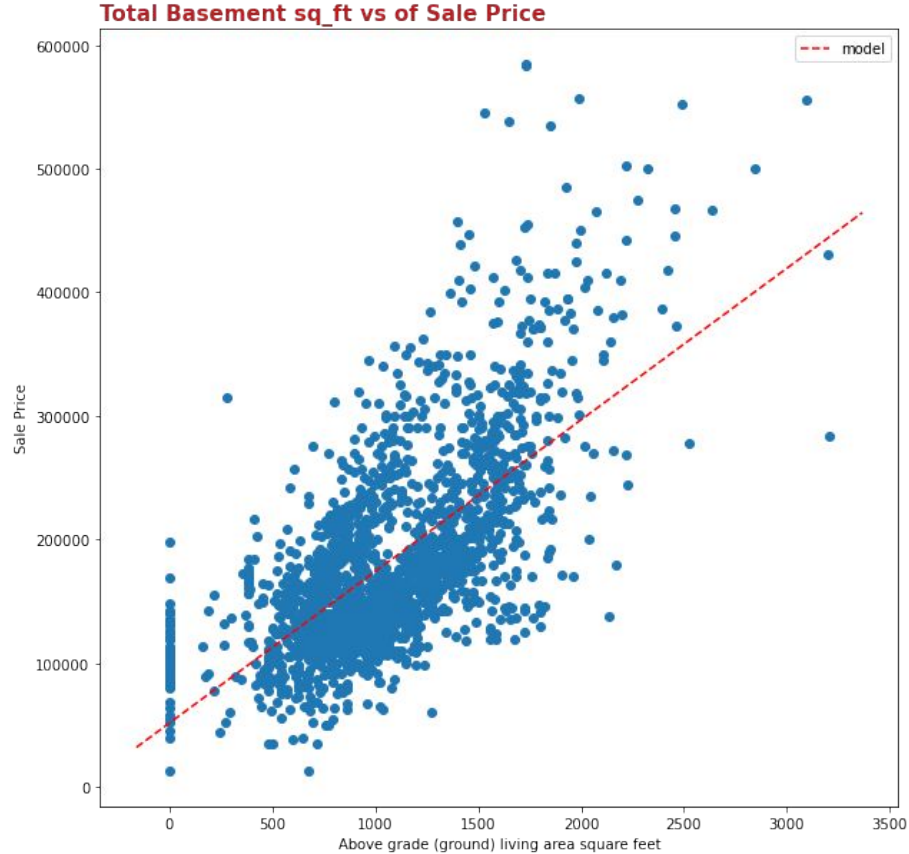

Sale Price Indicative Features

— Best Indicators of House Value —

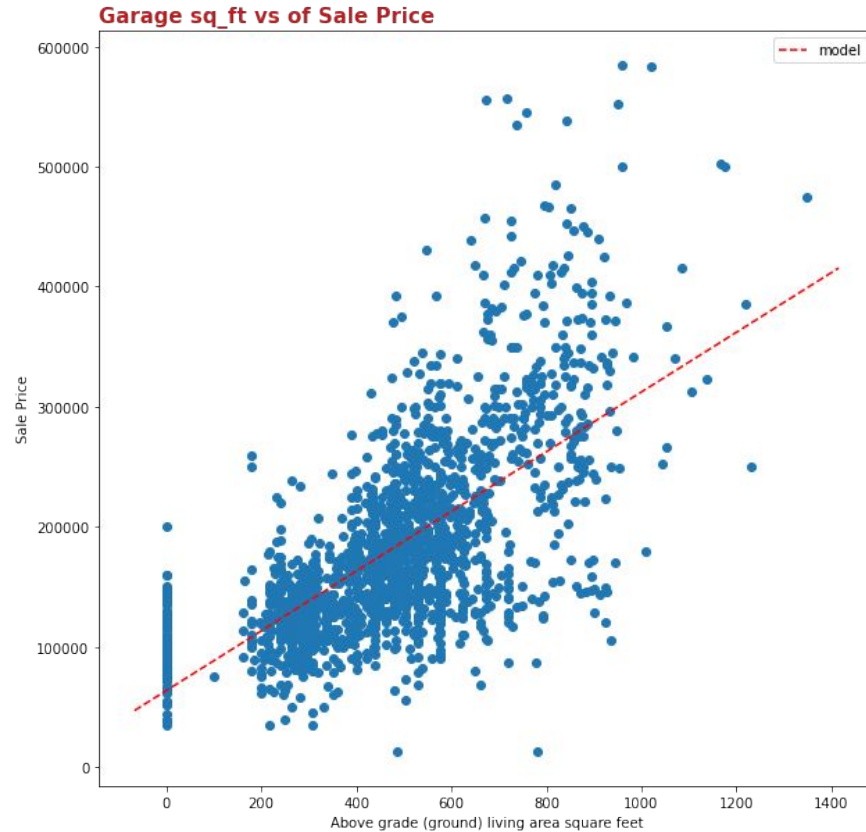
Living Area Sq Ft Predictor of Sale Price - \$480 per Sq Ft



