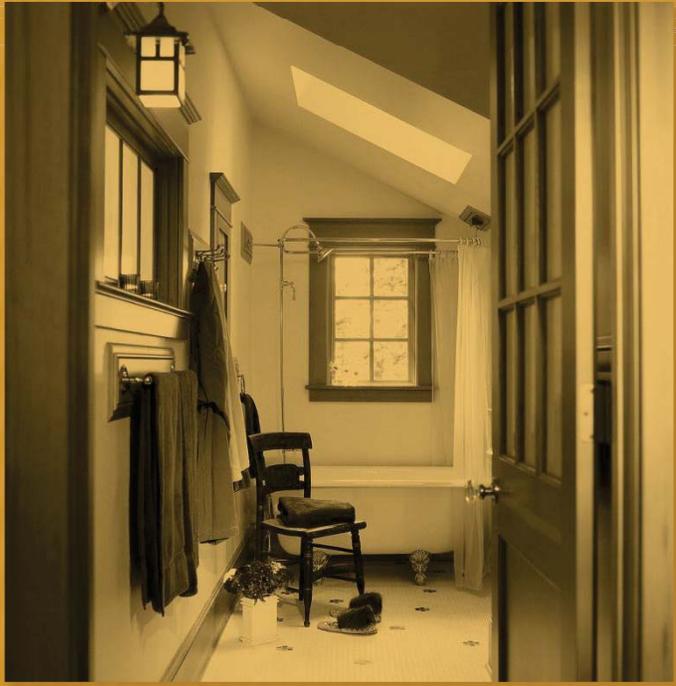


National Association of REALTORS®

2013 Home Features Survey



The Voice for Real Estate®

 NATIONAL ASSOCIATION of REALTORS®



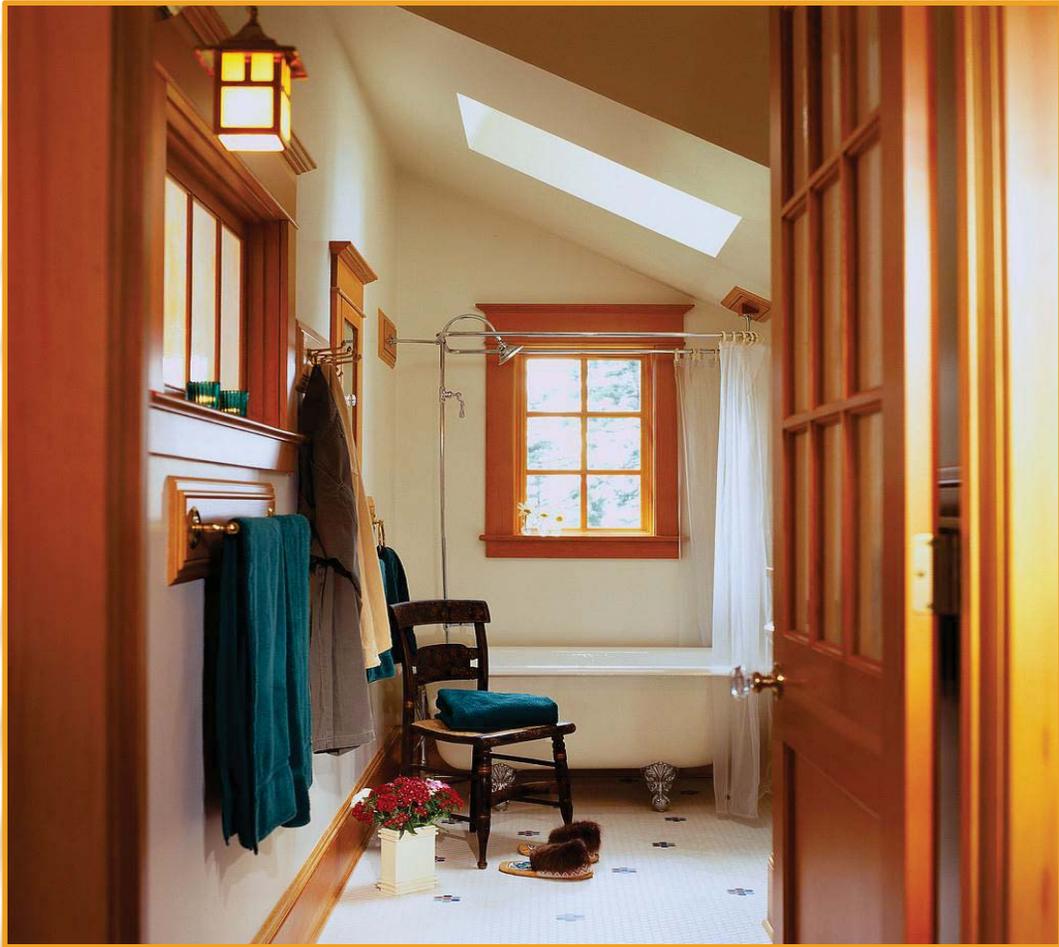
- **57% of home buyers purchased a house with a fireplace**
- **78% chose a house with a garage**
- **41% bought a house with a basement.**



