

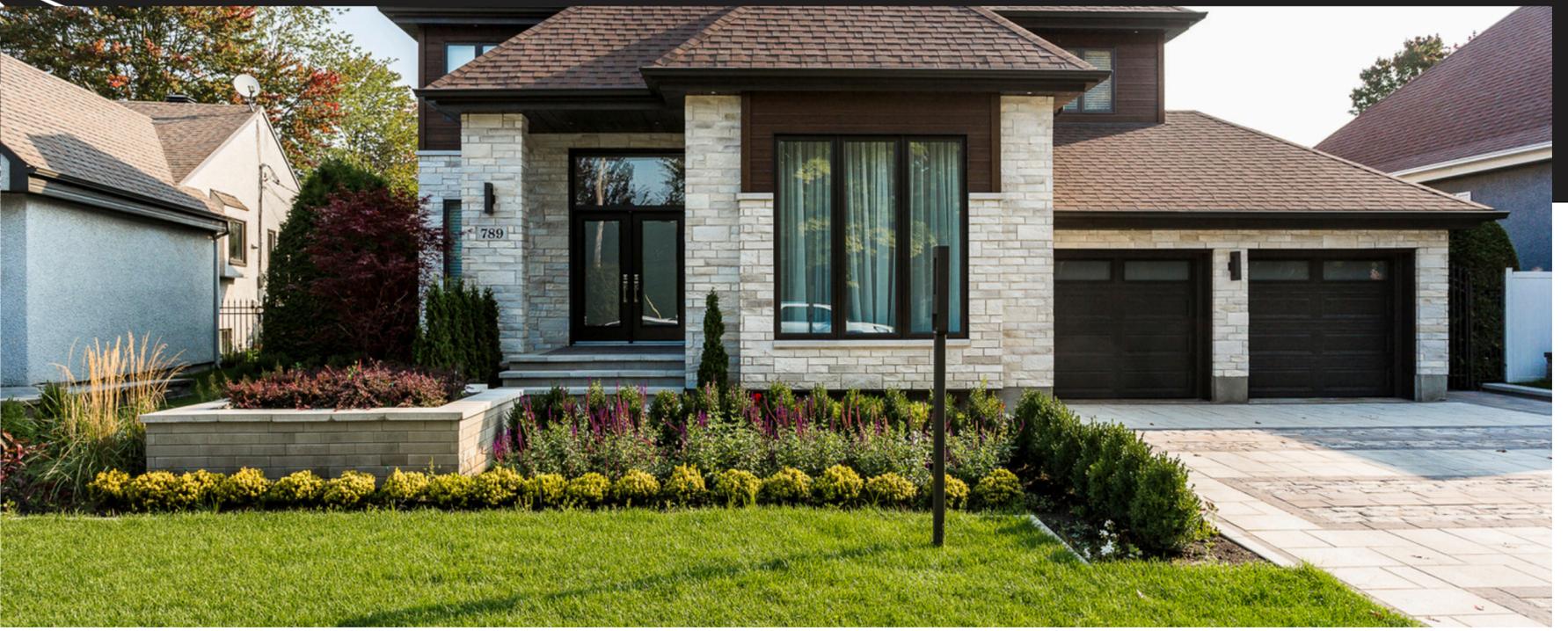


Selling

Home

WHAT NOT TO FIX BEFORE SELLING YOUR HOME

7 Step Guide



7 STEP GUIDE ON WHAT NOT FIX BEFORE SELLING YOUR HOME

This document outlines the seven most common mistakes that sellers make when listing their home—mistakes that experienced agents see repeatedly.

These errors can cost you money, delay your sale, and add unnecessary complexity.

Luca Como



1. DO NOT FULLY REMODEL THE KITCHEN OR BATHROOMS

Major renovations rarely provide a full return before selling. Instead, focus on cosmetic improvements:

- Paint cabinets in a neutral color
- Replace hardware and plumbing fixtures
- Deep clean thoroughly
- Reglaze or refinish an old tub instead of replacing it
- Remove wallpaper and repaint in neutral tones

These small updates create a fresh look without overspending.



2. DO NOT REPLACE THE ROOF UNNECESSARILY

If there are active leaks, they should be repaired. However, replacing a roof solely to sell is often unnecessary.

If the roof is near the end of its lifespan, a pro-rated credit is usually more cost-effective than full replacement.



