

## Stigma Survey

### 1 Fuel Oil Spill

A fuel oil spill from a neighboring property washes across a portion of land at the rear of adjoining Farm A. The initial spill damages trees and leaves a patch of dead vegetation approximately 50'-wide by 400'-long. The neighbor takes steps to cleanup the spill and the Department of Environmental Protection ("DEP") and Board of Health investigate. Some of Farm A's fencing and the grounds are further damaged in the cleanup effort. The spill becomes public knowledge, and an article on the spill is published in a local newspaper and online. More than a year later, the DEP has found that the spill did not initially contaminate the ground water, but has not issued a final report as to whether the spill has been fully and effectively cleaned up, and damage to the fencing, grounds and vegetation has not been repaired. The owner of Farm A wants to sell the property, but local brokers say that title cannot be insured until the DEP issues its final report.

If Farm A was on the market when the spill first occurred, would the spill have caused its sale price to be reduced?		
Answer Options	Response Percent	Response Count
Yes	98.4%	125
No	1.6%	2
<i>answered question</i>		<b>127</b>
<i>skipped question</i>		<b>7</b>

If yes, by how much would Farm A's sale price have been reduced because of the spill?		
Answer Options	Response Percent	Response Count
Up to 10%	10.6%	12
10 to 20%	32.7%	37
20 to 40%	41.6%	47
40 to 60%	8.0%	9
More than 60%	7.1%	8
<i>answered question</i>		<b>113</b>
<i>skipped question</i>		<b>21</b>

If Farm A is on the market currently, will its sale price be reduced because of the spill?		
Answer Options	Response Percent	Response Count
Yes	96.7%	119
No	3.3%	4
<i>answered question</i>		<b>123</b>
<i>skipped question</i>		<b>11</b>

If yes, by how much will its sale price be reduced because of the spill?		
Answer Options	Response Percent	Response Count
Up to 10%	14.7%	16
10 to 20%	38.5%	42
20 to 40%	34.9%	38
40 to 60%	6.4%	7
More than 60%	5.5%	6
<i>answered question</i>		<b>109</b>
<i>skipped question</i>		<b>25</b>

How long will Farm A's sale price be reduced because of the spill?		
Answer Options	Response Percent	Response Count
Farm A's sale price is not currently reduced because of the spill	1.7%	2
Until the DEP issues its final report that the spill has been cleaned up	22.3%	27
Until the DEP issues its final report, and all physical evidence is gone	48.8%	59
Up to 5 years after the DEP issues its report and all physical evidence is gone	19.8%	24
More than 5 years after the DEP issues its report and all physical evidence is	7.4%	9
Comments:		32
<i>answered question</i>		<b>121</b>
<i>skipped question</i>		<b>13</b>

## 2 The Basement Oil Spill

House A and House B are side-by-side, semi-detached homes identical in all respects except for their heating systems. House B's old furnace and oil tank have been removed and replaced with a gas-fired heater. The oil company, unaware of the conversion, used the old filler pipe and pumped 250 gallons of heating oil onto House B's basement floor. The oil company's insurance paid for an extensive cleanup. After the cleanup, the only remaining trace of the accident is the paper trail to be disclosed in the event of a sale.

If both properties were sold immediately after the cleanup, how much would House B sell for compared to House A?		
Answer Options	Response Percent	Response Count
About the same price	48.2%	55
Up to 5% less	25.4%	29
5 to 10% less	12.3%	14
10 to 15% less	7.0%	8
More than 15% less	7.0%	8
<i>answered question</i>		114
<i>skipped question</i>		20

How long will it take before House B's sale price is no longer reduced by the spill?		
Answer Options	Response Percent	Response Count
The spill never reduced House B's sale price	23.0%	26
The sale price will no longer be reduced after the cleanup	36.3%	41
1 year after the cleanup	24.8%	28
Up to 5 years after the cleanup	13.3%	15
5 to 10 years after the cleanup	0.9%	1
More than 10 years after the cleanup	1.8%	2
Comments:		22
<i>answered question</i>		113
<i>skipped question</i>		21

### 3 Underground Contamination

House A and House B are identical, detached homes located side-by-side. Both are for sale at the same time, for the same price. The home inspector for House B discovers a small underground plume of gasoline emanating from a neighboring property onto House B's lot. The subdivision is on a public water system, but the DEP insists on the installation of an unobtrusive ground water monitoring system for House B. House A next door is not affected in any way.