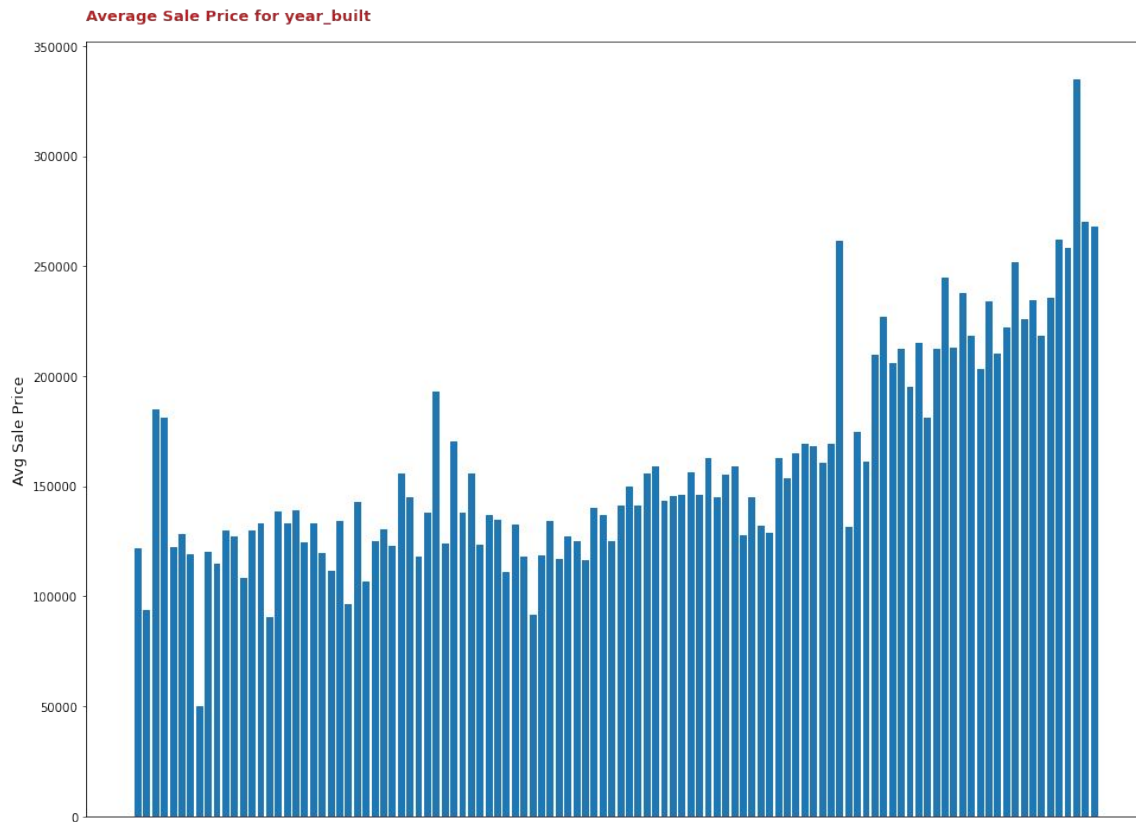
Total Basement Sq Ft - \$430 per Sq Ft



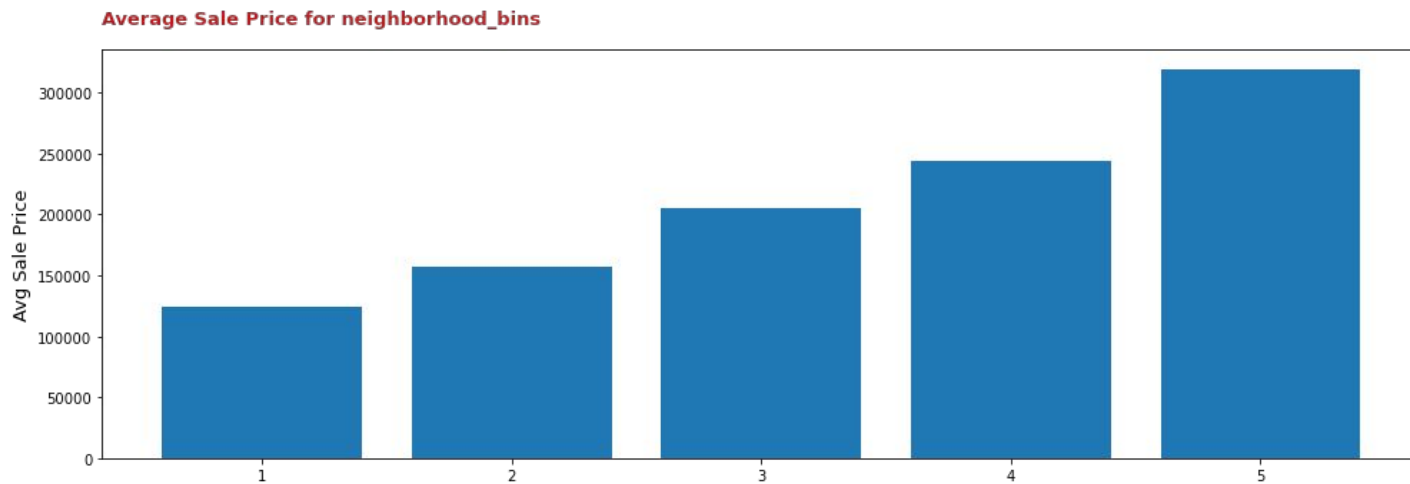
Garage Sq Ft - \$208 per Sq Ft



Average Sale Price per Year 1950 - 2010

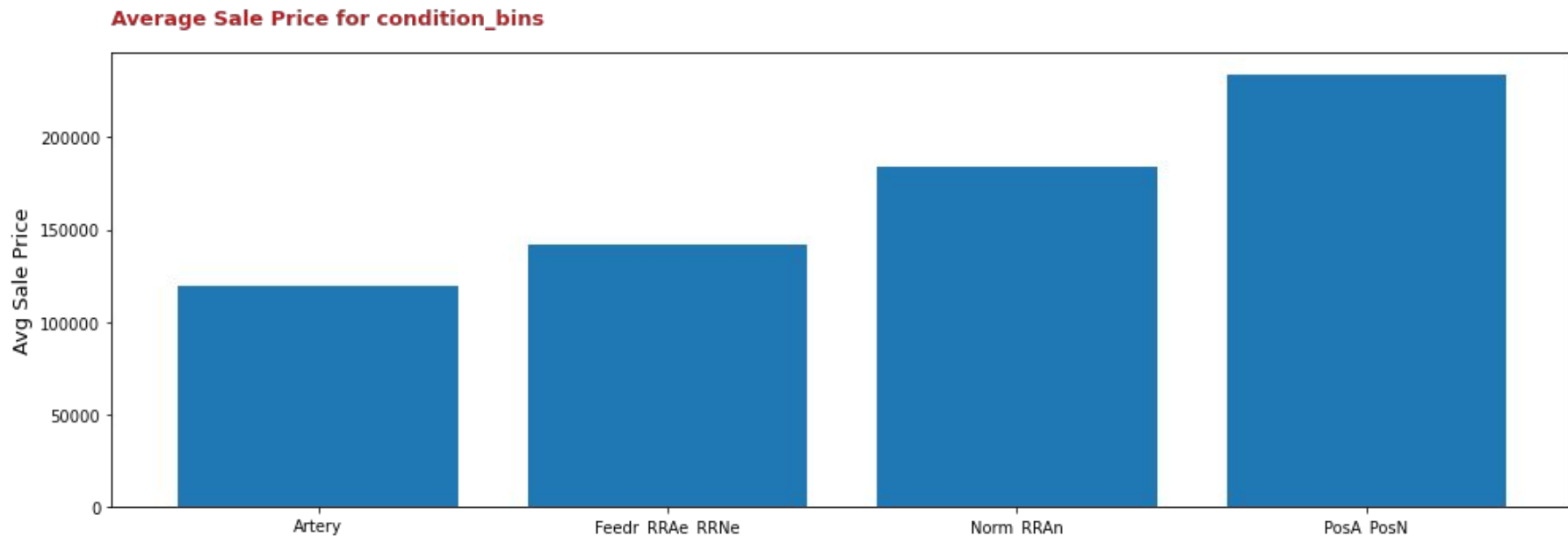


