

RAYAC Market Features Survey

November 2019

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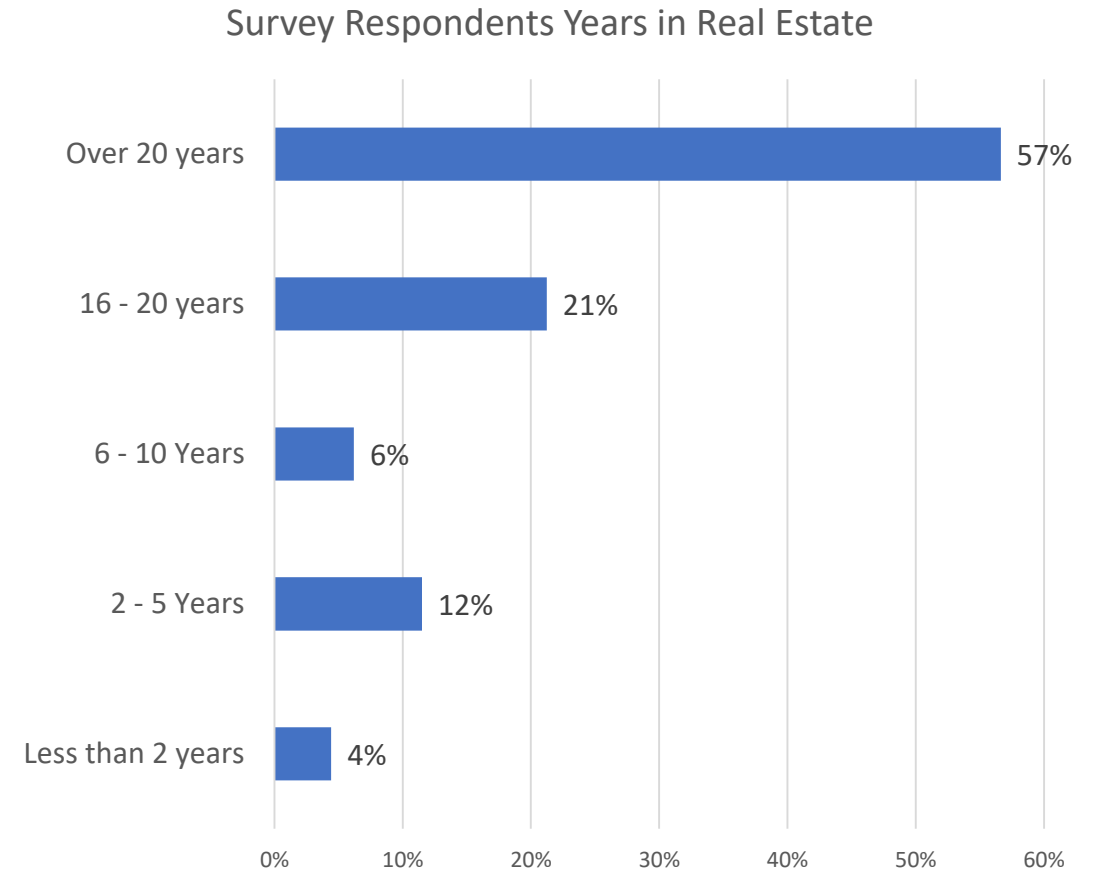
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RAYAC Market Features Member Survey

- In November of 2019, the REALTORS® Association of York & Adams Counties partnered with Strategic Guidance Systems to conduct a member wide survey on the market features of properties by specific price range. The survey was completed by 113 RAYAC members.
- More than 90% of members reported selling and appraising homes in the \$125,000 to \$300,000 price range.
- Nearly 2/3 of members reported selling homes at price ranges ranging from \$350,000-\$500,000.
- 88% of respondents are real estate licensees, 5% are appraisal certificate holders and 7% of respondents are both.

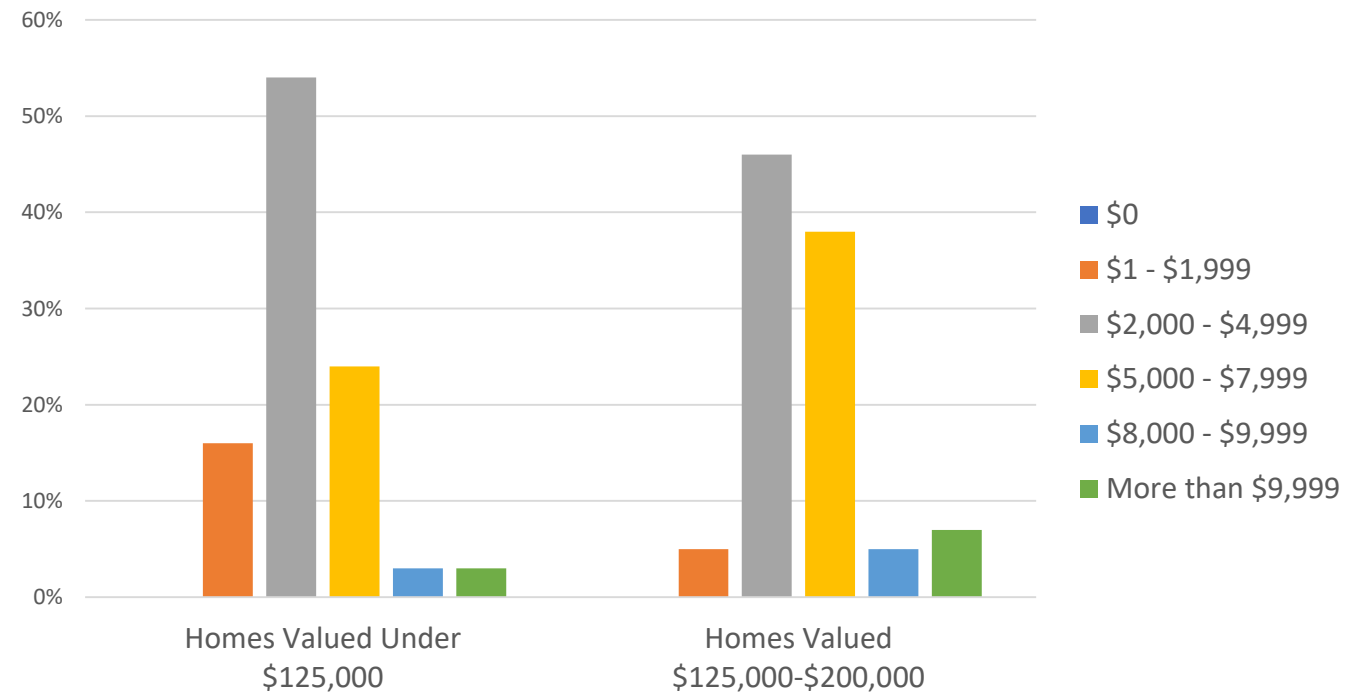


Top 5 Features Home Buyers Want in a Home

- Open Floor Plan-19% of Respondents
- Hardwood Flooring-13% of Respondents
- Outdoor Living Space-12% of Respondents
- Walk-In Closet-11% of Respondents
- Fenced-In Yard-10% of Respondents

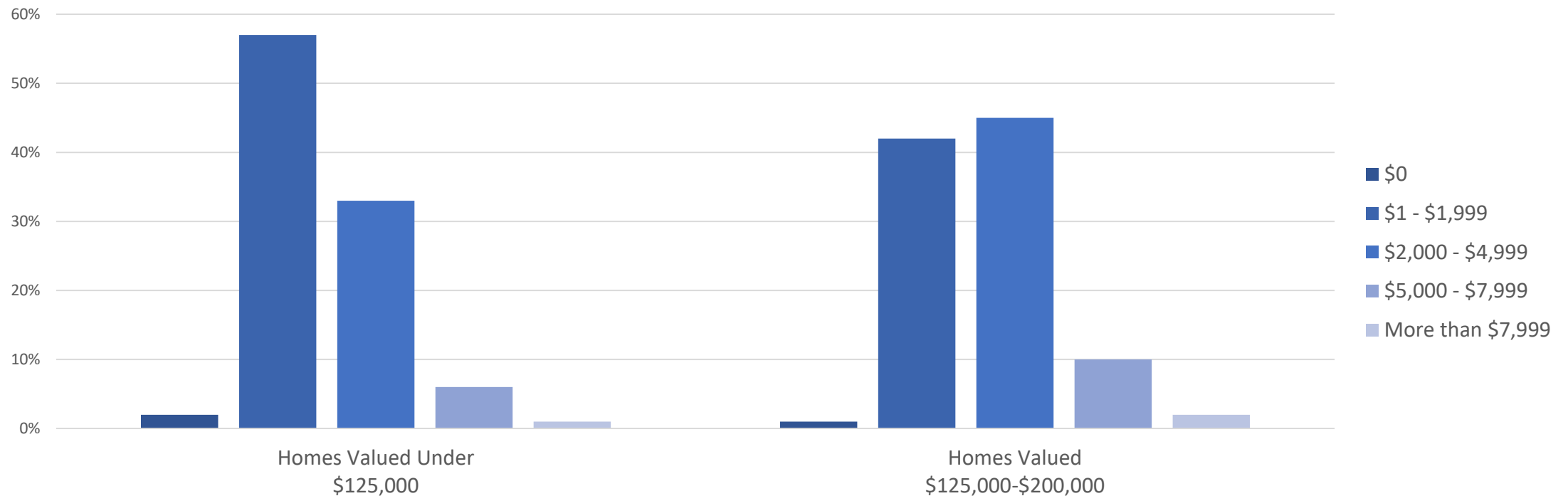
Full Bathrooms in homes valued up to \$200,000

Assuming a house has one full bathroom, how much would a typical buyer pay for an additional bathroom above grade?



