

WHAT SELLS?

Not all homes are equal, and don't sell equally well either. So what features can make or break the sale? Here's what recent data showed about how much of a difference the most popular features can make in selling a home.



SPANISH-STYLE HOMES ARE HOT HOT HOT

Making up only 1 percent of studied for-sale listings, Spanish-style homes spend a median of only

47

DAYS ON THE MARKET



IT'S ALL ABOUT THE VIEW ... BUT WHAT VIEW?

Homes with a city skyline view sold the fastest at

83

DAYS ON THE MARKET

THE RIGHT INTERIORS = A CLOSED DEAL

Stainless steel is still a must-have feature for buyers, helping homes sell an average of

→ **15%** →

faster than homes without stainless-steel appliances

LOCATION STILL RULES

Good school districts still help make the sale

76

DAYS ON THE MARKET
(average)



Homes near major medical centers command the lowest prices, receive the fewest views, and stay on the market for the longest