- **While granite countertops were very important to 20% of home buyers and stainless steel appliances to 17% of buyers—new kitchen appliances and eat-in kitchens were most important.**



- **47% of buyers thought finding a home with a laundry room was very important.**
- **89% of buyers who thought it was at least somewhat important did purchase a home with a laundry room.**



- **68% of buyers who thought buying a home with a skylight was at least somewhat important actually bought a home with a skylight.**
- **This was more common among buyers who purchased new homes.**



- **69% of buyers who did not buy a home with new appliances are willing to pay more for a home with this feature—typically they would be willing to spend \$1,840.**



- **65% of home buyers considered finding a home with central air conditioning very important to their search—the most out of all other 31 home features.**



- **Among buyers 55 and older, 42% considered finding a home on a single level very important, compared to just 11% of buyers under 35.**



- **The rooms that had the highest dollar value that buyers were willing to pay more for were a basement and an in-law suite.**



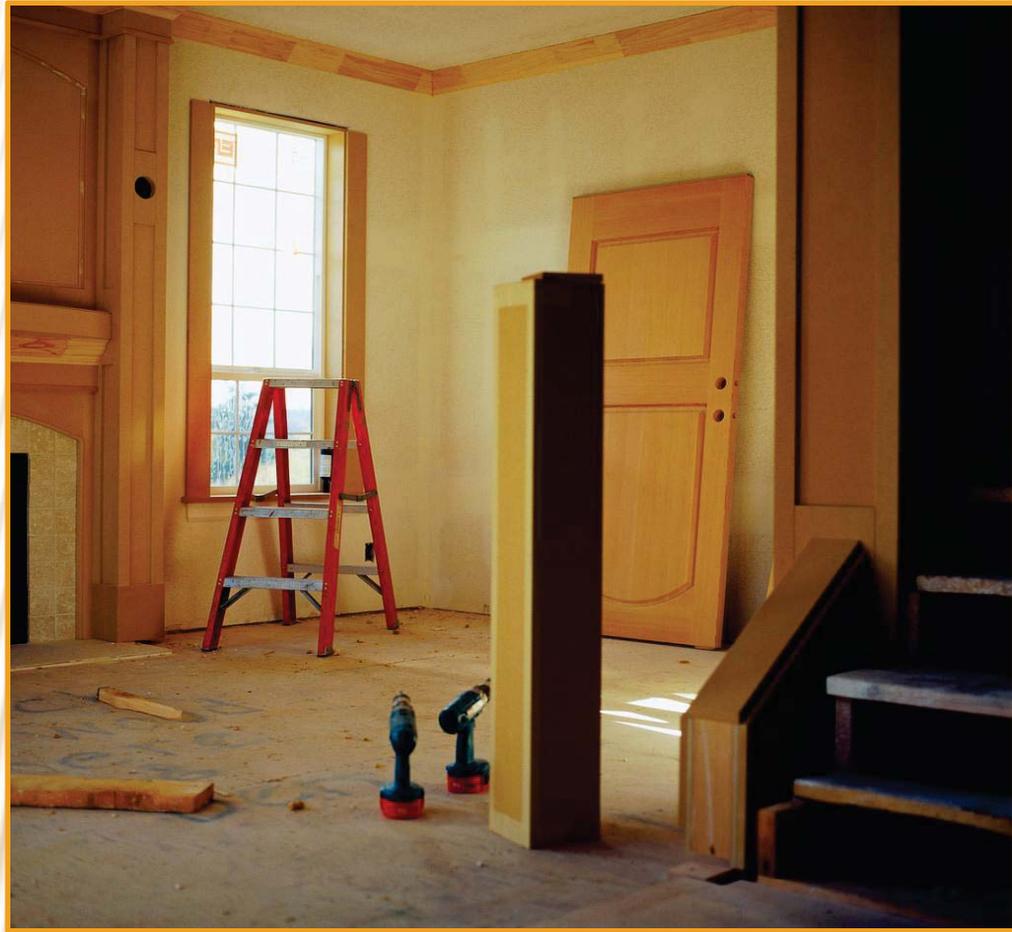
- **The feature that had the highest dollar value buyers were willing to pay more for was having a waterfront property.**



- **Thirty-two percent of buyers would be willing to pay more for a home that was a waterfront property and the typical dollar amount the buyer would pay is \$5,420.**



- **Single males were more likely to want a home less than 5 years old and to have 9-foot (or greater) or cathedral ceiling.**



- **53% of buyers did undertake a home improvement project within 3 months of buying, and the typical buyer spent \$4,550 on improvement projects.**
- **The kitchen was the most common home improvement area.**



- **41% of buyers who made home improvements added or replaced lighting, and 37% added or replaced appliances soon after owning the home.**



- **The majority of recent buyers would have wanted more or larger closets and more storage.**



- **97% of home buyers were satisfied with their recent home purchase.**