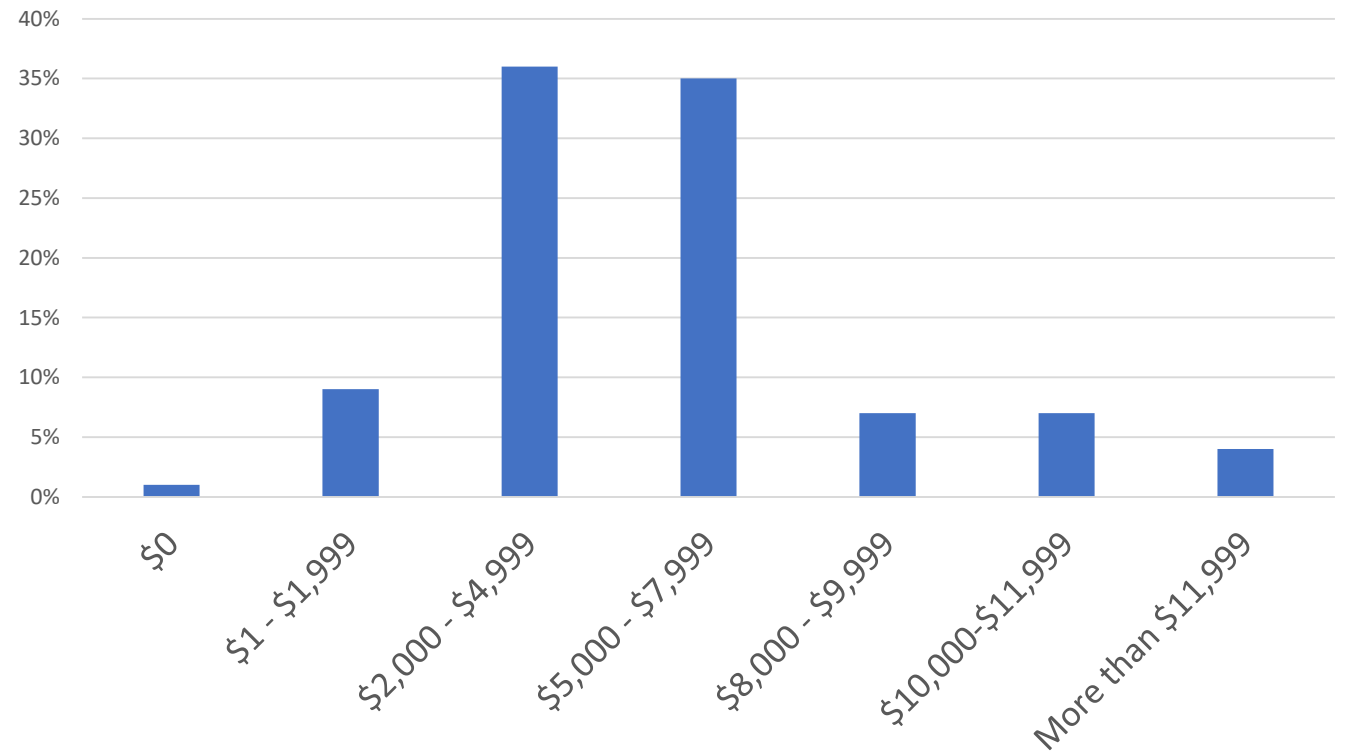
Half Baths in homes valued up to \$200,000

Assuming a house has one full bathroom, how much would a typical buyer pay for an additional **half bath** above grade?



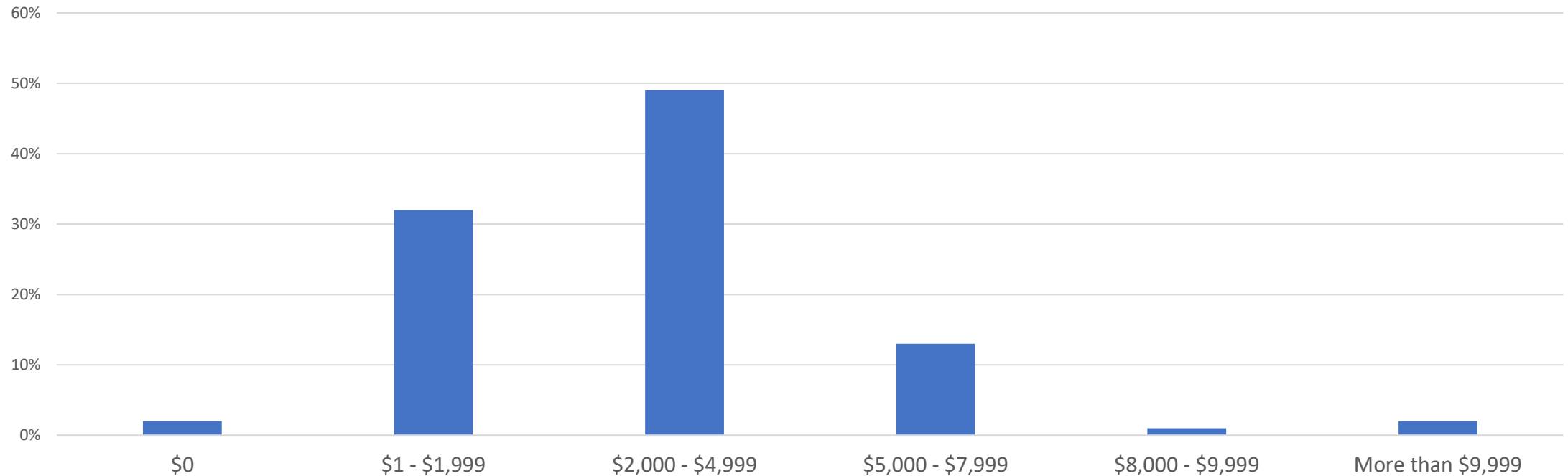
Full Bathrooms in homes valued \$200,000- \$350,000

In the price range of \$200,000-\$350,000 assume a standard home has **two full bathrooms** above grade, how much would a typical buyer pay for an additional full bathroom above grade?



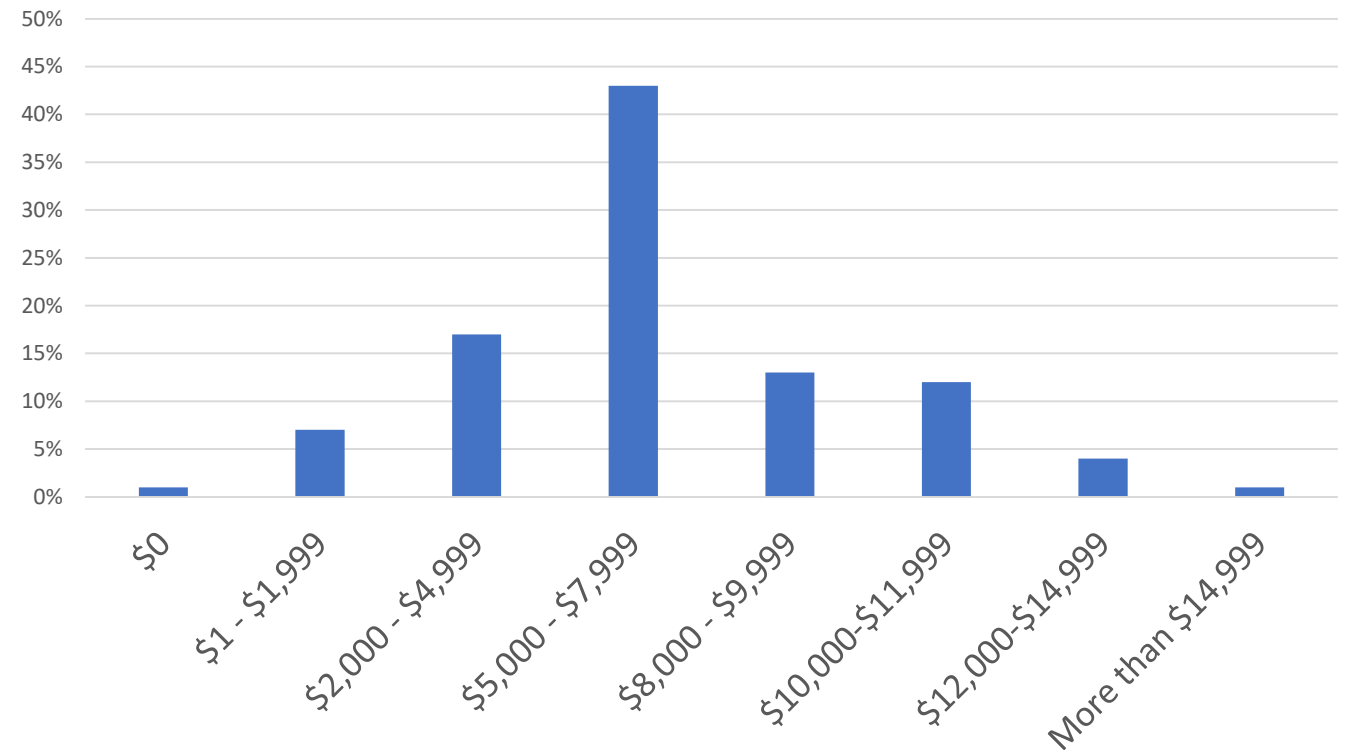
Half Baths in Homes Valued between \$200,000-\$350,000

In the price range of **\$200,000-\$350,000** assume a standard home has **two full bathrooms** above grade, how much would a typical buyer pay for an additional **half bath** above grade?