Neighborhood Groups Difference in Sale Prices



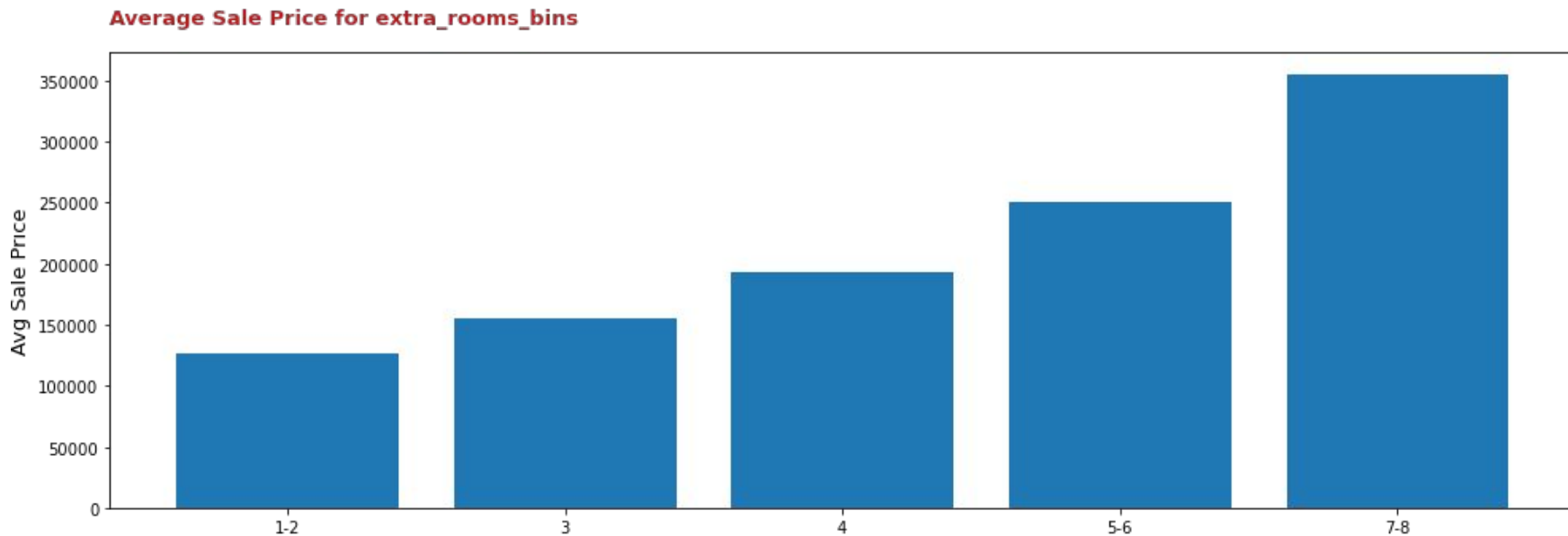
- 29 neighborhoods grouped into 5 groups based on average Sale Price
- These neighborhood groups can help predict the range of Sale Price values

