

New vs. Used Homes

Presented by Kristiane Gaudreau-Hawes

A new home bought at \$200,000 and a used home bought at \$208,000 will have the same monthly payment of approximately \$2,000 due to maintenance and heating costs for the colder home.

Average annual utilities cost in newer homes is \$1.04 per sq. ft. vs. \$1.28 - \$1.62 per sq. ft. in older homes.

While the home you sell will (by definition) no longer be new, a five year old home will often be more desirable - given all the features above - than a 25 year old home.

The average shingled roof lasts about 25 years. Replacing a roof costs less than the average house (\$5,000 vs.

\$3,000 to well over \$75,000 depending on your choice.

\$15,000 cash sale

\$5,000 for new air conditioning unit or \$4,000 for new furnace.

Think anywhere from
\$20,000 to \$40,000.

A new home can be maintained for 96% less than a used home built prior to 1990.

Due to better windows, more efficient heating and cooling equipment, better control of air infiltration and greater use of new insulation technologies - new homes are twice as energy efficient as homes built prior to 1980!

Today's best air conditioners use 30% to 50% less energy to produce the same amount of cooling as air conditioners made in the mid 1970s. Even if your air conditioner is only 10 years old, you may save 20% to 40% off your cooling energy costs by replacing it with a newer, more efficient model like those in new homes.

Source: <http://www.fishbase.org>

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KEYSTONE

Marketing New Homes

Kathleen Armour



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Marketing New Homes Charles R. Clark, David F. Parker, 1989 **The Marketing of New Homes** Kurt Kresmery, 1985

Valuation and Sale of Residential Property David Mackmin, 2013-10-11 Valuation and Sale of Residential Property is aimed at all those studying for a qualification or already practising as residential valuers surveyors and estate agents It provides valuable information on all elements of the home sales process enabling professionals to give advice on market value the best means for sale condition and financial arrangements Topics covered include determinants of value and provision of the valuation agency auction and taking instructions mortgage valuation and survey legal process and types of tenure investment and return The author considers these topics against a background of wide legislative change and draws on the standard guidelines set down by the RICS and NAEA This third edition written at a time of rapid change in the home selling market details the processes and procedures for dealing with this ever evolving market Whatever your level of seniority this book will help you stay ahead of the game and present sound advice to clients at any stage of the process

Marketing Dana-Nicoleta Lascu, 2024-03-23 Essentials is a shorter more concise treatment than most competitors and is known for its easy read and memorable examples The eighth edition updates every topic to reflect the transformative shifts in marketing in an era of rapid technological change and economic and political uncertainty This edition presents the latest innovations and strategies in digital marketing including social media marketing mobile marketing and online marketing The eighth edition also offers fresh insights into the impact of environmental developments and explores new areas related to customer relationship management customer valuation marketing analytics brand communities dynamic pricing and sustainability Marketing Information Guide , 1959 **Marketing Planning & Strategy** John Dawes, 2021-08-11 We

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the field of marketing management by emphasizing a customer centric approach which involves defining the purpose of marketing as the recruitment defence leverage and development of customer brand relationships Because customers vary in their needs for products and services and their relationships with brands you ll discover how segmentation and differentiation play a crucial role in marketing management After delving into market dynamics customer behaviour and market communications you ll explore the three main areas within marketing management customer portfolio management product portfolio management and brand portfolio management Finally you ll gain insights into developing marketing business strategies and plans for success through comprehensive analysis resource allocation budgeting and measuring key performance indicators Features include case studies to bring theory to life further reading suggestions to expand your understanding and a marketing planning template to practice applying your knowledge to a real business scenario Suitable for undergraduate bachelor and postgraduate students studying Marketing Management and Strategic Marketing Fred Selnes is a professor of marketing at BI Norwegian Business School Even Lanseng is an associate professor of marketing at BI Norwegian Business School The Essentials of Marketing Research Lawrence Silver,Roberts Stevens,Bruce Wrenn,David Loudon,2021-01-20 Identifying and assessing information is a key to a successful marketing strategy The Essentials of Marketing Research 4th Edition has been totally revamped and guides the student in designing conducting and interpreting marketing research This comprehensive textbook covers the full range of topics including secondary research and data mining marketing research ethics internet marketing research qualitative and exploratory research data collection tool design and deployment qualitative data analysis statistical analysis and research report preparation **Marketing Communications** Chris Fill,Sarah Turnbull,2019 The new edition of Marketing Communications delivers a rich blend of theory with examples of contemporary marketing practice Providing a critical insight into how brands engage audiences Fill and Turnbull continues to be the definitive marketing communications text for undergraduate and postgraduate students in marketing and related fields The eighth edition which contains two new chapters reflects the changing and disruptive world of marketing communications Throughout the text the impact of digital media and its ability to influence audience client and agency experiences is considered Each chapter has been extensively revised with new examples the latest theoretical insights and suggested reading materials Each of the 22 chapters also has a new case study drawn from brands and agencies from around the world Marketing Communications is recognised as the authoritative text for professional courses such as The Chartered Institute of Marketing and is supported by the Institute of Practitioners in Advertising

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