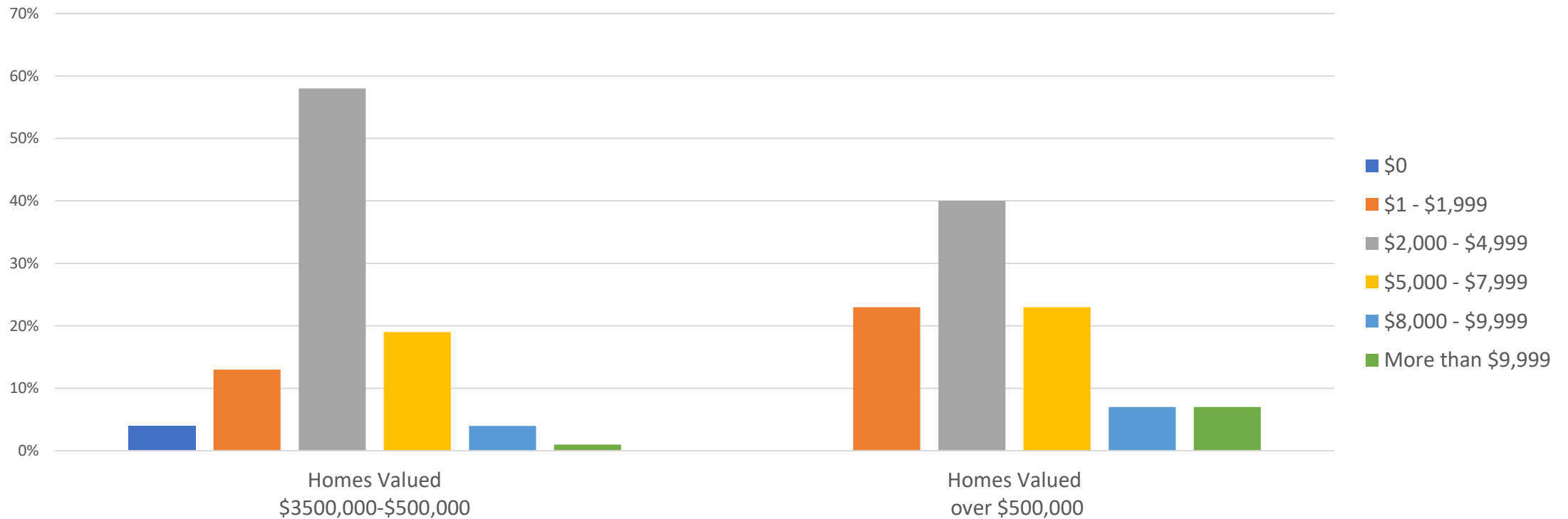
Full Bathrooms in homes valued \$350,000- \$500,000

In the price range of \$350,000-\$500,000, how much would the typical buyer pay for each additional full bathroom above grade over **2.5 baths?**



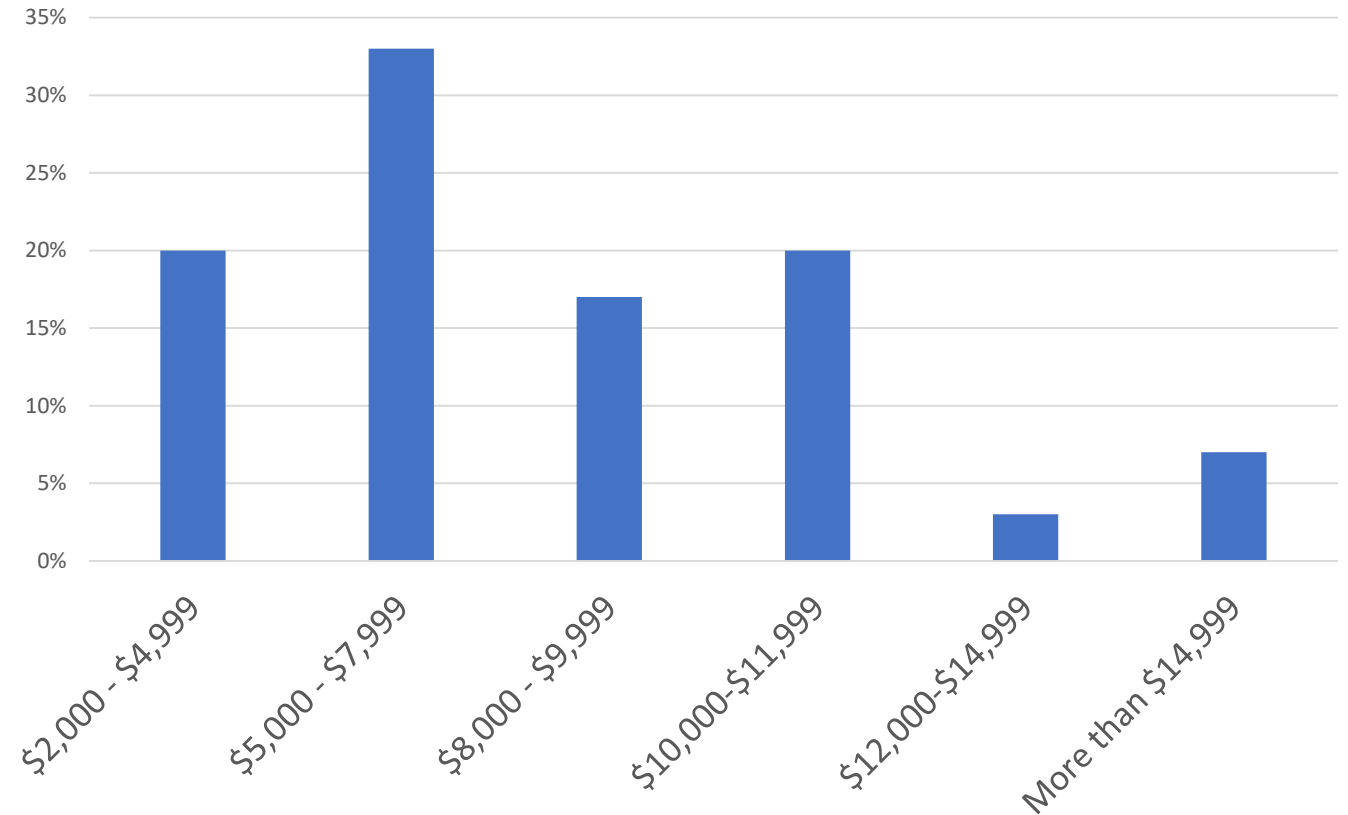
Half Bath in Homes Valued Over \$350,000

In the price ranges below, how much would the typical buyer pay for **each additional half bath** above grade over **2.5 baths**?



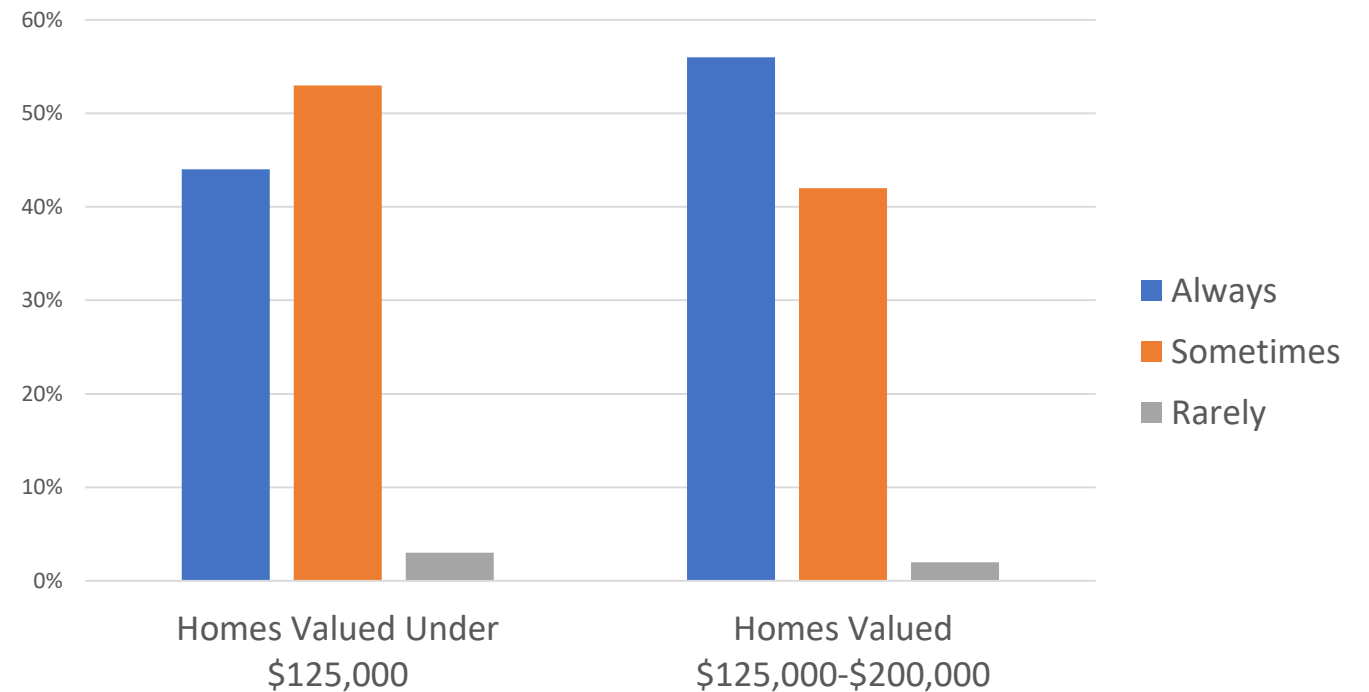
Full Bathrooms in homes valued over \$500,000

In the price range of over \$500,000, how much would the typical buyer pay for each additional full bathroom above grade over **2.5 baths**?