Proximity to Areas



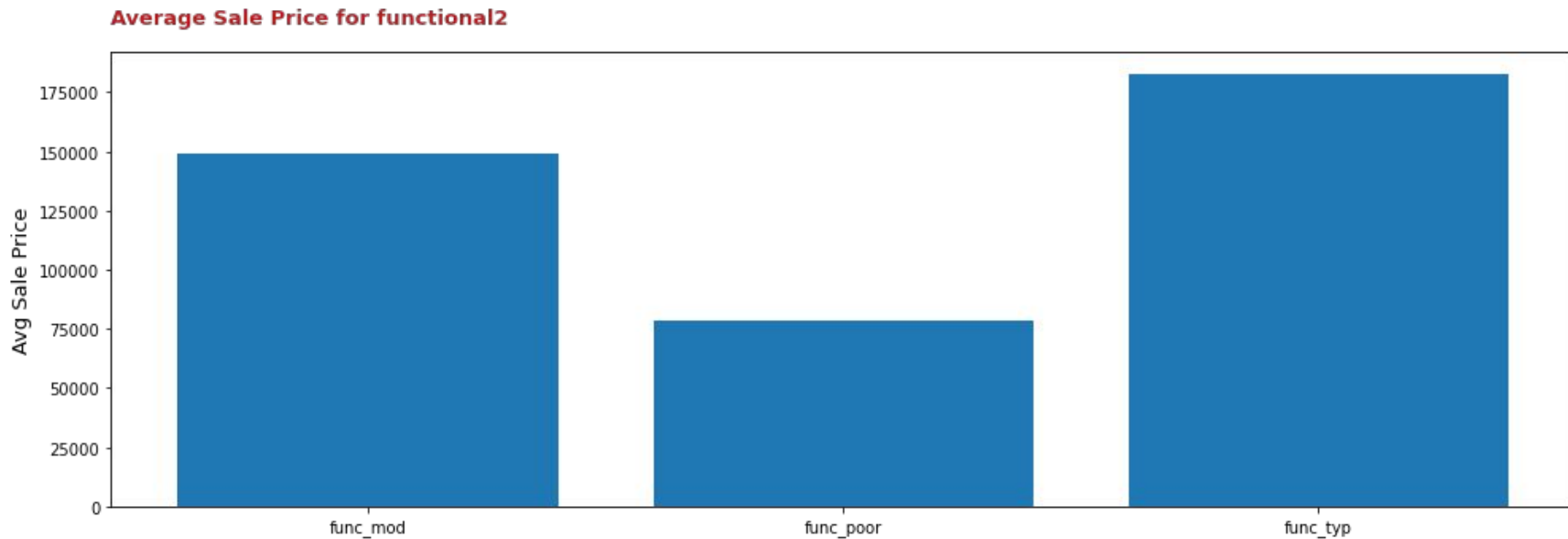
- Houses close to a transportation artery have lower value
- Those that are close to a park or other desirable area are more valuable

Extra Rooms (not including bedrooms)



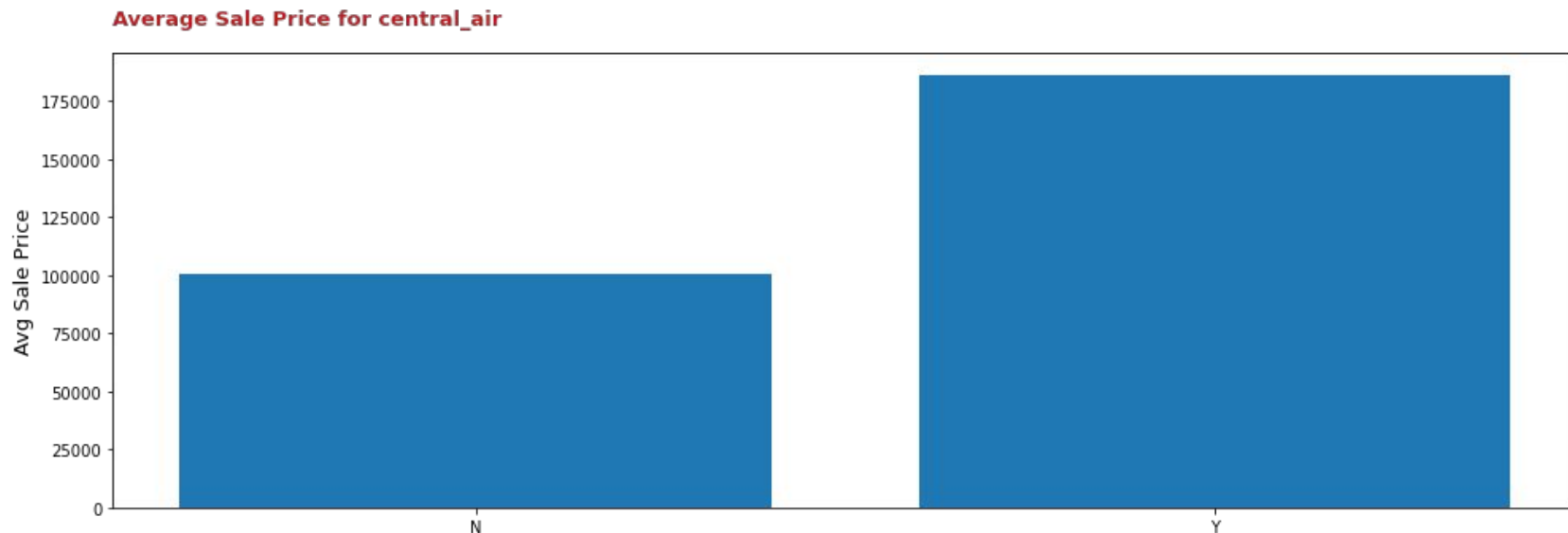
- Sale Price increases with each additional 'Extra Room'

