

YOUR BUSINESS

Charging a design fee

YOUR CLIENTS

Recommending trades

YOUR TEAM

Workers' comp changes

YOUR PROJECTS

Granny pods

remodeling

YOUR TOOLBOX FOR SUCCESS

Cost vs. Value Report 2013

Cost-value numbers are up
across the board for the first
time in six years

 **Clopay®**

COST VS. VALUE REPORT 2013			National Averages			New England			Middle Atlantic			South Atlantic						East North Central			West North Central			East South Central			West South Central			Mountain			Pacific		
			Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped				Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped	Job Cost	Value at Sale	Cost Recouped
OVERALL RANK ↓																																			
<\$5,000	Entry Door Replacement (20-gauge steel)	1	\$1,137	\$974	85.6%	\$1,166	\$967	83.0%	\$1,153	\$986	85.6%	\$1,096	\$1,010	92.2%		\$1,147	\$915	79.8%	\$1,140	\$983	86.3%	\$1,095	\$960	87.6%	\$1,076	\$902	83.8%	\$1,110	\$796	71.7%	\$1,245	\$1,183	95.0%		
	Garage Door Replacement	4	1,496	1,132	75.7%	1,547	1,104	71.4%	1,532	1,153	75.3%	1,431	1,127	78.8%		1,518	986	65.0%	1,496	1,004	67.1%	1,418	1,098	77.4%	1,390	1,090	78.4%	1,445	1,000	69.2%	1,669	1,551	92.9%		
	Garage Door Replacement	6	2,720	2,046	75.2%	2,795	1,965	70.3%	2,767	2,119	76.6%	2,632	2,017	76.6%		2,751	1,826	66.4%	2,710	1,825	67.4%	2,626	1,998	76.1%	2,589	2,073	80.0%	2,657	1,816	68.3%	2,930	2,670	91.1%		
	Entry Door Replacement (fiberglass)	17	2,753	1,813	65.9%	2,798	1,715	61.3%	2,777	1,808	65.1%	2,694	1,694	62.9%		2,771	1,670	60.3%	2,754	1,756	63.8%	2,695	1,704	63.2%	2,665	1,856	69.6%	2,718	1,582	58.2%	2,897	2,452	84.6%		
\$5,000 TO \$25,000	Siding Replacement (fiber-cement)	2	13,083	10,373	79.3%	13,794	10,150	73.6%	13,329	10,343	77.6%	12,168	10,692	87.9%		13,438	9,781	72.8%	13,026	9,364	71.9%	12,158	10,289	84.6%	11,781	10,074	85.5%	12,516	9,190	73.4%	15,356	12,840	83.6%		
	Deck Addition (wood)	3	9,327	7,213	77.3%	9,958	6,914	69.4%	9,825	6,659	67.8%	8,550	7,128	83.4%		9,504	6,228	65.5%	9,288	6,851	73.8%	8,339	6,705	80.4%	8,170	6,358	77.8%	8,996	6,821	75.8%	11,116	10,682	96.1%		
	Minor Kitchen Remodel	5	18,527	13,977	75.4%	19,400	12,843	66.2%	19,066	14,430	75.7%	17,476	13,023	74.5%		18,892	12,934	68.5%	18,453	12,483	67.6%	17,333	13,272	76.6%	16,925	13,665	80.7%	17,849	13,603	76.2%	21,094	18,985	90.0%		
	Window Replacement (wood)	7	10,708	7,852	73.3%	11,165	7,360	65.9%	10,963	7,873	71.8%	10,161	7,593	74.7%		10,886	7,327	67.3%	10,648	7,217	67.8%	10,115	7,268	71.9%	9,910	7,453	75.2%	10,370	7,368	71.0%	12,037	10,661	88.6%		
	Siding Replacement (vinyl)	T8	11,192	8,154	72.9%	11,860	8,329	70.2%	11,448	8,580	74.9%	10,375	8,194	79.0%		11,473	7,645	66.6%	11,144	7,246	65.0%	10,342	8,260	79.9%	9,961	7,457	74.9%	10,685	7,211	67.5%	13,271	10,142	76.4%		
	Siding Replacement (foam-backed vinyl)	10	13,818	9,926	71.8%	14,457	10,053	69.5%	14,140	10,159	71.8%	12,826	9,813	76.5%		14,145	9,311	65.8%	13,762	9,052	65.8%	12,858	10,240	79.6%	12,399	9,546	77.0%	13,321	8,895	66.8%	16,278	12,098	74.3%		
	Window Replacement (vinyl)	T11	9,770	6,961	71.2%	10,200	6,530	64.0%	9,982	7,208	72.2%	9,268	6,906	74.5%		9,924	6,456	65.1%	9,730	6,585	67.7%	9,244	6,062	65.6%	9,038	6,608	73.1%	9,454	6,537	69.1%	10,993	9,072	82.5%		
	Window Replacement (vinyl)	T11	13,055	9,295	71.2%	13,385	8,594	64.2%	13,240	9,322	70.4%	12,624	9,266	73.4%		13,172	8,584	65.2%	13,040	8,485	65.1%	12,635	8,719	69.0%	12,429	9,738	78.4%	12,779	8,746	68.4%	14,119	11,561	81.9%		