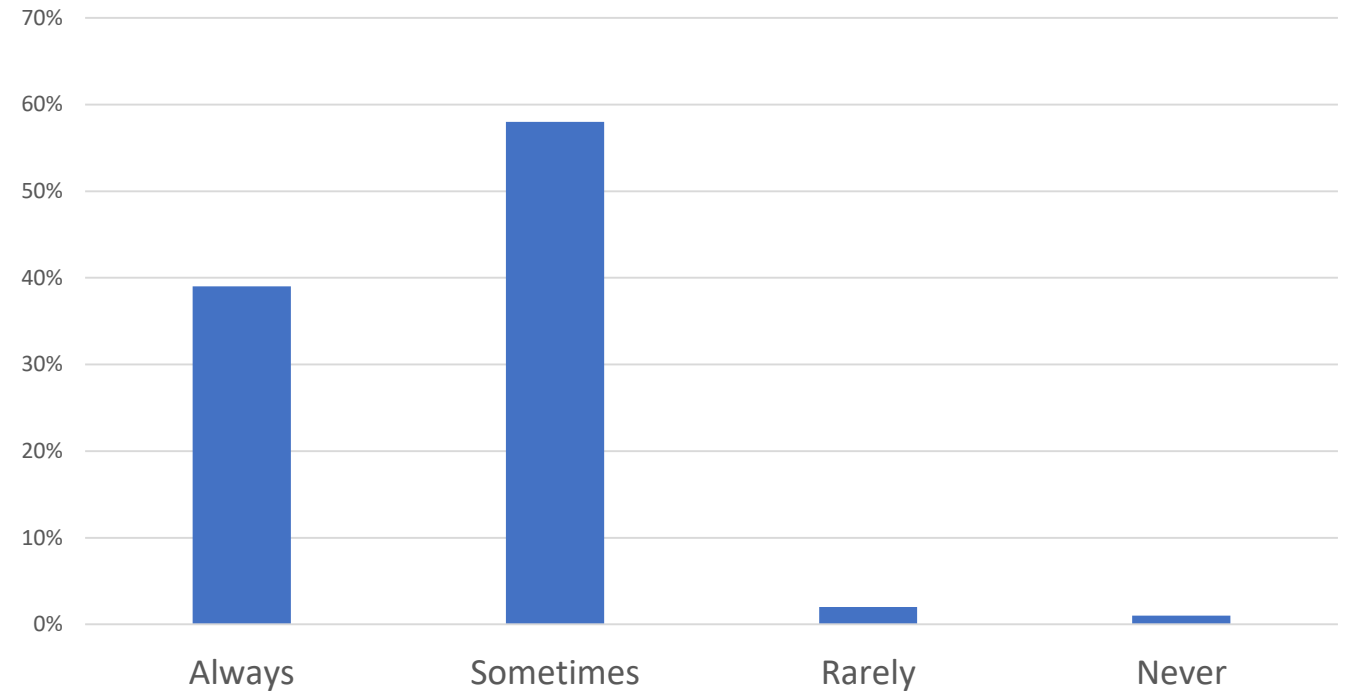
Bedrooms in homes valued up to \$200,000

In the price ranges below, if the square footage is the same, does a typical buyer pay more a 3 bedroom versus a 2 bedroom?



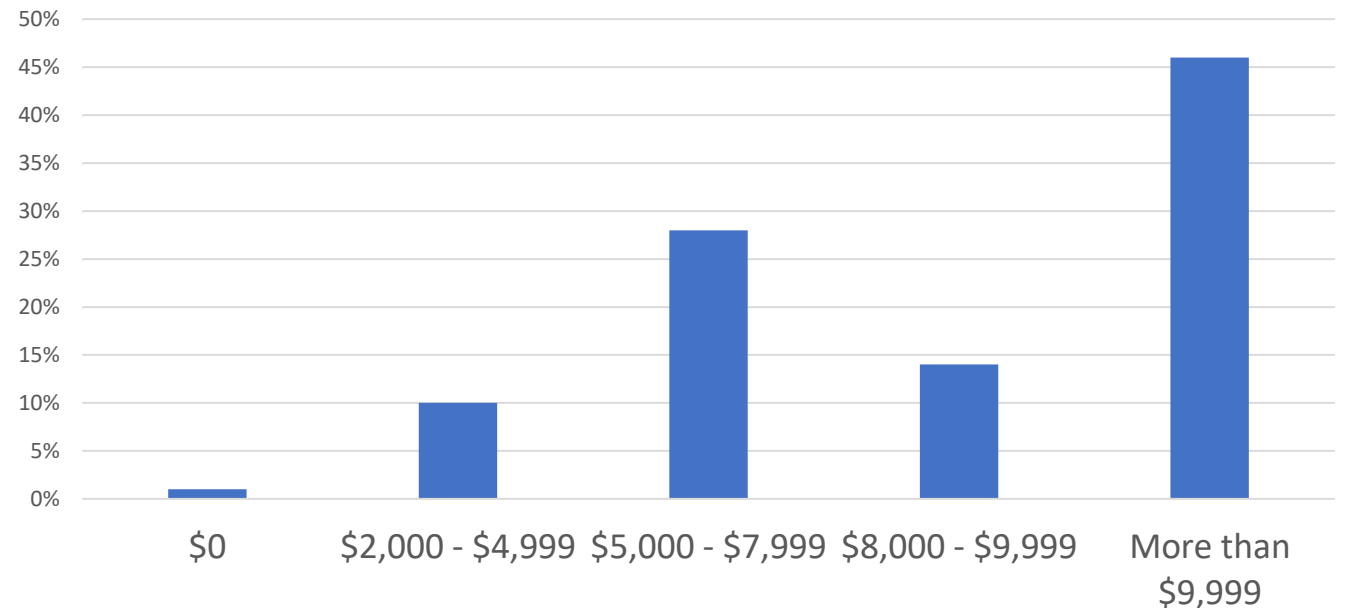
Bedrooms:
Homes
valued
between
\$200,000-
\$350,000

In the price range of **\$200,000-\$350,000** if the square footage is the same, does a typical buyer pay more for a 4 bedroom versus a 3 bedroom?



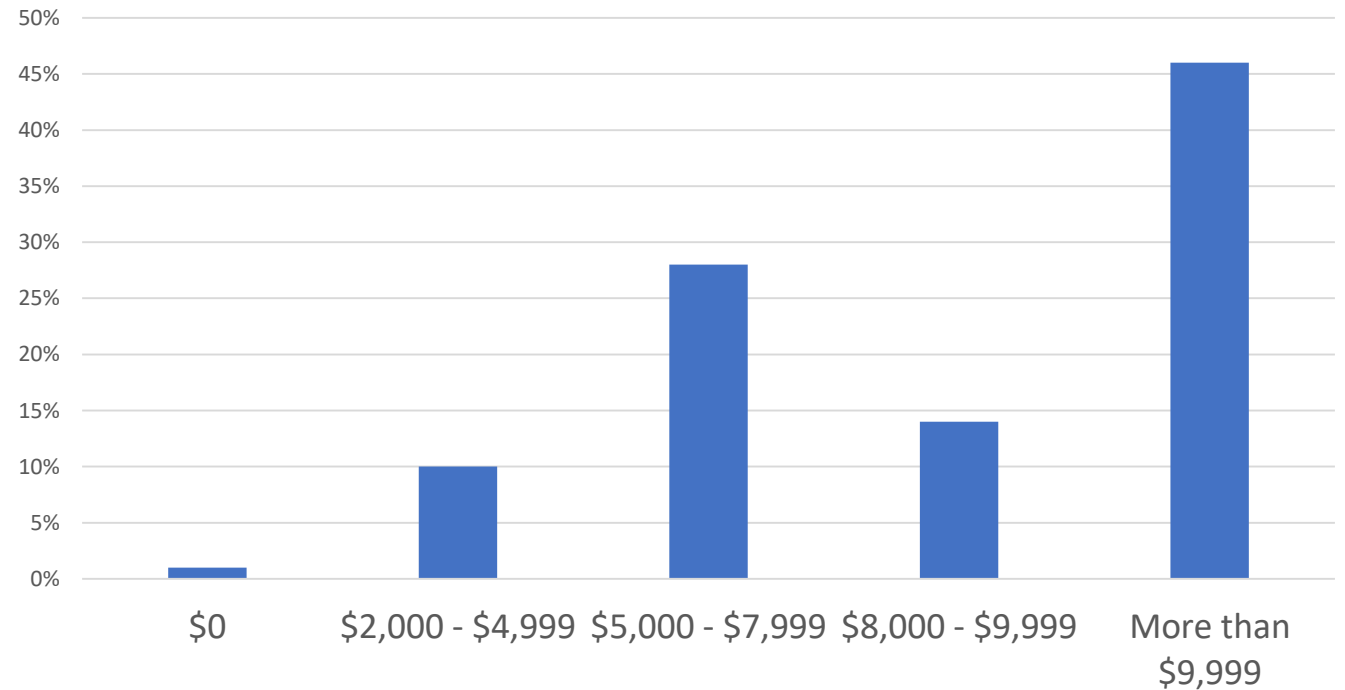
Bedrooms: Homes valued between \$350,000- \$500,000

In the price range of **\$350,000-\$500,000**, if the square footage is the same, how much would a typical buyer pay for a 4 bedroom versus a 3 bedroom?



