YOUR BUSINESS

YOUR CLIENTS

YOUR TEAM

YOUR PROJECTS

Charging a design fee

**Recommending trades** 

Workers' comp changes

**Granny pods** 

## remodeli/

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**°

STWVALUE REPORT 2013		Natio	National Averages			New England			Middle Atlantic			South Atlantic			East	East North Central		West North Central			East South Central			West South Central			Mountain				Pacific		
OVERALL RAI	NK 1	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		
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	
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	
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	9	
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	2 84	
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	) 8	
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	2 9	
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	5 9	
Vindow 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	1 3	
iding Replacement (vinyl)	Т8	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	2	
iding 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	3	
indow 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	2	
indow 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	1	
indow 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	2	
ck 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	9	
hroom 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		
and 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	7	
ofing 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	1	
ack-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	7	
tic Bedroom	Т8	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		
sement 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	3	
jor 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	3	
rage 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	5	
mily 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	3	
ck 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	1	
hroom 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	1	
ofing Replacement	28	33,880	19,194	56.7%	37,353	18,539	49.6%	37,553	20,065	53.4%	30,305	18,826	62.1%		35,354	18,026	51.0%	33,530	15,431	46.0%	29,540	16,890	57.2%	27,756	18,788	67.7%	30,492	17,919	58.8%	41,997	26,164	k.	
throom Addition	29	70,969	39,730	56.0%	74,135	36,687	49.5%	72,860	37,832	51.9%	67,157	39,443	58.7%		72,131	37,100	51.4%	70,728	34,069	48.2%	66,827	37,322	55.8%	65,165	41,339	63.4%	68,475	36,717	53.6%	80,393	53,600	)	
throom Addition	30	37,501	20,569	54.8%	39,661	18,840	47.5%	38,781	18,255	47.1%	34,852	20,581	59.1%		38,369	18,928	49.3%	37,351	16,208	43.4%	34,684	19,423	56.0%	33,576	20,910	62.3%	35,843	19,510	54.4%	43,852	30,262	2	
rage Addition	31	80,511	44,034	54.7%	83,925	39,668	47.3%	82,452	39,705	48.2%	76,258	43,769	57.4%		81,760	38,651	47.3%	80,208	39,108	48.8%	76,306	43,034	56.4%	74,090	45,651	61.6%	77,763	43,635	56.1%	91,056	60,481		
nroom Addition	34	72,179	33,529	46.5%	75,497	33,742	44.7%	74,244	32,521	43.8%	68,182	33,976	49.8%		73,506	32,312	44.0%	71,906	30,246	42.1%	68,000	29,834	43.9%	66,180	33,672	50.9%	69,626	29,797	42.8%	81,683	42,188	1	
ome Office Remodel	35	27,292	11,911	43.6%	28,698	11,035	38.5%	28,170	11,113	39.4%	25,645	11,176	43.6%		27,850	10,975	39.4%	27,062	9,965	36.8%	25,441	13,224	52.0%	24,716	12,743	51.6%	26,314	11,360	43.2%	31,338	15,886		
vo-Story Addition	18	152,470	99,674	65.4%	159,561	98,088	61.5%	156,044	98,469	63.1%	144,437	99,856	69.1%		154,858	94,964	61.3%	152,363	90,229	59.2%	144,444	86,192	59.7%	139,694	94,137	67.4%	147,310	94,226	64.0%	172,168	130,118	1	
aster Suite Addition	23	101,873	64,390	63.2%	108,536	62,696	57.8%	106,278	62,859	59.1%	94,589	62,339	65.9%		103,915	59,395	57.2%	101,187	57,609	56.9%	93,409	61,712	66.1%	90,539	60,930	67.3%	96,858	60,263	62.2%	119,724	88,170	,	
ajor Kitchen Remodel	T25	107,406	64,113	59.7%	110,792	59,346	53.6%	109,524	63,611	58.1%	103,317	62,307	60.3%		108,747	58,720	54.0%	107,072	57,469	53.7%	103,033	64,356	62.5%	101,202	65,182	64.4%	104,913	62,674	59.7%	117,210	81,681		
faster Suite Addition	33	220,086	114,569	52.1%	230,013	106,851	46.5%	225,527	108,605	48.2%	209,125	114,132	54.6%	The Edward	223,032	107,764	48.3%	219,513	101,237	46.1%	208,457	111,997	53.7%	203,617	117,253	57.6%	212,868	109,111	51.3%	246,520	147,433		

black=midrange project | blue=upscale project

2 REMODELING | JANUARY 2013 K

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Don't just fill in the blank.

## MAKE A STATEMENT.



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.



