

Your Home
Here In 2024



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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

Cost vs Value Which Home Improvements Pay Off? Check out the Highest ROI! Return on Investment

Q. Dear Sue, We are considering making some changes to our home. What improvements are best and are also the smartest investments, to increase our home's value? We understand it is referred to as ROI / Return On Investment? Thank you. N and K.

A. Fantastic question, and yes ...ROI = Return on Investment. I have included for you here the current statistics, based on the most recent study, The 2023 COST VS VALUE REPORT. Many different projects are reported annually in The Remodeling Magazine's - Cost vs Value Report. There are 23 projects listed here. See the opposite side of this page for the Report.

Q. Dear Sue, We are preparing to put our home up for sale. Please recommend economical steps to take to increase our curb appeal. Thanks so much. Z and M

A: Absolutely! When you're selling your home, you don't want potential buyers to notice your For Sale Sign but keep on driving if it doesn't look appealing from the road, which is exactly what will happen. A home's curb appeal is critical, that being the buyer's first impression.

However, often times improving Curb Appeal can mean just doing

smaller projects that can have a very large impact.

Here are examples :

1. Wash the windows.
2. Evaluate foundation plantings, and trim back or replace as needed.
3. Update the front door light fixture.
4. Repair or preferably install, a new mailbox.
5. Repair the front walkway if needed.
6. Remove dead tree and shrub branches.
7. Mulch your beds and keep the lawn mowed.
8. Power wash your house if needed.
9. Add colorful, potted plants along your walkway or entryway.
10. Pay attention to your front door. Be sure that it is clean, or even add a fresh coat of paint or new stain, plus new hardware if needed.
11. Keep the driveway clean and swept.
12. Store all yard equipment, including children's toys, out of sight.
13. Find somewhere else to park any extra cars, boats, trailers, or RV's.
14. Do not use the porch for storage.
15. Store your waste containers where they are not visible from the street.

Curb appeal is the difference that sells nearly half of all houses on the market, as reported by the National Association of Realtors.

Mail questions to
Keller Williams Real Estate
2003. S. Easton. Rd. Suite 108
Doylestown PA 18901

Attn: Sue Jones
Or email Sue@SueJones.com

30+ years experience bringing Buyers and Sellers together.

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2023 COST VS VALUE REPORT

ROI = Return on Investment

The following compares average costs for 23 remodeling projects with the value that those projects retain at the time of resale in 150 U.S. markets in the Mid Atlantic Region, which includes Pennsylvania, New York and New Jersey.

MIDDLE ATLANTIC 2023 NATIONAL AVERAGES

PROJECT	JOB COST	RESALE VALUE	COST RECOUPED
1. Garage Door Replacement	\$4,724	\$4,901	103.7%
2. Manufactured Stone Veneer	\$11,807	\$12,137	102.8%
3. Siding Replacement Vinyl	\$18,699	\$18,366	98.2%
4. HVAC Conversion, Electrification	\$18,379	\$17,463	95.0%
5. Minor Kitchen Remodel, Mid Range	\$27,966	\$29,929	74.8%
6. Siding Replacement, Fiber-Cement	\$21,238	\$15,589	73.4%
7. Window Replacement, Vinyl	\$21,772	\$14,325	65.8%
8. Bath Remodel, Mid Range	\$25,468	\$14,746	57.9%
9. Window Replacement, Wood	\$25,679	\$14,485	56.4%
10. Roofing Replacement, Asphalt Shingles	\$34,130	\$17,982	52.7%
11. Grand Entrance, Fiberglass	\$11,250	\$5,786	51.4%
12. Entry Door Replacement, Steel	\$4,386	\$1,941	44.3%
13. Deck, Addition, Wood	\$20,134	\$8,806	43.7%
14. Deck, Addition, Composite	\$25,379	\$11,003	43.4%
15. Bath Remodel, Universal Design	\$41,470	\$17,551	42.3%
16. Roofing Replacement Metal,	\$55,370	\$23,171	41.8%
17. Major Kitchen Remodel, Mid Range	\$80,695	\$30,984	38.4%
18. Bath Remodel, Upscale	\$78,935	\$24,971	31.6%
19. Major Kitchen Remodel, Upscale	\$164,263	\$49,106	29.9%
20. Primary Suite Addition, Mid Range	\$167,489	\$44,410	26.5%
21. Bathroom Addition, Mid Range	\$59,544	\$15,195	25.5%
22. Bathroom Addition, Upscale	\$109,300	\$25,766	23.6%
23. Primary Suite Addition, Upscale	\$346,384	\$69,199	20.0%

The 2023 Cost vs Value Report compares, across 150 US markets, the average costs of popular remodeling projects, with their average value at the time of resale, one year later. Further information can be viewed at remodeling.hw.net.

Call Sue Direct: 215.262.4422



Awarded TOP 1%
Greater PA Region



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