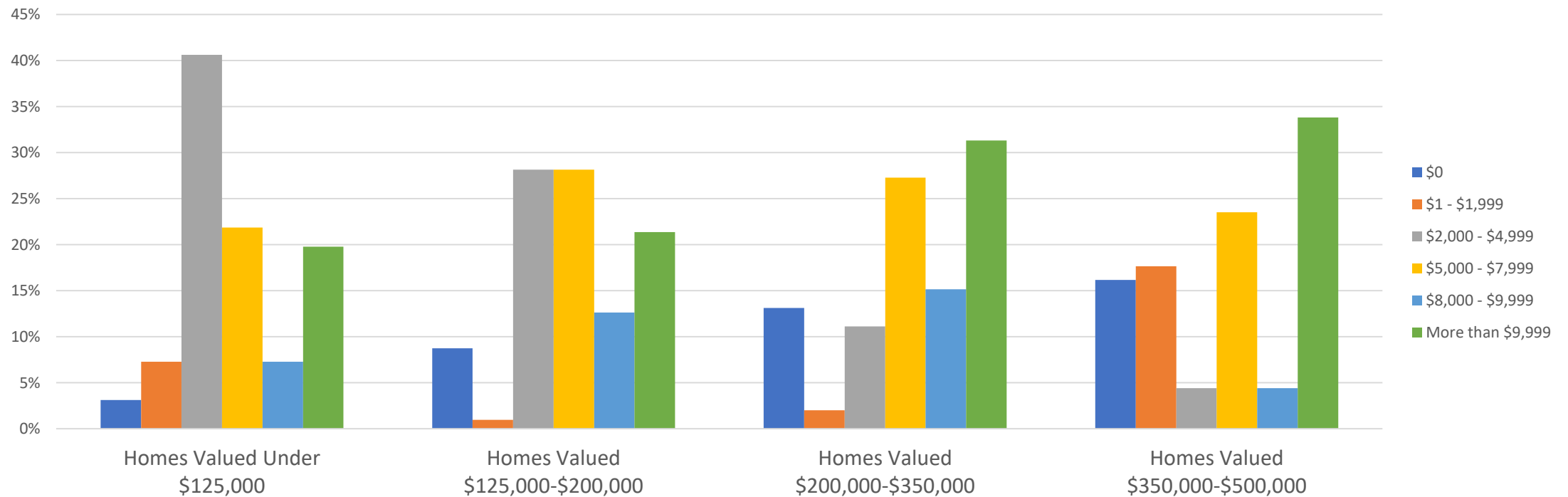
Bedrooms in homes valued over \$500,000

In the price range of over **\$500,000**, if the square footage is the same, how much would a typical buyer pay for a 5 bedroom versus a 4 bedroom?



End Unit and Semi-Detached Homes vs. Attached Homes

How much more would a typical buyer pay for an end unit or semi-detached home versus an attached home?



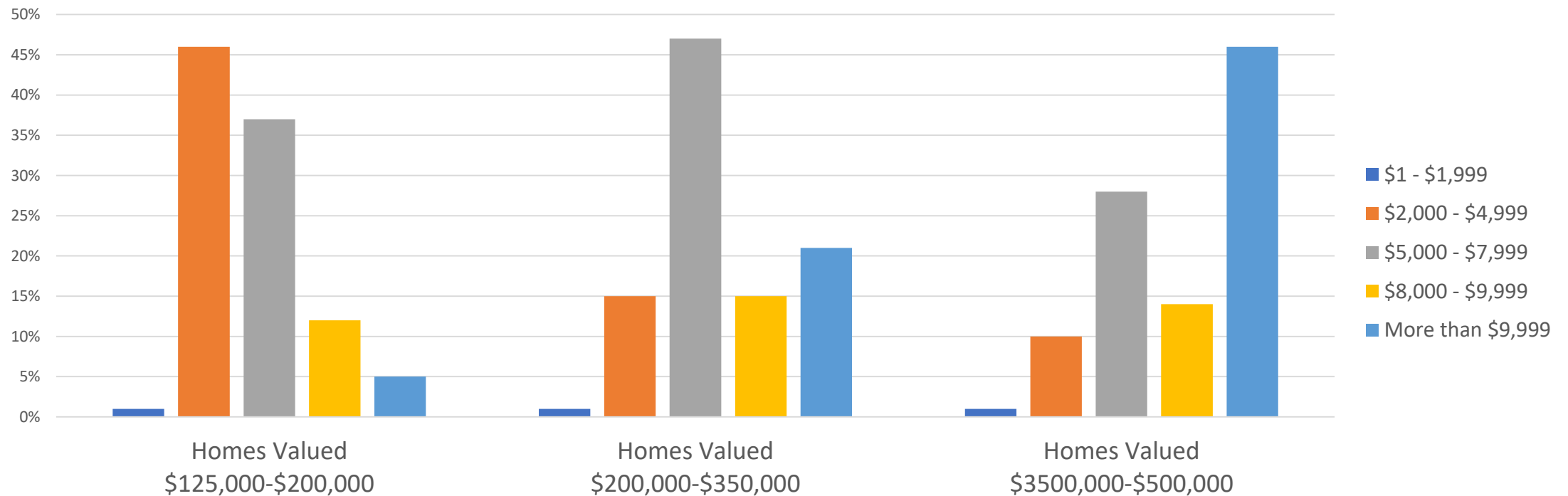
Central Air in homes valued up to \$125,000

In the price range under \$125,000, how much would a typical buyer pay for central air?



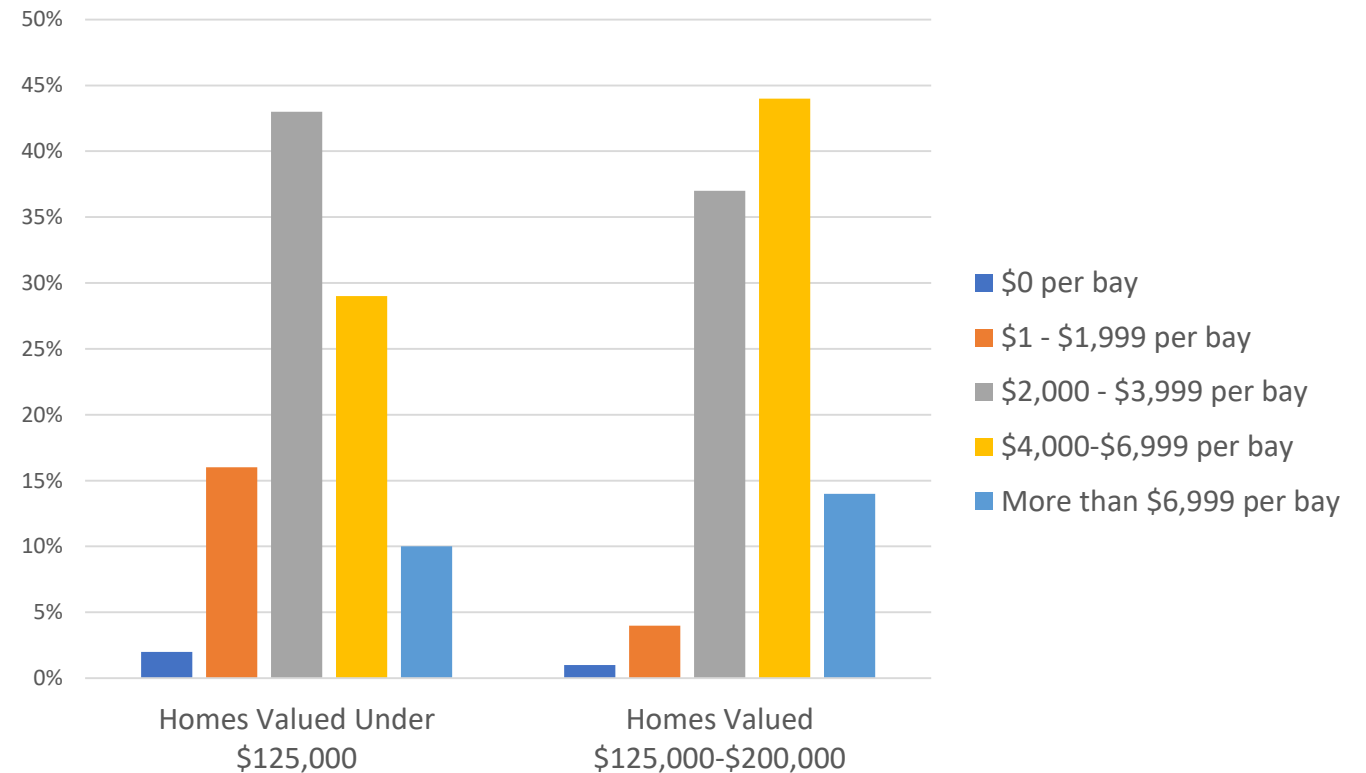
No Central Air in a Home May Lower List Price

In the price ranges below how much of a **DEDUCTION** in listing price do you expect if a home **DOES NOT** have Central Air?