House Functionality Deductions



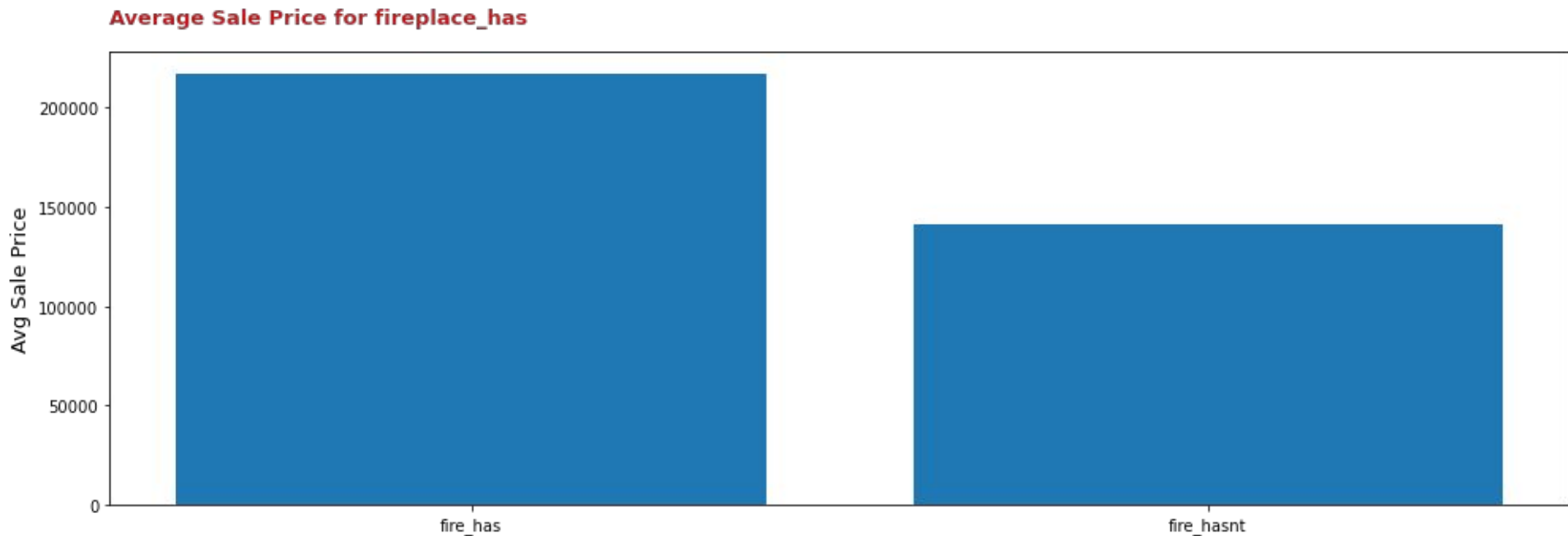
- Functionality deductions greatly reduce Sale Price

Central Air



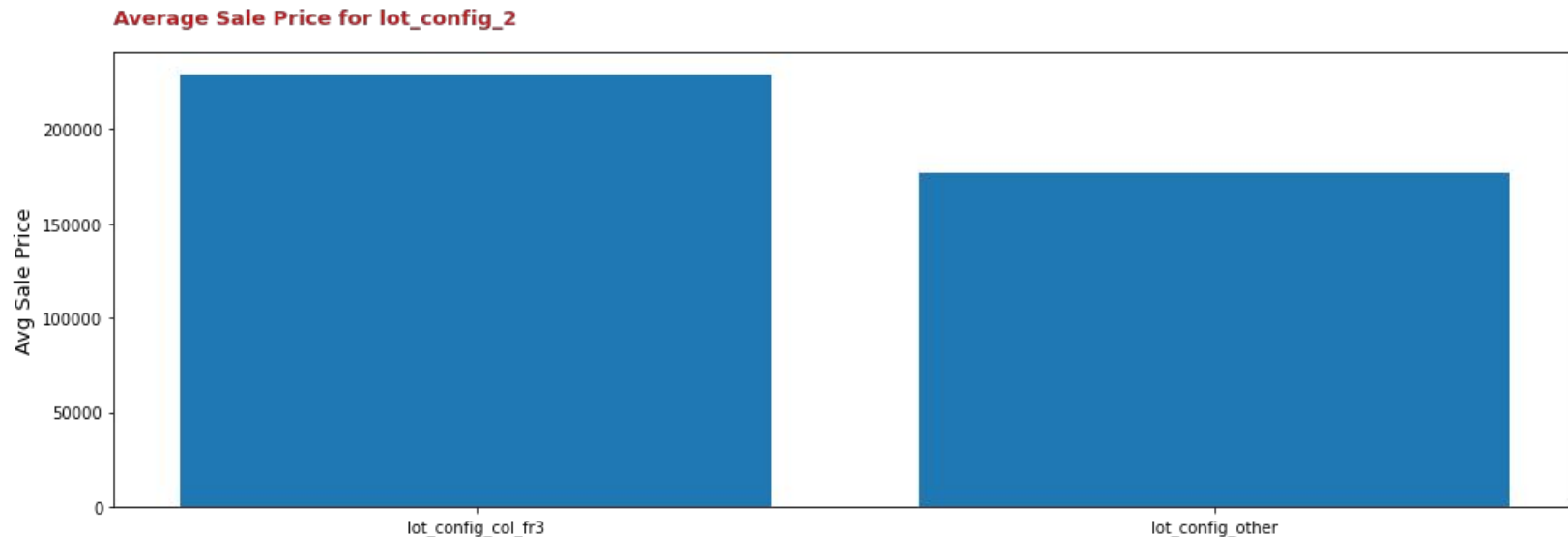
- Most houses have Central Air.
- Those that don't are roughly \$100,000 cheaper on average

