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

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

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

*Source: Tax Foundation*
Think you should **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
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.

- 1990: $1245
- 1995: $1184
- 2000: $1305
- 2005: $1245
- 2010: $858
- 2015: $778

Joint Center for Housing Studies, Harvard University & NAR
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%

Gallup 2017