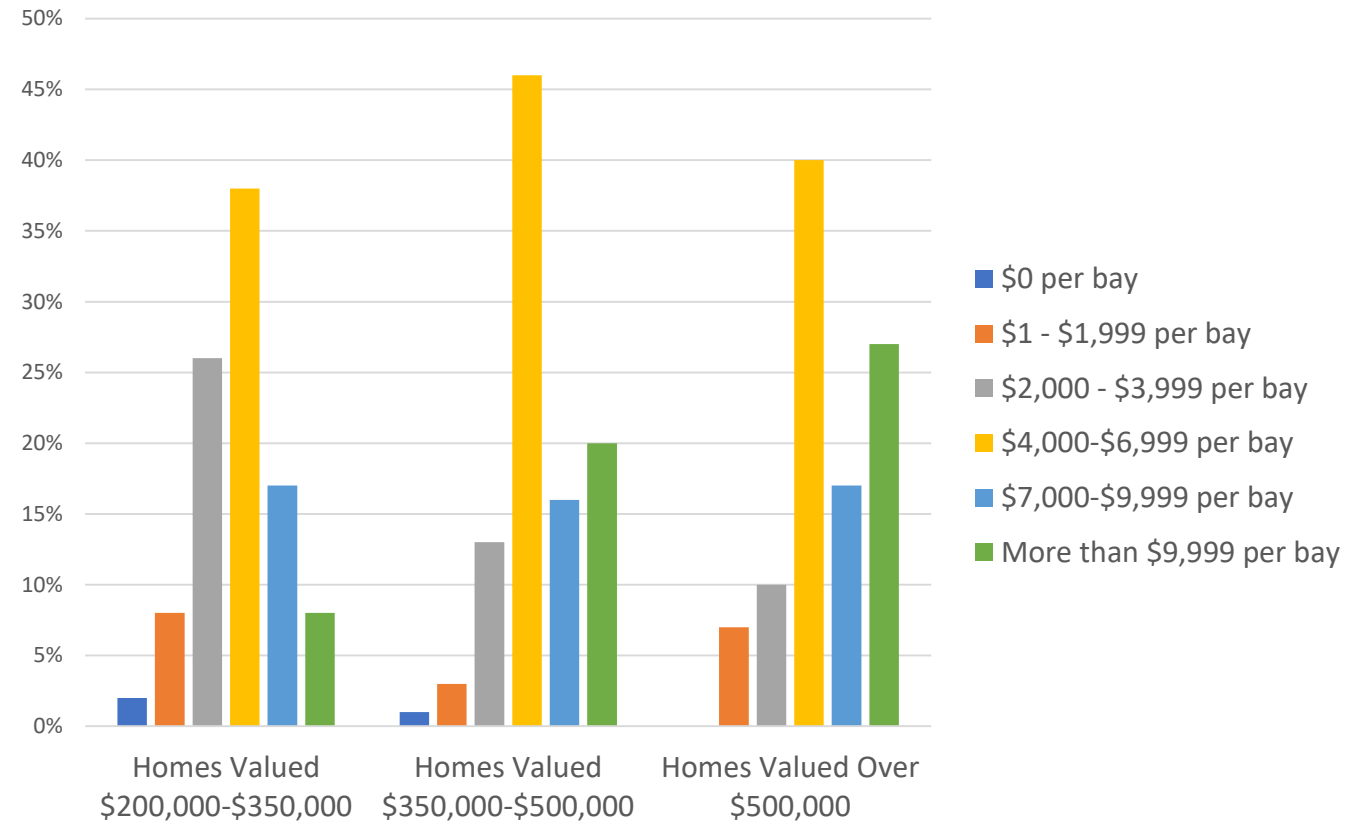
Garage Parking in homes valued up to \$200,000

In the price ranges below how much
would a typical buyer pay for garage
parking?



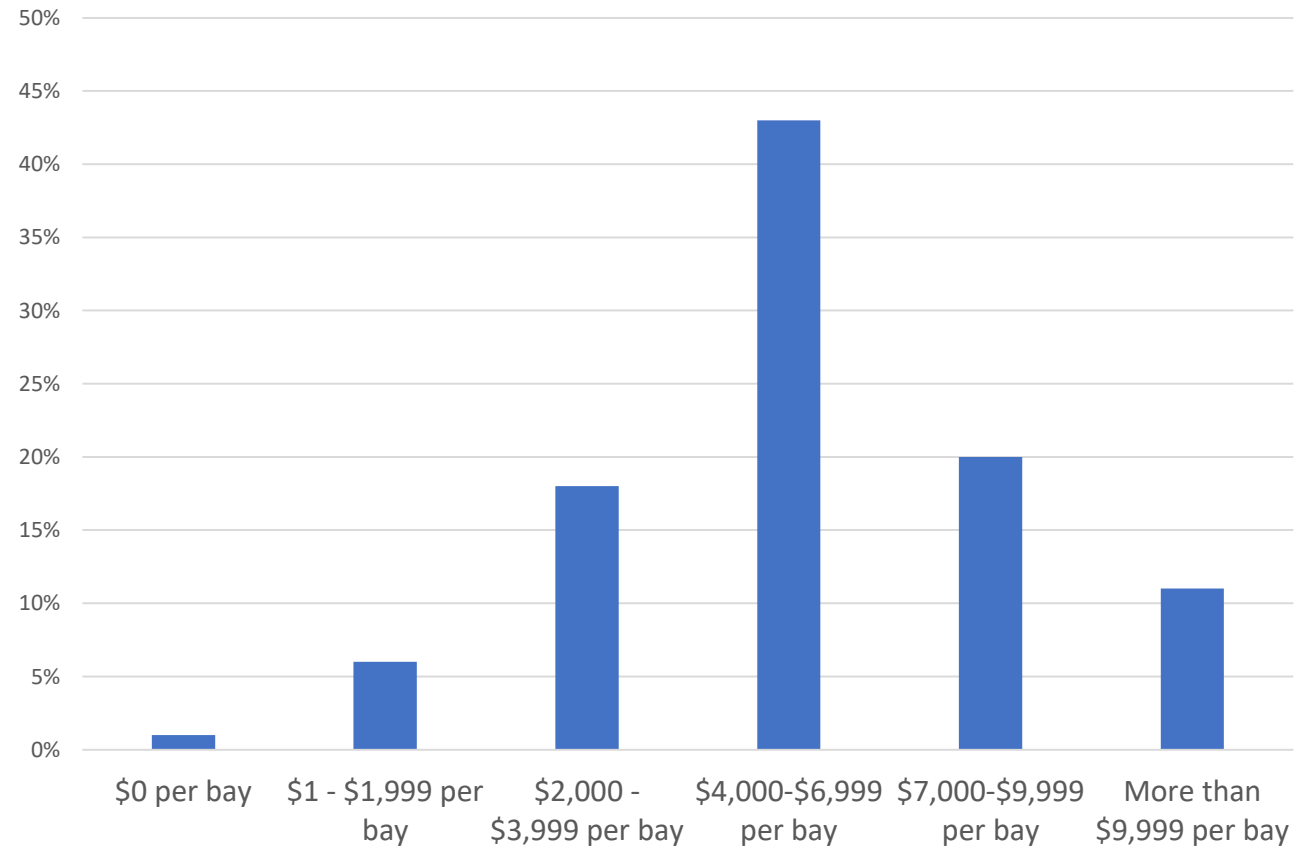
Garage Parking in Homes valued over \$200,000

Assume a typical home in the price ranges below have a 2 car garage. How much would a typical buyer pay for garage parking in **excess of 2 cars**?



