

What Do Home Buyers Really Want?

While every home buyer is different, there are some common desires among those that are looking for a home. Every buyer wants a quality home that they will be proud to live in and a home in good condition. Their biggest desire is a home that is worth what they are willing to give for it.

There are basic desires that home buyers are looking for when they are looking at a home. The most common are ample closet space, a master bedroom on the main floor (if the home is a 2 story), an outdoor area for entertaining, and an oversized garage that will accommodate more than one car and that also has extra storage space.

There are certain rooms that get noticed more than others. One room that is important to buyers in today's market is the living room. Most buyers are giving up the formal living room and family room split for more of an open floor plan. The open floor plan allows them to entertain as well as lounge around and spend time with family. Informal spaces are also more functional. Another room that will get noticed is the bathroom. Not only do buyers want more than one, they want them to come fully loaded! Pedestal sinks, whirlpool tubs and separate showers are items that are very popular in today's market. The kitchen is also another room that will get more than one look. Stainless steel appliances, high quality cabinets, marble or granite counters, islands and quality flooring will go a long way in selling a home. Most buyers see the kitchen as an entertainment area; if things are in order and are updated a home will more likely sell sooner. If the dining area blends well with the kitchen, you have a winning combination.

Age really does affect what a home buyer wants in a home. As a REALTOR® I have found that most buyers less than 44 years of age want a home in a subdivision near a school or park. Buyers over the age of 45 are usually looking for one story, less than 15 years old, and on a level lot. Location really is important to home buyers, as homes in certain areas may contain features that are important to some buyers but not so important to others.

First time home buyers are likely to overlook pricey fixtures, walk-in closets, granite counters, or oversized garages. Typically, first time buyers will have a shorter list of must haves, because they are usually on a stricter

budget. The type of upgrades a seller has made or is willing to make to their house will decide which buyer the house will generally appeal to.

As you can see, home buyers want a little of everything, and the specific needs and desires vary from buyer to buyer. Generally speaking, a house that is well cared for and offers some modern or updated features will attract many home buyers. If the home is priced correctly and located in a good location, it will sell relatively quickly.

If you would like to receive a “Room To Room Selling Check List” packet please contact Deborah Burton by e-mail: dburton@dburtonrealty or call 256-259-5800.

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