Houses with or without Fireplaces



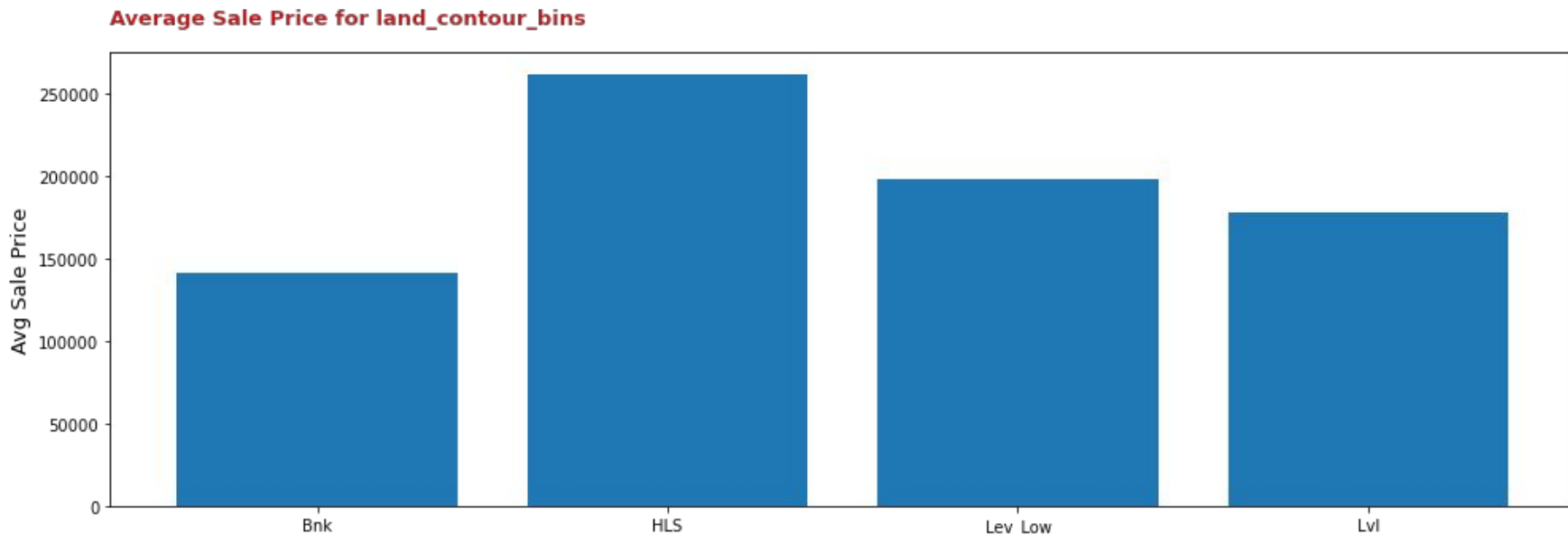
- Houses without a fireplace are \$70,000 less on average

Lots On Cul-de-sac or Front Facing 3 open Sides



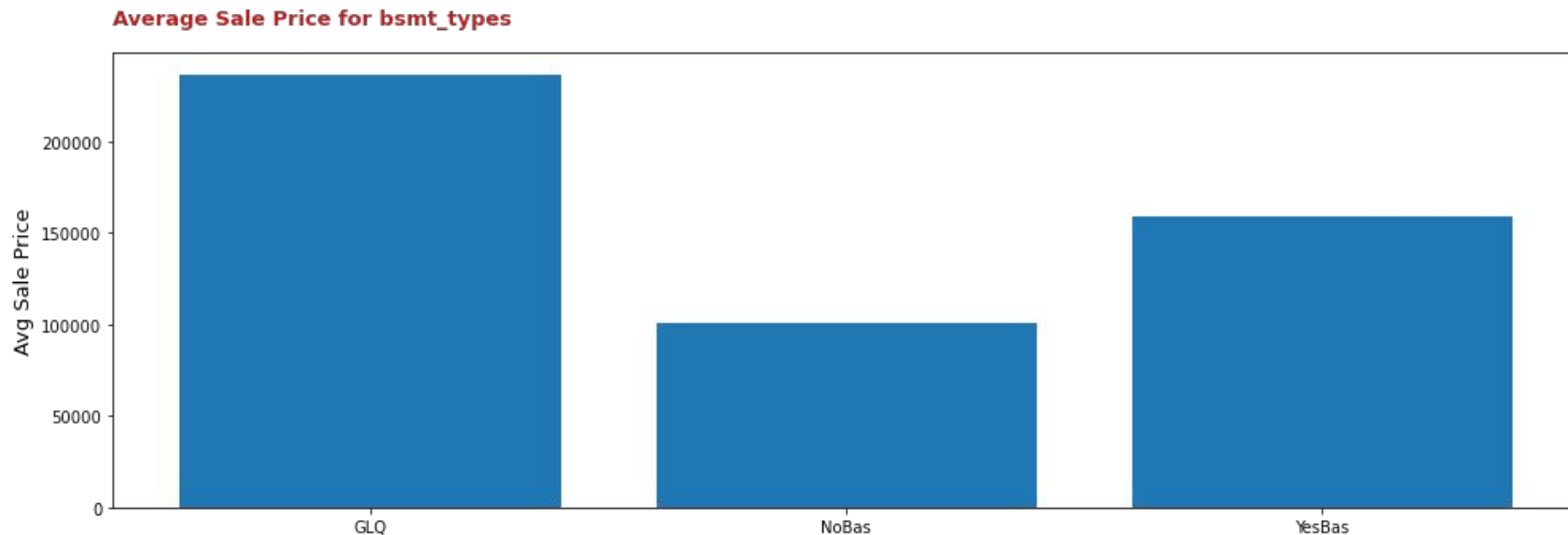
- Houses on a cul-de-sac or with a front facing 3 open sides are valued \$50,000 more than all others on average