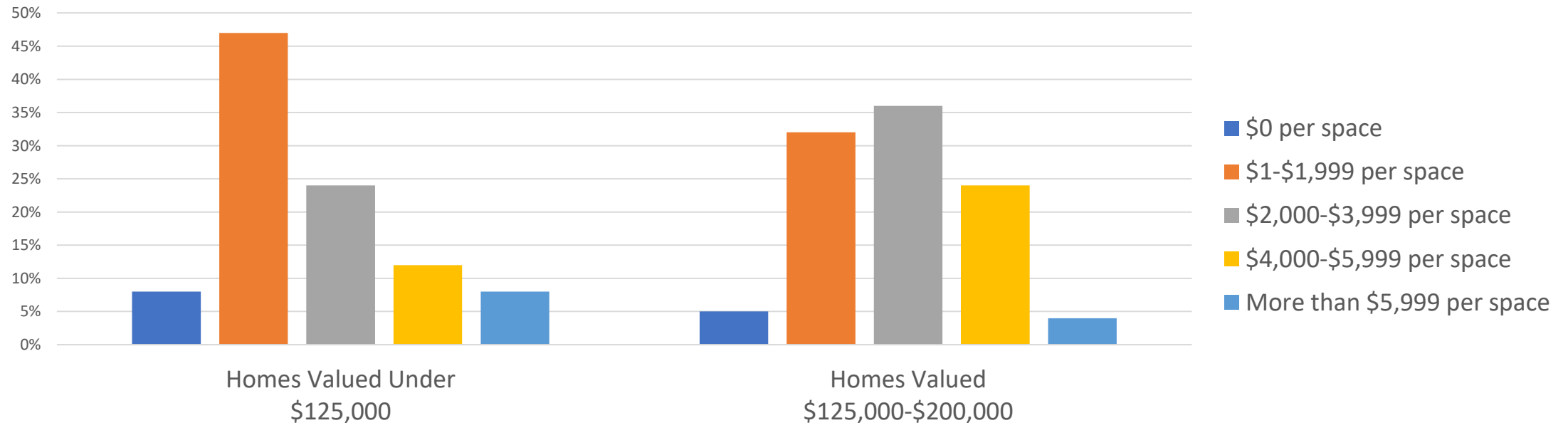
In this price range NOT having a 2-car garage may lower the list price.

In the price range of \$200,000-\$350,000, how much of a DEDUCTION per bay would you expect on the listing price for a home with less than a 2 car garage?



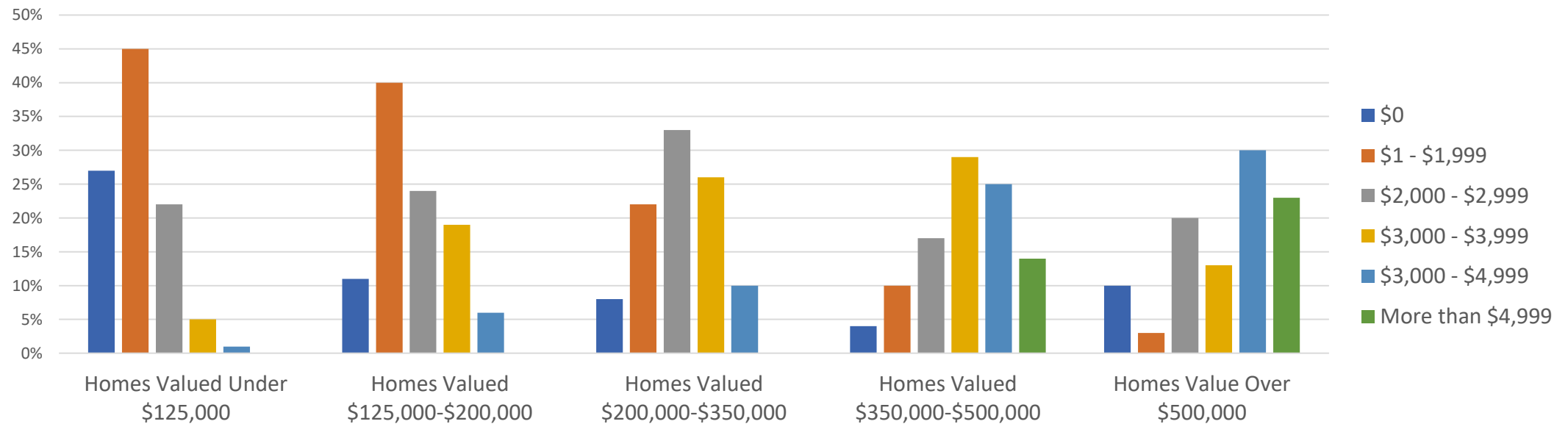
Off Street Parking

In the price range below how much would a typical buyer pay for off street parking versus on street parking?



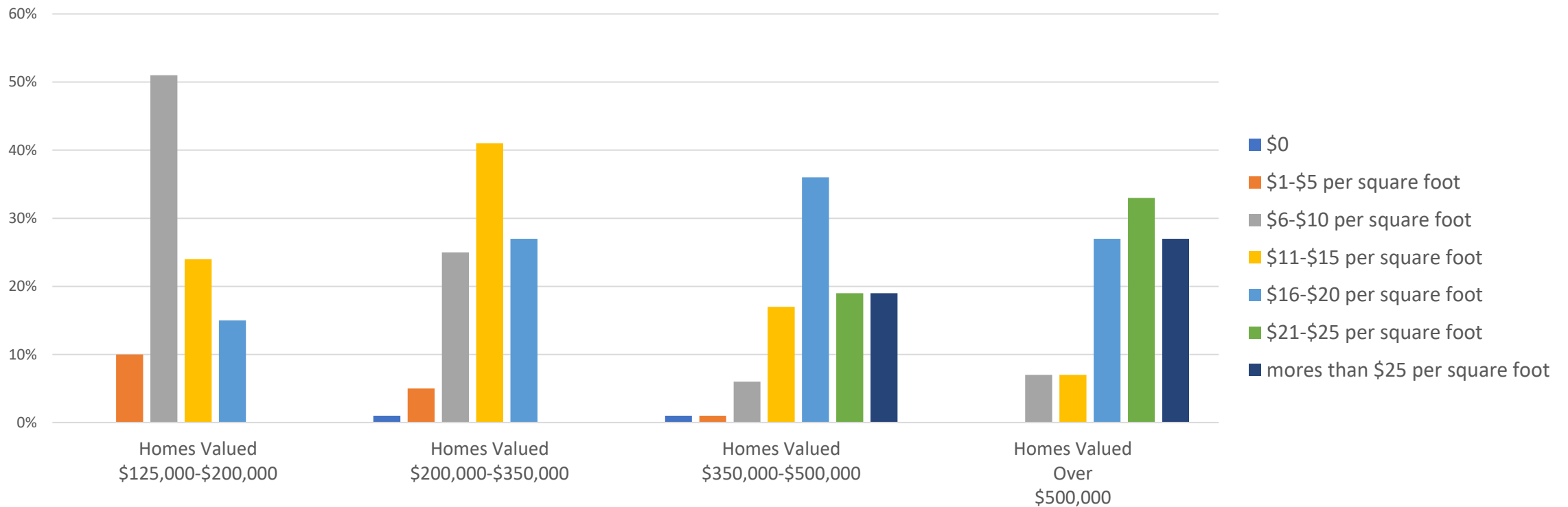
Fireplace

How much would a typical buyer pay for a fireplace
(gas or wood)?



Finished Basement

How much would a typical buyer pay for finished basement space? (average quality, paneled walls, drop tile ceiling, lower grade flooring)

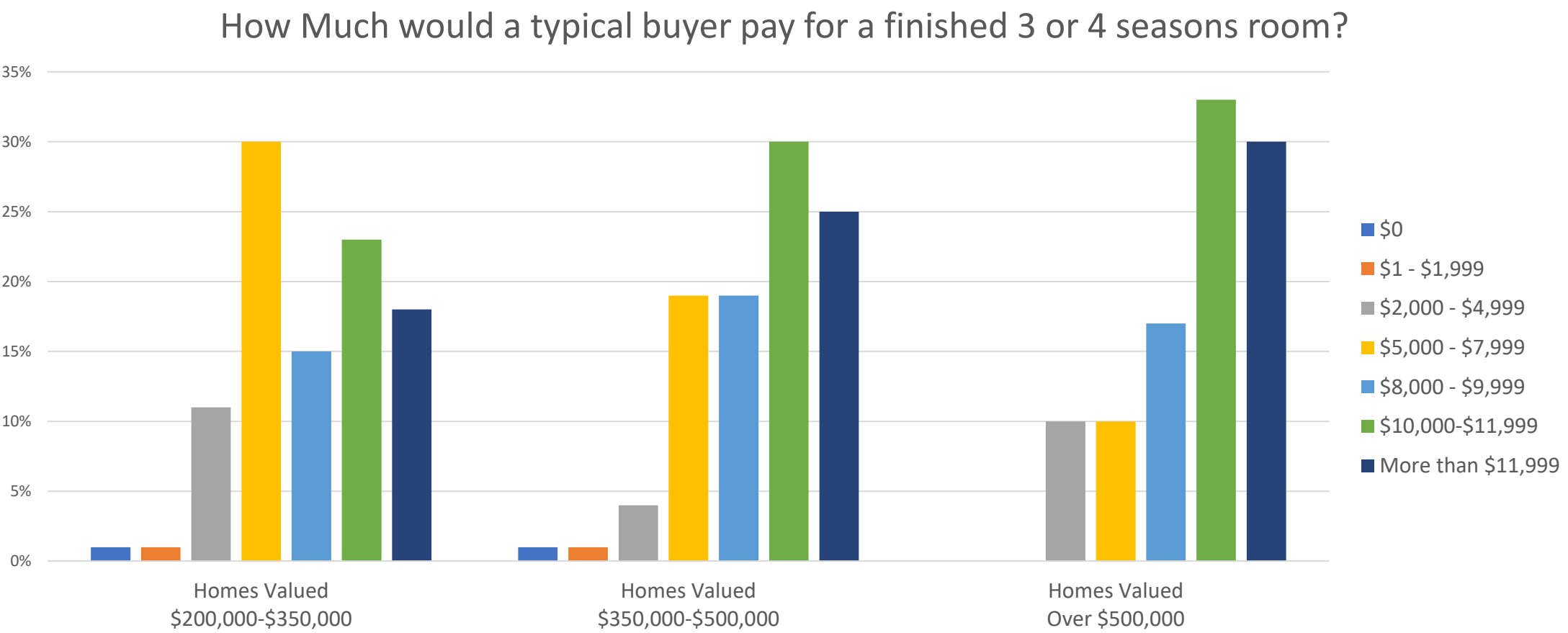


Fenced Back Yard

How much would a typical buyer pay for a non-chain linked fence?

