



Talking to the BUYER

Price Per Square Foot

Chart Elements

1. Introduction

- ◆ **Element** (Scene 3): Each vertical bar represents the average cost per square foot for a specific area and price range. This is a 15-month graph so you can show the current quarter vs. the same period one-year ago. Garage area is usually not included. Individual listings in the MLS system without square foot information are excluded in the average square foot price calculation. This report is not available where reporting of property square footage information is prohibited by the local MLS. If you see a few spikes and dips that are created when we have too few sales in that month, these spikes may be the result of a very expensive or inexpensive home selling that is outside the norm for that area and price range. Sometimes, this will happen when the area or price bracket you have chosen does not have enough sales to show prices for each month. Then, you must use a bigger area or increase the price range. Moreover, if the home has a larger than normal lot, a special amenity, or is located in an area of social demand, the home price should be adjusted upward.