Land Contour



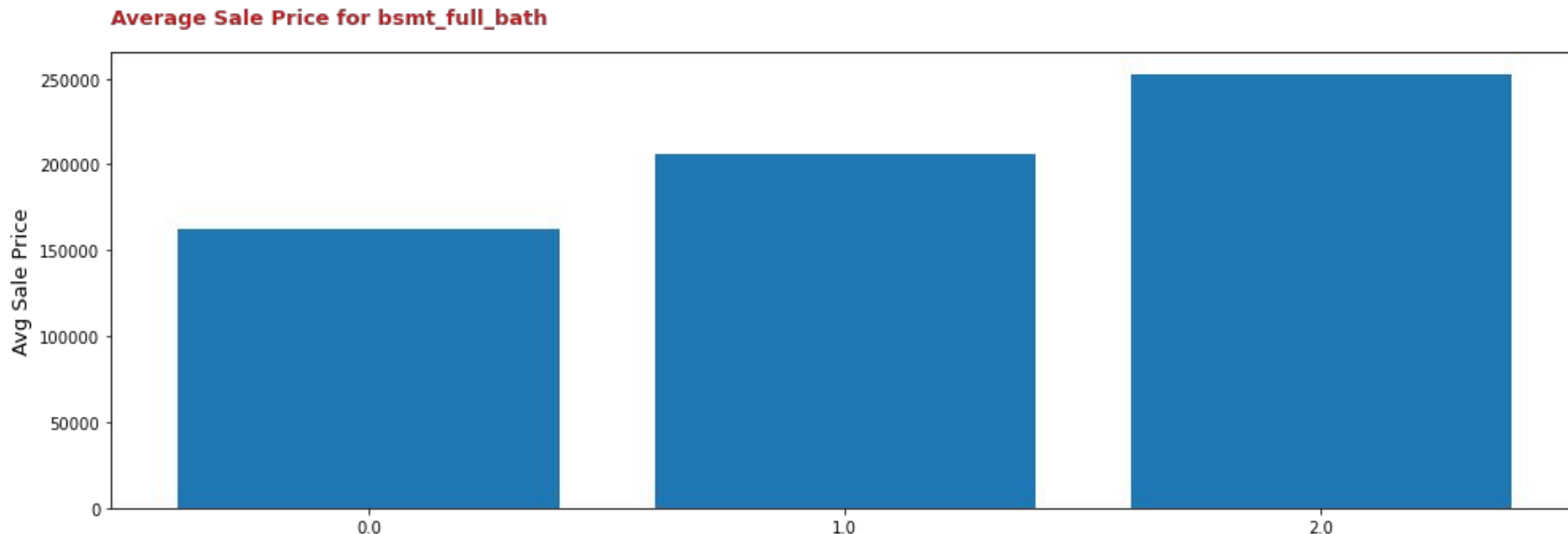
- Houses located on a bank significantly reduce the sale value
- Houses on hills are more valuable
- Those on level land contour or low contour generally have similar values

Basements - Good Living Quarters, Basements, None



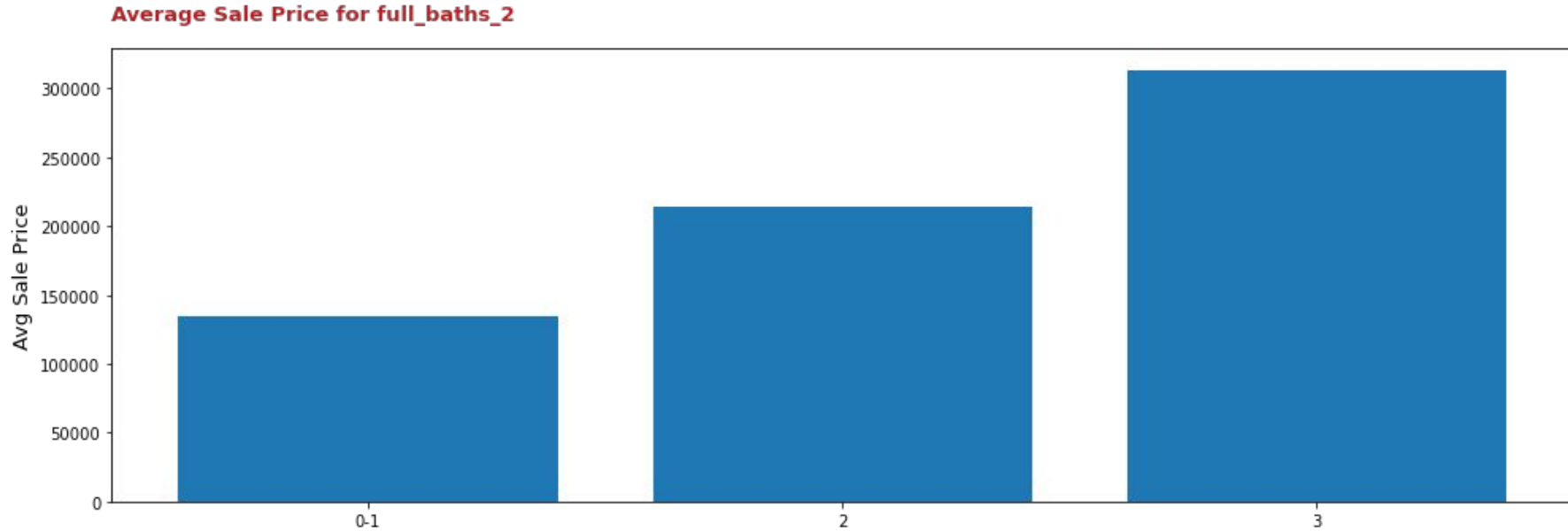
- Having good living quarters in a basement significantly increases a house's value
- Houses without a basement on average are half as valuable as houses with basements