3. DO NOT REPLACE FLOORING COMPLETELY

Start with professional cleaning. If floors are worn, sanding and refinishing is often enough. Remove old carpet to expose hardwood when possible.

Only replace flooring if stains, damage, or odors would deter buyers. Always choose neutral and neighborhood-appropriate materials.

Pro tip: Using the same flooring throughout the home creates better flow and makes spaces feel larger.



4. DO NOT RESURFACE CRACKED DRIVEWAYS AND WALKWAYS

Although it may improve curb appeal, this work is often expensive and rarely increases sale value proportionally.



5. DO NOT REPLACE THE FRONT DOOR

Front doors are costly. Instead:

- Repaint or refinish
- Update the hardware

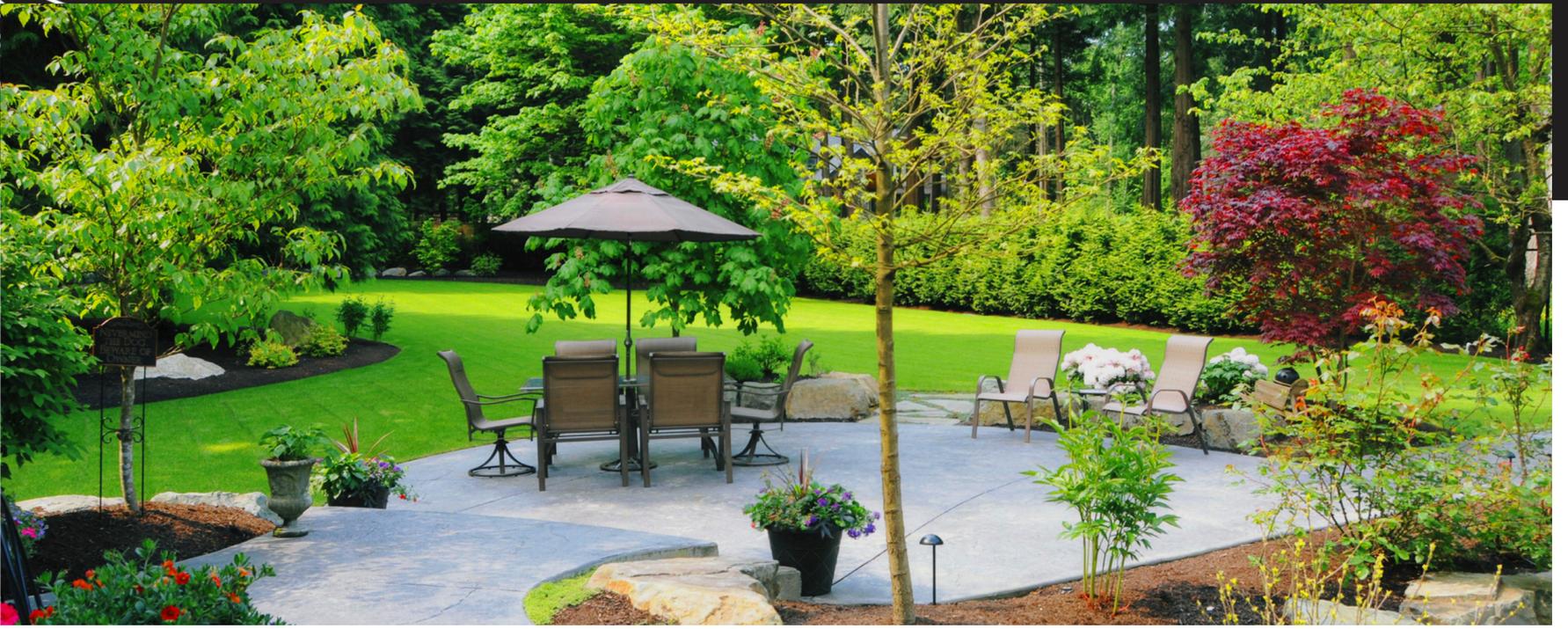
This provides a fresh look at a fraction of the cost.



6. DO NOT REPLACE WINDOW COVERINGS

Remove outdated curtains or blinds instead. Clean, repair, and paint window frames.

Natural light increases buyer appeal.



7. AVOID MAJOR LANDSCAPING PROJECTS

There is no need to install new trees or extensive landscaping.

Instead:

- Trim trees and bushes
- Mow the lawn
- Add mulch and seasonal flowers for curb appeal



**FOR
SALE**

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