

What States Give You The Most 'Bang For Your Buck'?

We've all heard that some areas are more expensive to live in than others, or your money will go farther outside of big cities, but what is the real difference? The *Tax Foundation* recently compared each state to find out how far \$100 goes in each state when compared to the national average.

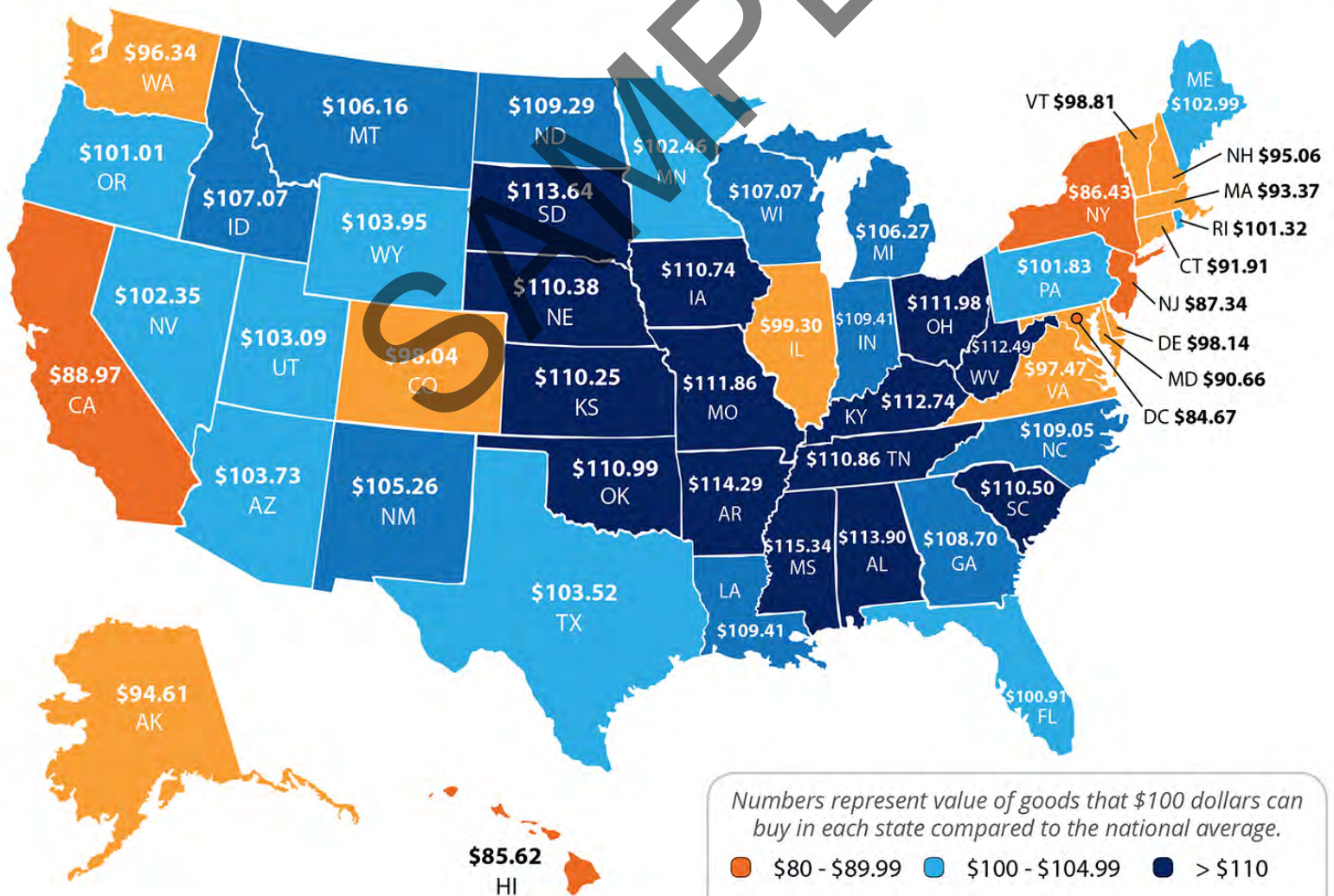
This is important information to know if you are planning to relocate in the future!

Low Cost of Living

Mississippi	\$115.34
Arkansas	\$114.29
Alabama	\$113.90
South Dakota	\$113.64
Kentucky	\$112.74

High Cost of Living

Washington D.C.	\$84.67
Hawaii	\$85.62
New York	\$86.43
New Jersey	\$87.34
California	\$88.97



Numbers represent value of goods that \$100 dollars can buy in each state compared to the national average.

- \$80 - \$89.99
- \$90 - \$99.99
- \$100 - \$104.99
- \$105 - \$109.99
- > \$110

Think you should

FOR SALE BY OWNER

THINK AGAIN...

GET READY TO NEGOTIATE

Here is just a short list of the people that you will have to negotiate with to sell your house:

- The Buyer
- The Buyer's Agent
- The Buyer's Bank
- The Inspection Company
- The Appraiser
- The Title Company

HOW DO BUYERS LOOK FOR A HOUSE?

Search Online
88%

Newspaper Ads
21%



HOW DO BUYERS FIND THE HOUSE THEY BUY?

Most Real Estate Agents have an *internet strategy* to promote the sale of your house.

43%

ONLINE

9%

YARD SIGN

NEWS
1%

NEWSPAPER



USING AN AGENT CAN NET YOU 13% MORE

FSBO
\$208K



Agent Assisted
\$235K

**Studies have shown that people are more likely to FSBO in markets with lower price points.*

Bottom Line:

Before you decide to take on the challenges of selling your house on your own, sit with a real estate professional in your marketplace and see what they have to offer.

Monthly Mortgage Payment

on Median Priced Home in the U.S. 1990–2015



Belief in Homeownership as a Good Investment By Age



18-34

REAL ESTATE

35%

STOCKS / MUTUAL FUNDS

24%



35-54

REAL ESTATE

37%

STOCKS / MUTUAL FUNDS

23%



55+

REAL ESTATE

32%

STOCKS / MUTUAL FUNDS

30%