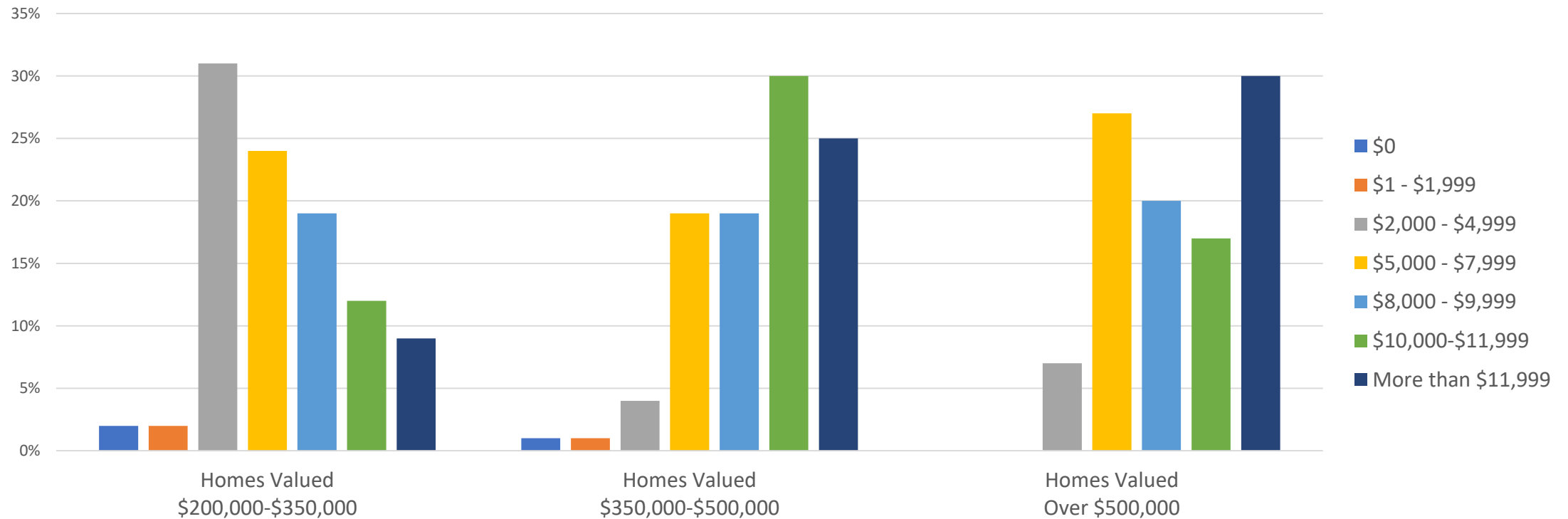


Three or Four Season Room



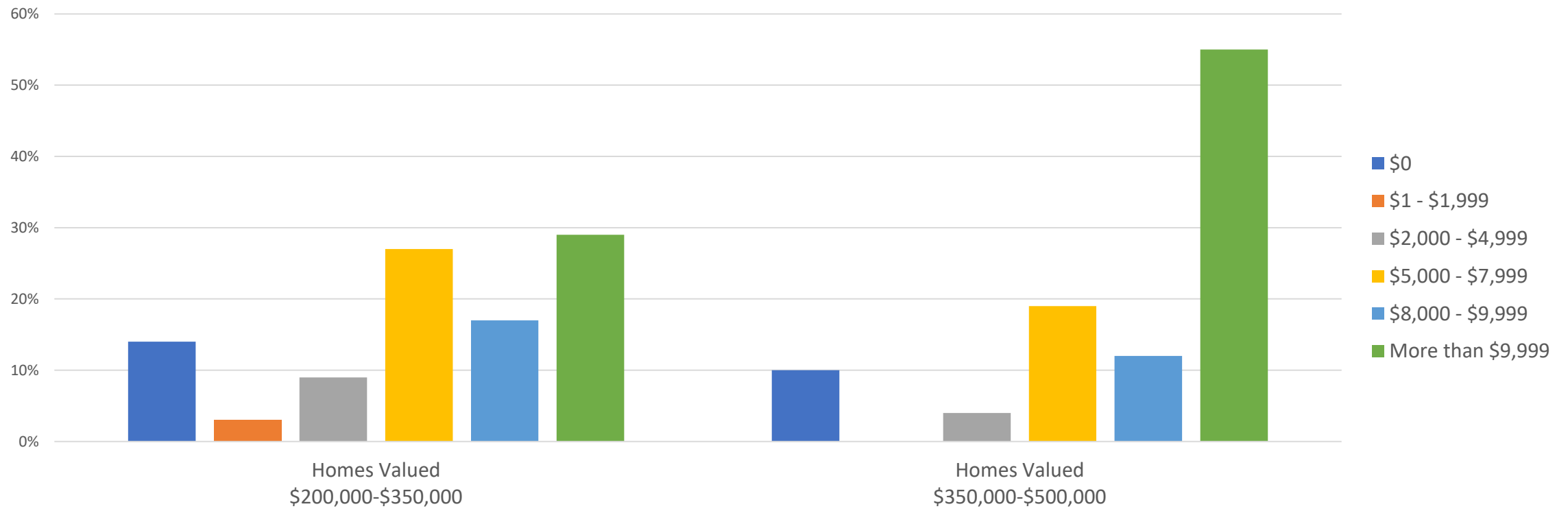
Deck or Patios

How Much would a typical buyer pay for a nice patio or deck? (good quality, 120+SF)



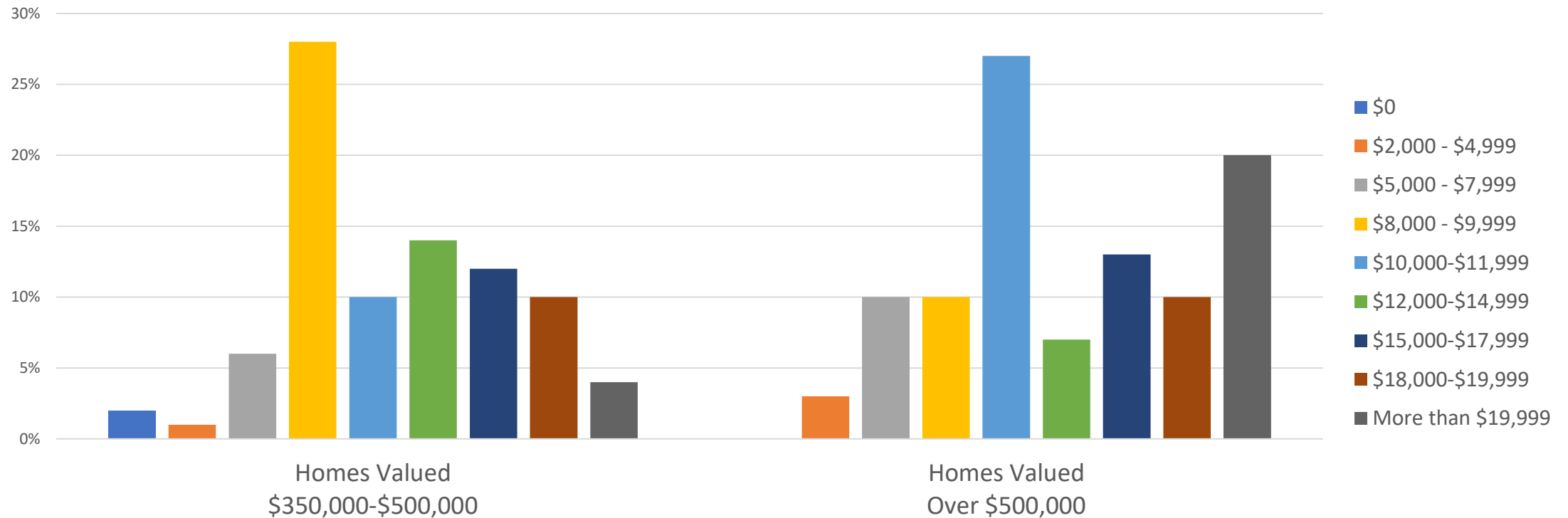
Pools

How much is an inground pool worth to buyers? (assume it is good quality, vinyl lined or concrete)



Outdoor Living Space

How much would a typical buyer pay for an outdoor living space such as a built-in kitchen, etc?



Solar Panels

Do owned solar panels add value to the resale of home?