How much does the home inspector's discovery diminish House B's sale price as compared to House A next door?		
Answer Options	Response Percent	Response Count
Not at all	14.4%	15
Up to 10 %	41.3%	43
10 to 20%	27.9%	29
20 to 30%	3.8%	4
More than 30%	12.5%	13
<i>answered question</i>		<b>104</b>
<i>skipped question</i>		<b>30</b>

How long will it take before House B's sale price is not negatively affected by the home inspector's discovery?		
Answer Options	Response Percent	Response Count
House B's sale price is not currently affected by the home inspector's	15.4%	16
1 year	15.4%	16
Up to 5 years	17.3%	18
5 to 10 years	0.0%	0
More than 10 years	1.9%	2
Until the monitoring system is removed.	50.0%	52
Comments:		16
<i>answered question</i>		<b>104</b>
<i>skipped question</i>		<b>30</b>

#### 4 Ground Water Contamination

Property A and Property B are neighboring commercial properties. Property B's well water has been contaminated with fecal coliform, E. coli and other bacteria coming from Property A. Property B's owner installed a special water filtration system, but the contamination could not be fully removed. Some Property B employees have been hospitalized after drinking the water. The DEP and local authorities investigated Property A and uncovered a history of waste spills for which Property A was fined. Property A says it has taken steps to avoid further contamination, but ongoing monitoring shows monthly fluctuations in Property B's water quality.

Is Property B's sale price diminished by these conditions?		
Answer Options	Response Percent	Response Count
Yes	99.0%	101
No	1.0%	1
<i>answered question</i>		<b>102</b>
<i>skipped question</i>		<b>32</b>

If yes, by how much is the sale price diminished?		
Answer Options	Response Percent	Response Count
Up to 10%	4.2%	4
10 to 25%	29.2%	28
25 to 50%	31.3%	30
50 to 75%	21.9%	21
75 to 100%	13.5%	13
<i>answered question</i>		<b>96</b>
<i>skipped question</i>		<b>38</b>

If yes, how long will Property B's sale price be negatively affected by these conditions?		
Answer Options	Response Percent	Response Count
As long as Property B's water quality continues to fluctuate	23.0%	23
As long as Property B uses well water instead of public water	28.0%	28
As long as Property A continues to discharge pollutants	19.0%	19
As long as Property A continues to operate	14.0%	14
Permanently	16.0%	16
Comments:		12
<i>answered question</i>		<b>100</b>
<i>skipped question</i>		<b>34</b>

## 5 Cell Tower View

House A and House B are identical. House A overlooks a field with a 225'-tall cell tower. House B overlooks a similar field, but with no cell tower. Neither house is in the fall line of the tower.

Is the presence of the cell tower likely to make house A sell for less than house B?		
Answer Options	Response Percent	Response Count
Yes	88.4%	84
No	11.6%	11
<i>answered question</i>		<b>95</b>
<i>skipped question</i>		<b>39</b>

If yes, by how much?		
Answer Options	Response Percent	Response Count
Up to 5%	31.4%	27
5 to 10%	33.7%	29
10 to 20%	27.9%	24
More than 20%	7.0%	6
<i>answered question</i>		<b>86</b>
<i>skipped question</i>		<b>48</b>

If yes, how long will the cell tower affect house A's sale price?		
Answer Options	Response Percent	Response Count
1 year	0.0%	0
Up to 5 years	3.5%	3
5 to 10 years	0.0%	0
10 to 15 years	1.2%	1
Permanently	95.3%	82
Comments:		10
<i>answered question</i>		<b>86</b>
<i>skipped question</i>		<b>48</b>

