



Home Features that affect your Home Value

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Objective & Agenda

What home features will affect the value of your home?

Today, we will go over:

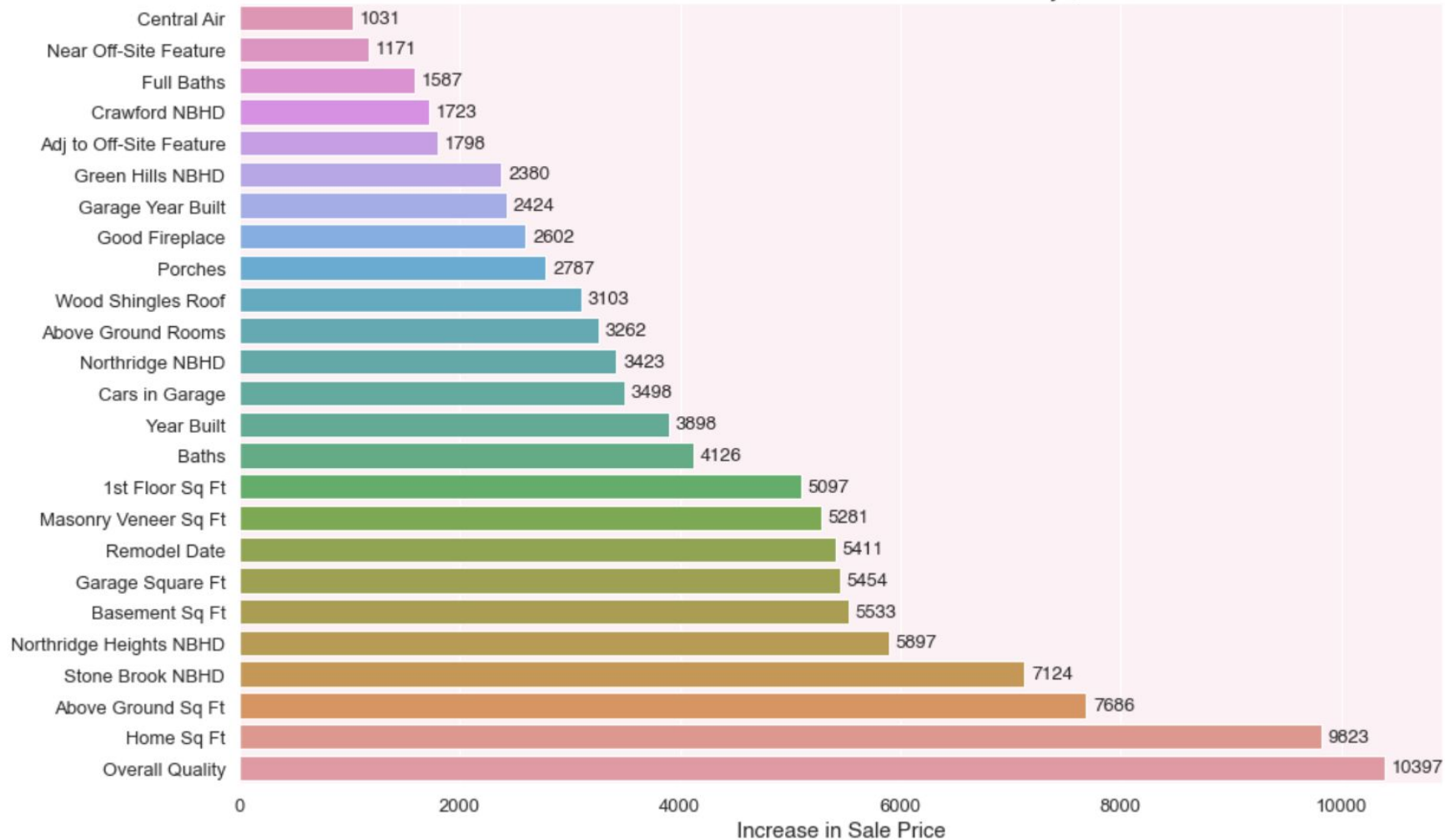
- Home features and factors that can **increase** or **decrease** sale prices by \$1,000+
- Strategies and recommendations to **sell your home for more**

Important Facts

- **Average sale price of a home** between 2006 & 2010: \$181,470
 - **Upper quartile:** \$214,000
- **Home Square Footage** = liveable space
 - Does not include unfinished basement, area of porches, area of yards
- Quality is **subjective** to your buyer and the homes in your neighborhood

