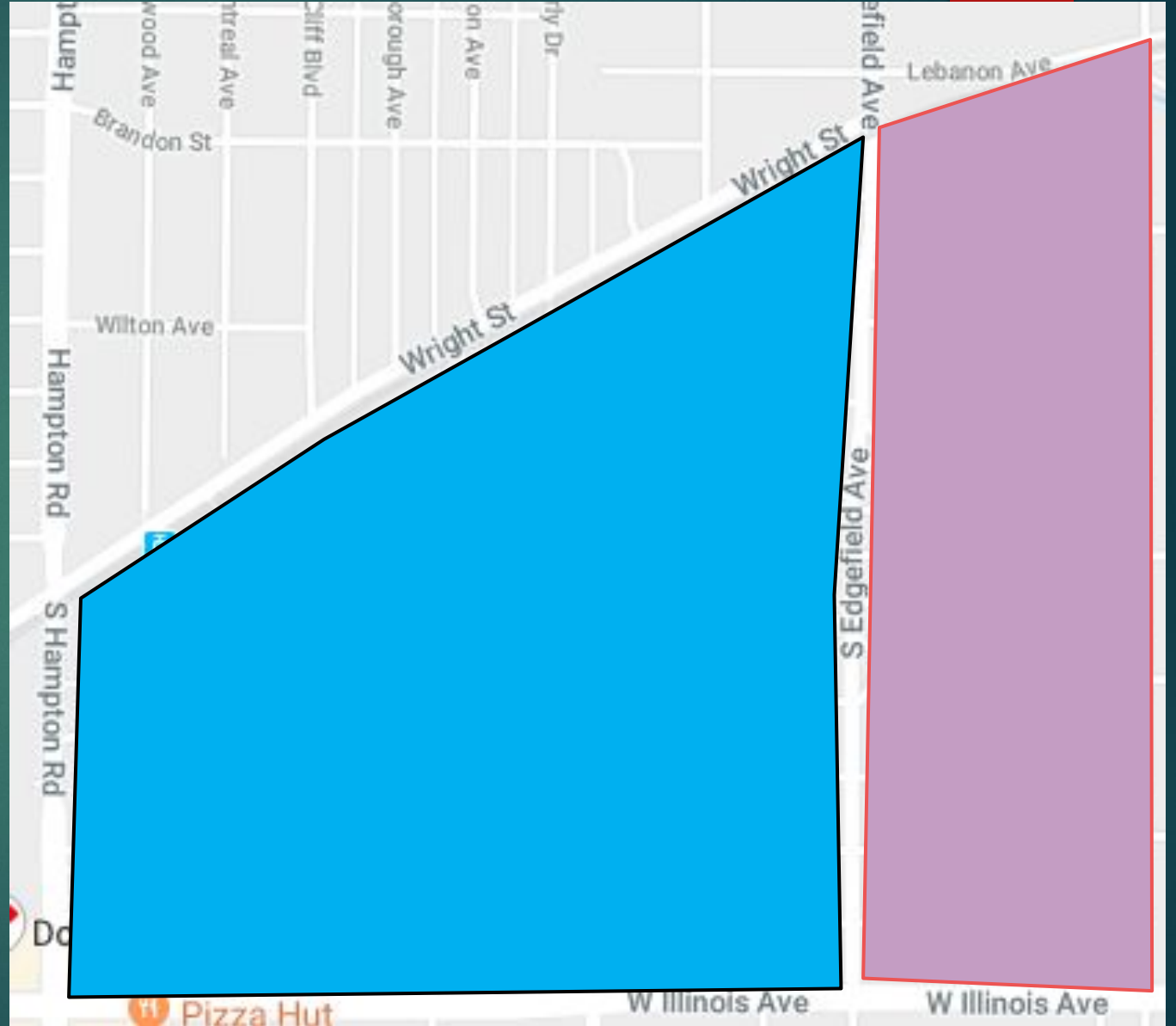
6 Month Trend

▶ East of Edgefield:

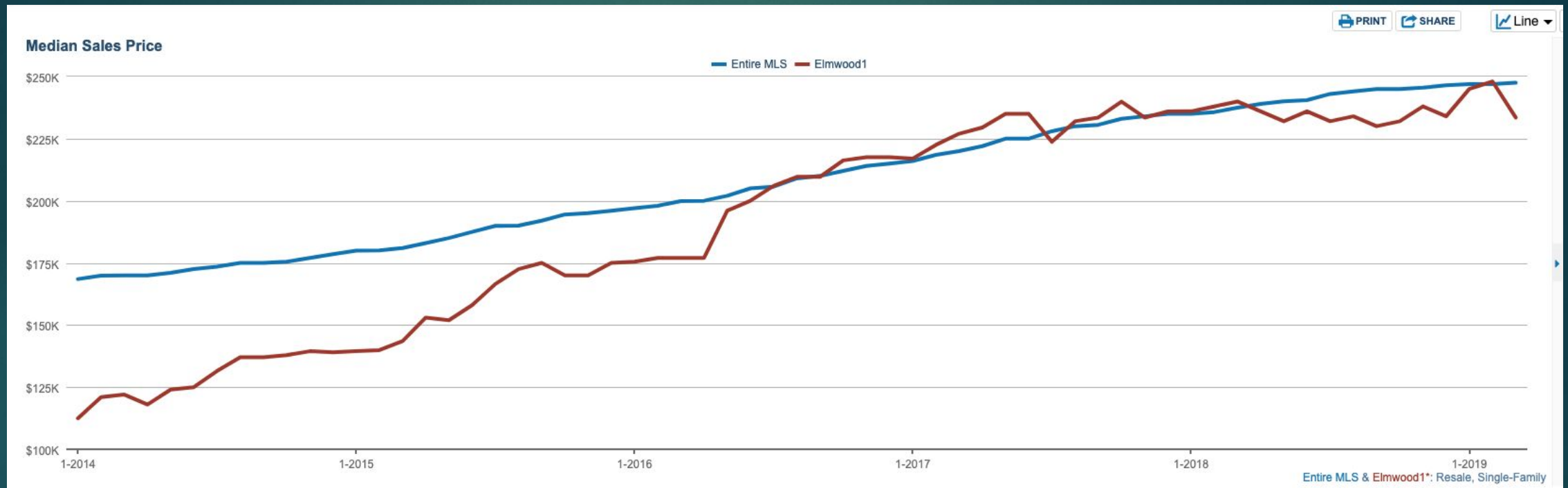
- ▶ Median Sales Price -1%
- ▶ 12 Homes sold
- ▶ 3 active
- ▶ 67 days on market

▶ West of Edgefield:

- ▶ Median Sales Price +12%
- ▶ 14 Homes sold
- ▶ 14 active
- ▶ 66 days on market



5 Year Trend - Elmwood



\$112,000

\$139,000

\$175,000

\$217,000

\$236,000

\$245,000

Thinking of selling?

Here's a good reason now may be the time...

US 30 Year Mortgage Rate Chart

[View Full Chart](#)

5d 1m 3m 6m YTD 1y 5y 10y Max

[Export Data](#) [Save Image](#) [Print Image](#)



- Interest rates are down almost a full point from their November highs
- Low interest rates are bringing buyers back into the market just in time for spring! May be a good time to list your home!
- May be a good opportunity to re-finance before rates creep back up!

Things that make a difference

Architectural Design

Location

Price

First impressions

Cleanliness

Staging

Photos

Agents

Style of Home makes a difference



Location - Price - Condition



Condition & First Impressions

First Impressions

- ▶ The first impression can make a buyers decision to view the house or not.



Staging and Condition

- ▶ Preparing your house to sell can make a substantial difference in price.



STAGING & PROFESSIONAL PHOTOS

Not stage & Agent Phone Pic



Staged and Professional Photo



Choosing an agent



Agents Who Care will do this & more

- ▶ Choose an agent who will help you make decisions and offer you guidance to assure the most you can get for your home.
- ▶ Market to other agents and the general public
- ▶ Make suggestions for simple repairs that make a difference
- ▶ Can recommend honest and preferred vendors
- ▶ Help with organization and staging ideas
- ▶ Hire professional photographers when the house is ready
- ▶ Measure the rooms and add interesting details and verbiage
- ▶ Hold open houses
- ▶ Guide you through the entire closing process.

Q&A

Questions & Answers

Thank you for your time !

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