## 6 Cracks in Basement Walls

House A, in a newly constructed subdivision, develops hairline cracks in the basement walls one year after construction. No other houses in the neighborhood show similar cracks. The builder hires two structural engineers who say the cracks are neither dangerous nor unusual. The builder repairs the cracks. Six months later, new cracks appear. The builder trenches the entire foundation, waterproofs and repairs the cracks inside and out, and back-fills and landscapes the outside perimeter of the foundation walls. After these repairs are completed, the owner decides to sell House A. House B, an identical house on the same street, which has had no problems with basement cracks, is listed at the same time.

Will House A's sale price be reduced because of the history of foundation cracks?		
Answer Options	Response Percent	Response Count
Yes	57.1%	56
No	42.9%	42
<i>answered question</i>		<b>98</b>
<i>skipped question</i>		<b>36</b>

If yes, for how much less will it sell compared to House B?		
Answer Options	Response Percent	Response Count
Up to 5%	41.4%	24
5 to 10%	31.0%	18
10 to 15%	10.3%	6
More than 15%	13.8%	8
House A will not sell at all	3.4%	2
<i>answered question</i>		<b>58</b>
<i>skipped question</i>		<b>76</b>

How long will it take before House A's sale price is no longer reduced because of the history of foundation cracks?		
Answer Options	Response Percent	Response Count
House A's sale price was never reduced because of the cracks	33.7%	29
House A's sale price was reduced, but is not reduced now	18.6%	16
1 year	12.8%	11
Up to 5 years	20.9%	18
5 to 10 years	9.3%	8
More than 10 years	4.7%	4
Comments:		19
	<i>answered question</i>	<b>86</b>
	<i>skipped question</i>	<b>48</b>

## 7 Fish Kill caused by Chemical Spill

A derailed train spills 45,000 gallons of caustic soda into a popular trout fishing creek. The spill kills all aquatic life within 7.5 miles downstream. DEP officials issue an advisory warning to avoid the creek within this 7.5-mile area. The railroad quickly cleans up the spill. Within 2 months, the DEP advisory is scaled back to 1,000 feet. The spill is the subject of more than 700 articles in various publications. The railroad agrees to settle all civil cases related to the spill. The DEP advisory for the 1,000-foot area is still in place awaiting a final site assessment report.

What current reduction in sale prices is expected for houses down stream from the original 7.5-mile advisory area, as a result of the spill?

Answer Options	Response Percent	Response Count	
No reduction	30.1%	25	
Up to 5%	8.4%	7	
5 to 10%	25.3%	21	
10 to 15%	13.3%	11	
More than 15%	22.9%	19	
			<b>answered question</b>
			<b>83</b>
			<b>skipped question</b>
			<b>51</b>

What current reduction in sale prices is expected for houses downstream from the 1,000-foot advisory area, but within the

Answer Options	Response Percent	Response Count	
No reduction	13.3%	11	
Up to 5%	26.5%	22	
5 to 10%	19.3%	16	
10 to 15%	19.3%	16	
More than 15%	21.7%	18	
			<b>answered question</b>
			<b>83</b>
			<b>skipped question</b>
			<b>51</b>

What current reduction in sale prices is expected for houses within the 1,000-foot advisory area, as a result of the spill?

