

ASK THE PROFESSIONAL



Sue Jones on Real Estate

Sue Jones is a REALTOR as well as Owner/Partner of Keller Williams Real Estate, Doylestown Office.

Experience: Sue's experience spans over 30 years, providing professional help to both buyers and sellers in our local market.

Designations/Memberships: Holding the coveted GRI designation - Graduate of the Realtor Institute; Memberships in the National, Pennsylvania and Bucks County Association of Realtors.

Education: Sue feels that ongoing "fine tuning" of the ever-changing regulations, laws and procedures that guide the professional REALTOR to properly represent the public and which shape the Real Estate Industry are of the utmost importance, and this is her pledge and commitment.

Why Real Estate as a Career? When asked "What made you choose Real Estate as a career?" Sue answered "I wanted to be in a helping field and decided that Real Estate offered that, helping people with their most important investment."

By: Sue Jones

Owner/Partner, KELLER WILLIAMS Real Estate
office 215.340.5700 x164 • cell 215.262.4422
email sue@suejones.com • www.suejones.com

Q. Sue, What are the improvements that will best increase the value of our home? Thank you, B & S

A. Excellent question and below you will find a recent study, which also includes a link for more detail.

Cost vs. Value: Which Home Improvements Offer the Highest ROI (Return on Investment) in 2017? With the many different projects reported annually in the Remodeling Magazine Cost vs. Value Report, not much has changed from last year...and that's not a bad thing. The 29 projects found on this year's report paid back an average of 64.3 cents on the dollar in resale value. Looking at the 24 most-tracked projects (projects consistently tracked for the last 6 years), their payback for 2017 was also 64.3 cents - only three-quarters of a penny higher than 2016 projections.

Greatest ROI

On a national scale, the top 5 projects with the greatest ROI in the report's "midrange" cost category are:

1. Attic Insulation (fiberglass) (107.7% ROI)
2. Entry Door Replacement (steel) (90.7% ROI)
3. Manufactured Stone Veneer (89.4% ROI)
4. Minor Kitchen Remodel (80.2% ROI)
5. Garage Door Replacement (76.9% ROI)

The top 5 projects with the greatest ROI in the report's "upscale" category are:

1. Garage Door Replacement (85.0% ROI)
2. Entry Door Replacement (fiberglass) (77.8% ROI)
3. Window Replacement (vinyl) (73.9% ROI)
4. Window Replacement (wood) (73.0% ROI)
5. Grand Entrance (fiberglass) (70.1% ROI)

Lowest ROI

On a national scale, the five projects with the lowest ROI in the "midrange" cost category are:

1. Bathroom Remodel (64.8% ROI)
2. Master Suite Addition (64.8% ROI)
3. Backyard Patio (54.9% ROI)
4. Backup Power Generator (54.0% ROI)
5. Bathroom Addition (53.9% ROI)

The 5 projects with the lowest ROI in the "upscale" cost category are:

1. Major Kitchen Remodel (61.9% ROI)
2. Master Suite Addition (59.9% ROI)
3. Bathroom Remodel (59.1% ROI)
4. Bathroom Addition (57.1% ROI)
5. Deck Addition (composite) (56.4% ROI)

The 2017 Cost vs. Value report compares, across 99 markets, the average cost of 29 popular remodeling projects with their average value at resale 1 year later. Average resale value is calculated based on estimates provided by real estate professionals. To view the full report, including project descriptions and city-level data, go to <http://www.remodeling.hw.net/cost-vs-value/2017/key-trends-in-the-2017-cost-vs-value-report>.

Testimonial

Dear Sue, We want to put our home on the market end of January. I would like to meet you and have you tell us what needs to be done and recommend a home inspector. I have read your columns in the Bucks County Women's Journal. I have always bought and sold homes without a Realtor; however, we want to sell ASAP, and I need a professional this time. Thank you, Susan M.

SUE JONES REALTOR, GRI
Owner/Partner

*'I have 30+ years experience
bringing Buyers and Sellers together'*
Featured Listing



3110 Church School Road, Buckingham Township, \$1,495,000

Under Construction ... December Delivery

STILL TIME TO CUSTOMIZE...TO CREATE YOUR DREAM HOME

FIRST FLOOR • Open Floor Plan; Exquisite Millwork Throughout; • Custom State of the Art Kitchen, Breakfast Room • Spectacular 1st Floor Master Suite • Expansive Family Room Featuring Fireplace and 2 Sets of French Doors to Rear Patio Sunroom with Cathedral Ceiling and Fireplace • Dining Room • Office/Study.

SECOND FLOOR • Three/Four Generous Bedrooms, with Walk-In Closets • Two Bedrooms are EnSuite • A Third Full Bath Services the Third and Fourth Bedrooms.

4100+ Square Feet Custom Home • 9' Basement with Finishing

Allowance • 4/5 Bedroom, 4.5 Baths • 1st Floor Master Suite

• Three Car Garage

Custom features too numerous to list, call me today for your exclusive meeting with the Builder.

Custom Homes By CCR General Contracting, LLC "If you are looking for a beautiful custom home, we will exceed your expectations."

Call Sue Direct 215.262.4422

kw
KELLERWILLIAMS

2003 South Easton Rd, Suite 108 Doylestown, PA 18901 215.340.5700 x164

Sue@SueJones.com
www.SueJones.com