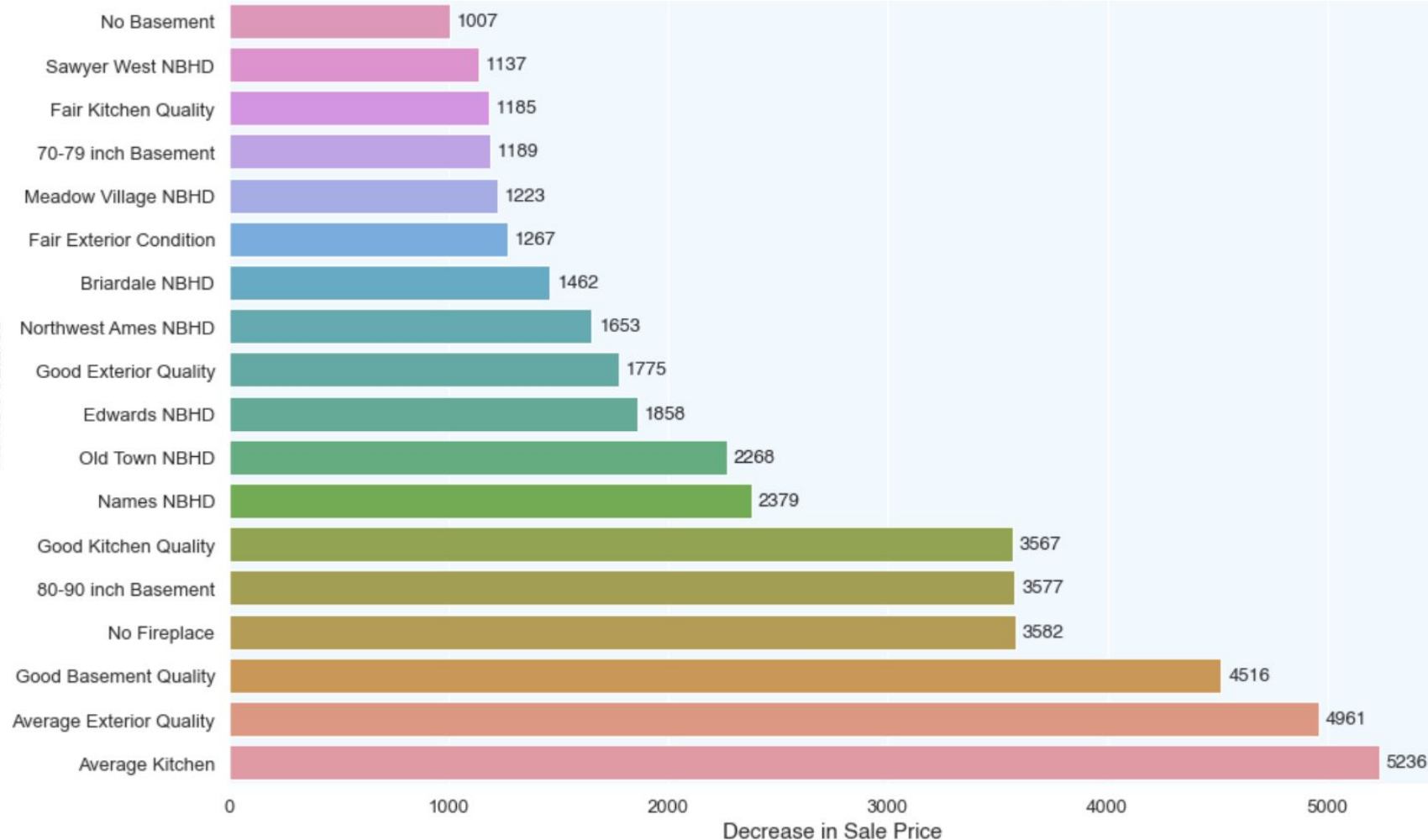
Home Features that will Increase Sale Price by \$1000+

Home Features



Home Features that will Decrease Sale Price by \$1000+

Home Features



What should **you** do?

- **Price accurately:**
 - Compare your home to other homes in the neighborhood with similar features as you
- **Increase sale price:**
 - Make renovations that add the most value to your home
- **Top General Recommendations:**
 1. Update appearance of kitchen
 2. Renovate your unfinished basement
 3. Add a fireplace

What will XYZ do?

- Recommend home updates in line with your neighborhood and comparable homes
- Show you the value of your home pre- and post- updates
- Determine your return on investment (ROI)
- Strategic marketing

Questions?