Answer Options	Response Percent	Response Count	
No reduction	3.7%	3	
Up to 5%	7.3%	6	
5 to 10%	29.3%	24	
10 to 15%	13.4%	11	
More than 15%	46.3%	38	
			<b>answered question</b>
			<b>82</b>
			<b>skipped question</b>
			<b>52</b>

How long will it take for the spill to no longer affect the sale prices of homes along the creek?		
Answer Options	Response Percent	Response Count
Sale prices were never affected	3.6%	3
Sale prices are not currently affected by the spill	1.2%	1
Until the advisory is lifted by the DEP	22.9%	19
Until the advisory is lifted by the DEP and negative articles in the local press	27.7%	23
Less than 5 years after the advisory is lifted and negative articles cease	24.1%	20
More than 5 years after the advisory is lifted and the negative articles cease	20.5%	17
Comments:		9
<i>answered question</i>		<b>83</b>
<i>skipped question</i>		<b>51</b>

## 8 Sound Barrier Wall along a Property's Frontage

The Department of Transportation ("DOT") installs a 14'-tall sound barrier wall along the frontage of a lot containing an existing single-family home. The home is set back 50' from the wall. The wall spans the entire front of the lot, with a break to provide driveway access. With the wall in place, the home is not visible from the roadway. The wall is easily visible from the home. The home is offered for sale immediately after the wall is installed.

Does the wall reduce the property's sale price?		
Answer Options	Response Percent	Response Count
Yes	89.4%	76
No	10.6%	9
<i>answered question</i>		<b>85</b>
<i>skipped question</i>		<b>49</b>

If yes, by how much?		
Answer Options	Response Percent	Response Count
Up to 5%	7.8%	6
5 to 10%	13.0%	10
10 to 15%	18.2%	14
15 to 20%	29.9%	23
More than 20%	31.2%	24
<i>answered question</i>		<b>77</b>
<i>skipped question</i>		<b>57</b>

If yes, how long will the negative effect last?		
Answer Options	Response Percent	Response Count
Less than 5 years	2.6%	2
5 to 10 years	2.6%	2
10 to 20 years	1.3%	1
More than 20 years	3.9%	3
As long as the wall exists	89.5%	68
<i>answered question</i>		<b>76</b>
<i>skipped question</i>		<b>58</b>

<b>If the wall was 25' closer to the home, what would happen to the sale price?</b>		
<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
It would increase	3.5%	3
It would stay the same	10.6%	9
It would decrease	85.9%	73
<i>answered question</i>		<b>85</b>
<i>skipped question</i>		<b>49</b>
<b>If the sale price would increase or decrease, by how much?</b>		
<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
Up to 5%	8.1%	6
5 to 10%	23.0%	17
10 to 15%	24.3%	18
15 to 20%	21.6%	16
More than 20%	23.0%	17
<i>answered question</i>		<b>74</b>
<i>skipped question</i>		<b>60</b>
<b>If the wall was 25' farther from the home, what would happen to the sale price?</b>		
<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
It would increase	31.8%	27
It would stay the same	55.3%	47
It would decrease	12.9%	11
<i>answered question</i>		<b>85</b>
<i>skipped question</i>		<b>49</b>
<b>If the sale price would increase or decrease, by how much?</b>		
<b>Answer Options</b>	<b>Response Percent</b>	<b>Response Count</b>
Up to 5%	45.3%	24
5 to 10%	24.5%	13
10 to 15%	18.9%	10
15 to 20%	3.8%	2
More than 20%	7.5%	4
Comments:		14
<i>answered question</i>		<b>53</b>
<i>skipped question</i>		<b>81</b>

## 9 Sound Barrier Wall along a Rear Property Line

The DOT installs a 14'-tall sound barrier wall along the entire rear property line of a lot containing an existing single-family home. The home is set back 50' from the wall. With the wall in place, the home is not visible from the roadway. The wall is easily visible from the home. The home is offered for sale immediately after the wall is installed.

