

Factors That Affect Property Value

When I am going to determine the property value for your home, I compare your home with the most recent sold listings, active listings and pending listings. I gather this information from our local Multiple Listing Service or MLS. Even though it is hard to find two properties that are completely alike, there are some properties similar enough to compare prices. I take this information of comparable homes that have recently sold in your area (sold listings), homes that currently under contract (pending listings), and homes that are currently for sale (active listings). There are however, other factors that are considered when determining a home's market value.

1. One of the most important factors that affect value is **location**. Neighborhoods or areas with exemplary school, proximity to downtown, new development and growth or private communities are usually considered more desirable. You can install all of the Italian Marble floors and an olympic size pool with cabana, but you cannot change the location of a home!

2. **Upgrading** a home will most likely give it more value. Updating kitchens, replacing flooring, repainting walls, and adding landscaping can add to the value of a home. You want to be careful not to over upgrade your home as you may not be able to get the best return for the investment. It is best to get a couple of opinions from local Realtors before you begin any upgrades.

3. **Neighborhood surrounding** greatly affect your home's value. Some neighborhoods are more desirable than others. Some areas are avoided because of major traffic, large roads, railroad tracks, or located near the airport.

4. The **timing of the sale** can will also affect the market value. Is there an urgency to sale fast? Is the seller facing foreclosure, divorce, job transfer, or having a new home built? The reason for selling your home and having an urgency to sell may affect the value.

5. Even though our market is still very active, the **time of year** can affect current market value. People generally tend to avoid major holidays when it comes time to buying a house and moving. The most active time of the year is probably January to October. So, if you are trying to sell your house in late November, you will be in a less active market per se.

So, location, improvements, general area, the seller's time frame, and the time of year can affect property value. I would like the opportunity to discuss your options by offering you a free market evaluation.