

“WHAT APPRAISERS CANNOT TELL YOU”

These factors will definitely affect the price and length of time it will take to sell your home:

1. **On a main thoroughfare.** Deduct 10% from the normal sales price. Add 20% to the selling time.
2. **Very steep driveway up to the house.** Deduct 5% from the normal sales price. Add 10% to the selling time.
3. **Driveway inclines down to the house.** Deduct 5% from the normal sales price. Add 10% to the selling time.
4. **Gully or very steep drop off behind the house.** Deduct 5% from the normal sales price. Add 4% to the selling time.
5. **Creek behind or beside the house.** Deduct 3% from the normal sales price. Add 3% to the selling time.
6. **No tall trees around the house.** Deduct 3% from the normal sales price. Add 2% to the selling time.
7. **Electric Heat.** Deduct 10% from the normal sales price. Add 15% to the selling time.
8. **No self-cleaning oven.** Deduct replacement cost.
9. **Spanish architecture.** Add 15% to the selling time.
10. **House faces a school or business property.** Deduct 8% from the normal sales price. Add 20% to the selling time.
11. **Power line behind or in view of the house.** Deduct 7% from the normal sales price. Add 25% to the selling time.
12. **Bedrooms have different colored carpeting.** Deduct replacement cost. Add 5% to the selling time.
13. **Living room and/or family room have brightly colored carpeting.** Deduct replacement cost. Add 5% to the selling time.
14. **Cat odor.** Add 10% to the selling time.
15. **Terrain in backyard unsuitable for children to play.** Deduct 2% from the normal sales price. Add 10% to the selling time.
16. **Two story drop off deck.** Deduct 3% from the normal sales price. Add 25% to the selling time.
17. **House exterior needs painting.** Deduct 3% from the normal sales price. Add 5% to the selling time.
18. **House interior needs painting.** Deduct 2% from the normal sales price. Add 5% to the selling time.
19. **Brightly colored or flowery wallpaper.** Deduct replacement cost. Add 3% to the selling time.
20. **Cluttered, messy basement.** Minus 1% of price. Add 3% more selling time.
21. **Swimming Pool.** Add half of cost to the normal sales price. Add 33% to the selling time.

The National Institute of Home Builders

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