Does the wall reduce the property's sale price?		
Answer Options	Response Percent	Response Count
Yes	71.8%	56
No	28.2%	22
<i>answered question</i>		<b>78</b>
<i>skipped question</i>		<b>56</b>

If yes, by how much?		
Answer Options	Response Percent	Response Count
Up to 5%	21.1%	12
5 to 10%	33.3%	19
10 to 15%	21.1%	12
15 to 20%	5.3%	3
More than 20%	19.3%	11
<i>answered question</i>		<b>57</b>
<i>skipped question</i>		<b>77</b>

If yes, how long will the negative effect last?		
Answer Options	Response Percent	Response Count
Less than 5 years	7.4%	4
5 to 10 years	1.9%	1
10 to 20 years	0.0%	0
More than 20 years	5.6%	3
As long as the wall exists	85.2%	46
<i>answered question</i>		<b>54</b>
<i>skipped question</i>		<b>80</b>

If the wall was 25' closer to the home, what would happen to the sale price?		
Answer Options	Response Percent	Response Count
It would increase	4.1%	3
It would stay the same	16.4%	12
It would decrease	79.5%	58
<i>answered question</i>		<b>73</b>
<i>skipped question</i>		<b>61</b>
If the sale price would increase or decrease, by how much?		
Answer Options	Response Percent	Response Count
Up to 5%	26.6%	17
5 to 10%	32.8%	21
10 to 15%	17.2%	11
15 to 20%	14.1%	9
More than 20%	9.4%	6
<i>answered question</i>		<b>64</b>
<i>skipped question</i>		<b>70</b>
If the wall was 25' farther from the home, what would happen to the sale price?		
Answer Options	Response Percent	Response Count
It would increase	42.3%	30
It would stay the same	49.3%	35
it would decrease	8.5%	6
<i>answered question</i>		<b>71</b>
<i>skipped question</i>		<b>63</b>
If the sale price would increase or decrease, by how much?		
Answer Options	Response Percent	Response Count
Up to 5%	54.3%	25
5 to 10%	30.4%	14
10 to 15%	10.9%	5
15 to 20%	0.0%	0
More than 20%	4.3%	2
Comments:		7
<i>answered question</i>		<b>46</b>
<i>skipped question</i>		<b>88</b>

## # Real Estate Experience

How long have you been working as a real estate professional?		
Answer Options	Response Percent	Response Count
Less than 5 years	12.2%	10
5 to 10 years	26.8%	22
10 to 15 years	12.2%	10
15 to 20 years	7.3%	6
More than 20 years	41.5%	34
<i>answered question</i>		<b>82</b>
<i>skipped question</i>		<b>52</b>

Have you ever been involved with marketing a property affected by conditions similar to any of the scenarios in this survey?		
Answer Options	Response Percent	Response Count
Yes	66.7%	54
No	33.3%	27
<i>answered question</i>		<b>81</b>
<i>skipped question</i>		<b>53</b>

If yes, approximately how many times?		
Answer Options	Response Percent	Response Count
Less than 5	64.2%	34
5 to 10	18.9%	10
10 to 15	7.5%	4
15 to 20	1.9%	1
More than 20	7.5%	4
<i>answered question</i>		<b>53</b>
<i>skipped question</i>		<b>81</b>

What type of properties were they?		
Answer Options	Response Percent	Response Count
Mostly residential	91.1%	51
Mostly commercial	8.9%	5
Mostly industrial	0.0%	0
<i>answered question</i>		<b>56</b>
<i>skipped question</i>		<b>78</b>

How would you characterize the location of these properties?		
Answer Options	Response Percent	Response Count
Mostly urban	12.5%	7
Mostly suburban	85.7%	48
Mostly rural	1.8%	1
<i>answered question</i>		<b>56</b>
<i>skipped question</i>		<b>78</b>

How often do the types of scenarios described in this report occur in your market?		
Answer Options	Response Percent	Response Count
Frequently	17.3%	13
Infrequently	81.3%	61
Never	1.3%	1
<i>answered question</i>		<b>75</b>
<i>skipped question</i>		<b>59</b>

How would you characterize your responses to the survey questions?		
Answer Options	Response Percent	Response Count
They are based on my experience working with affected or stigmatized	21.0%	17
They are based on my experience working with properties that had some	39.5%	32
They are based on my general real estate experience	25.9%	21
They are mostly guesses based on limited personal experience	13.6%	11
<i>answered question</i>		<b>81</b>
<i>skipped question</i>		<b>53</b>