Basement with Full Bathrooms



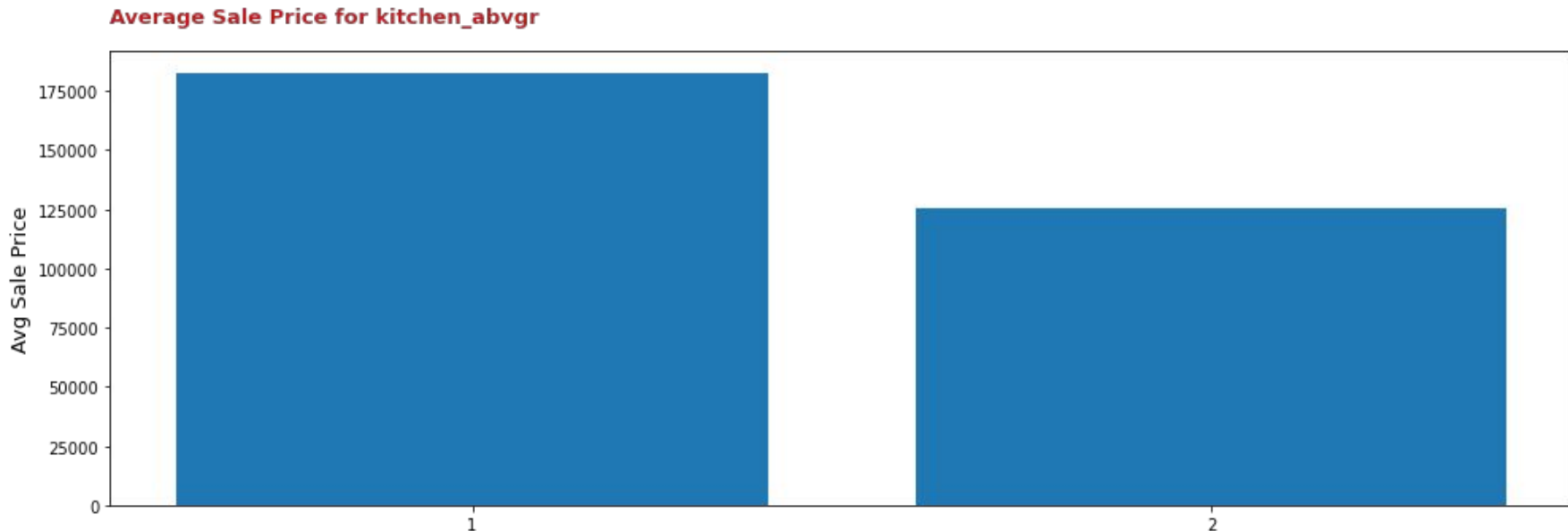
- Most houses don't have basement bathrooms.
- Having a basement bathroom increases the value by at least \$50,000
- 2 Basement bathrooms is rare, and usually coincides with good basement living quarters

Above Ground Full Bathrooms



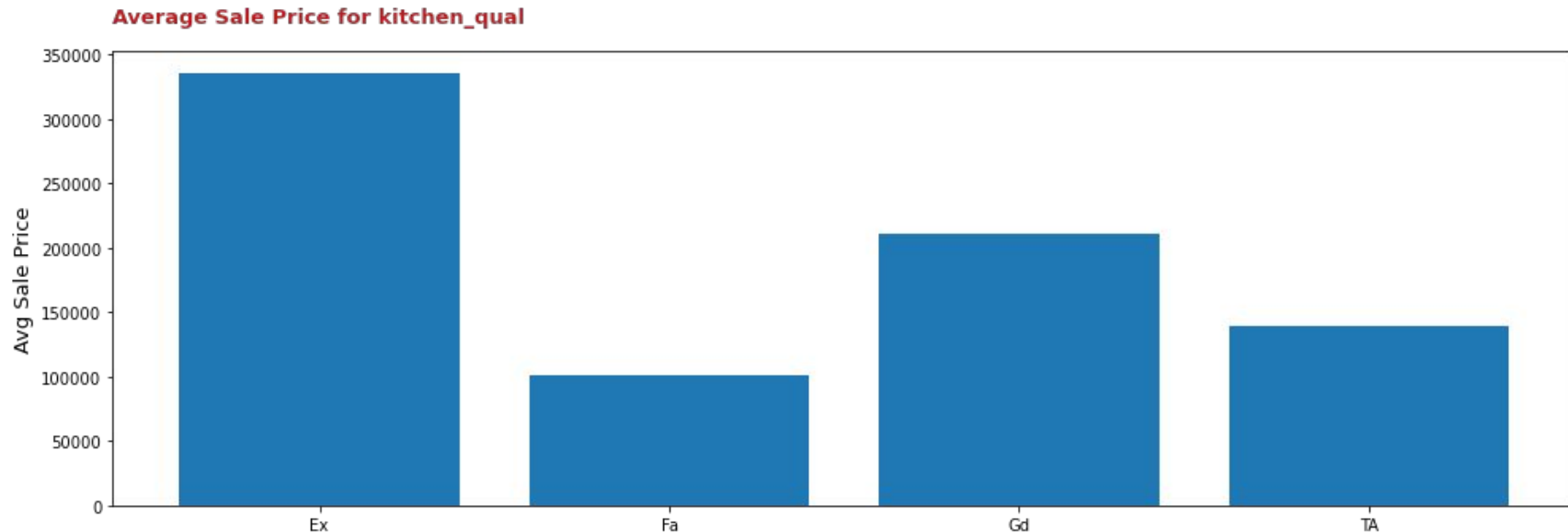
- Having more than 1 full bathroom increases the house value
- Houses with 3 or more bathrooms are rare and considerably more valuable

Number of Kitchens



- Contrary to assumption, houses with more than 1 kitchen are less valuable
- Houses with 2 kitchens most likely don't have 1 fully equipped kitchen

Kitchen Quality



- Evaluation is subjective. Few kitchens were rated as excellent
- 'Fair' Kitchen quality equates to a low house value