	Window Replacement (wood)	15	16,361	11,194	68.4%	16,757	10,458	62.4%	16,597	11,137	67.1%	15,849	11,114	70.1%		16,516	10,330	62.5%	16,332	9,878	60.5%	15,835	10,723	67.7%	15,600	11,402	73.1%	16,037	10,592	66.0%	17,628	14,392	81.6%		
	Deck Addition (composite)	16	15,084	10,184	67.5%	15,584	9,557	61.3%	15,346	9,634	62.8%	14,389	10,181	70.8%		15,235	8,932	58.6%	15,076	9,562	63.4%	14,404	10,126	70.3%	14,126	9,837	69.6%	14,664	9,613	65.6%	16,811	13,729	81.7%		
	Bathroom Remodel	19	15,782	10,295	65.2%	16,603	9,384	56.5%	16,451	9,697	58.9%	14,612	10,194	69.8%		16,229	9,320	57.4%	15,731	8,706	55.3%	14,519	10,453	72.0%	13,997	10,152	72.5%	15,061	9,307	61.8%	18,570	14,791	79.6%		
	Grand Entrance (fiberglass)	20	7,088	4,528	63.9%	7,214	4,200	58.2%	7,156	4,418	61.7%	6,916	4,434	64.1%		7,135	4,182	58.6%	7,095	4,072	57.4%	6,916	4,876	70.5%	6,851	4,520	66.0%	6,971	4,049	58.1%	7,507	5,947	79.2%		
	Roofing Replacement	24	18,488	11,633	62.9%	19,723	11,104	56.3%	19,850	12,256	61.7%	17,302	11,574	66.9%		19,005	10,846	57.1%	18,323	9,397	51.3%	16,731	10,351	61.9%	15,496	10,822	69.8%	17,601	10,934	62.1%	21,834	16,084	73.7%		
	Back-up Power Generator	32	11,410	6,014	52.7%	11,825	5,624	47.6%	11,659	5,547	47.6%	10,918	6,698	61.3%		11,585	5,250	45.3%	11,396	4,746	41.6%	10,832	6,561	60.6%	10,668	6,347	59.5%	11,065	5,311	48.0%	12,616	7,557	59.9%		
\$25,000 TO \$100,000	Attic Bedroom	T8	47,919	34,916	72.9%	50,973	33,570	65.9%	49,719	32,278	64.9%	44,429	35,021	78.8%		48,850	31,445	64.4%	47,702	29,724	62.3%	44,056	31,705	72.0%	42,550	33,396	78.5%	45,585	32,959	72.3%	56,612	50,380	89.0%		
	Basement Remodel	13	61,303	43,095	70.3%	65,455	36,807	56.2%	63,919	33,877	53.0%	56,432	44,949	79.7%		62,673	37,098	59.2%	60,640	36,535	60.2%	55,757	40,281	72.2%	53,757	44,996	83.7%	58,353	43,309	74.2%	73,530	64,593	87.8%		
	Major Kitchen Remodel	14	53,931	37,139	68.9%	56,199	34,725	61.8%	55,522	35,417	63.8%	51,044	36,258	71.0%		54,943	34,352	62.5%	53,666	33,673	62.7%	50,757	35,990	70.9%	49,530	36,111	72.9%	52,190	36,570	70.1%	60,865	49,366	81.1%		
	Garage Addition	21	48,806	31,091	63.7%	51,129	28,785	56.3%	50,385	29,577	58.7%	46,123	30,461	66.0%		49,267	27,521	55.9%	48,740	27,150	55.7%	45,881	29,521	64.3%	44,757	31,430	70.2%	47,309	30,282	64.0%	55,179	43,035	78.0%		
	Family Room Addition	22	79,006	50,013	63.3%	84,224	46,943	55.7%	82,569	48,488	58.7%	73,082	48,168	65.9%		80,682	45,541	56.4%	78,308	45,347	57.9%	72,405	47,647	65.8%	69,842	47,733	68.3%	75,368	47,463	63.0%	93,262	69,906	75.0%		
	Deck Addition (composite)	T25	34,403	20,532	59.7%	36,036	18,985	52.7%	35,330	19,217	54.4%	32,359	20,180	62.4%		35,020	18,720	53.5%	34,276	19,177	55.9%	32,296	20,826	64.5%	31,363	20,413	65.1%	33,106	20,284	61.3%	39,434	26,501	67.2%		
	Bathroom Remodel	27	50,007	29,162	58.3%	51,737	25,538	49.4%	50,970	27,646	54.2%	47,786	28,910	60.5%		50,688	26,174	51.6%	49,968	25,809	51.7%	47,735	29,488	61.8%	46,760	31,257	66.8%	48,592	27,532	56.7%	55,410	38,701	69.8%		
	Roofing Replacement	28	33,880	19,194	56.7%	37,353	18,539	49.6%	37,553	20,065	53.4%	30,305																							

Don't just fill in the blank.

MAKE A STATEMENT.



Canyon Ridge® Collection

All too often the blank space that requires a garage door gets filled in as an afterthought. And that's just a shame. Your garage makes a statement about you and your home and it deserves a door that also doubles as an exclamation mark. Visit Clopay.com and explore a world of stunning garage door options. Together, we can transform that blank space into a statement that can't be ignored.

