



Realtor Robin Jones

Robin Talks Real Estate

How Much is Too Much When Preparing to Sell Your Home?

Whether you're selling your home as-is or trying to sell a showpiece, this column will help you determine what you can do to make back your investment. There are five areas to evaluate.

1. **Flooring.** If you have hardwood floors, refinish them. It'll be worth every penny. Make sure carpet is a light tan. If you have ceramic tile, replace chipped or broken tiles. Don't put in ceramic tile if you don't already have it—the investment won't pay off.
2. **Ceilings and Walls.** Paint is your most cost effective improvement. If you have wallpaper, just get rid of it. Wood paneling? Paint over it in pale, neutral shade. Textured ceilings have to go. This won't be as expensive as it will be time consuming.
3. **Kitchens.** Kitchen remodels are a good investment, but don't go overboard. In the Midwest, you're not likely to get as big a return. Do replace or refinish your cabinets. Update countertops with a good laminate and put in sparkling new faucets and sinks. Only replace appliances if necessary.
4. **Bathrooms.** The national average return is 100% for bathrooms. New floors, fixtures, and lighting will definitely pay off.
5. **Roof and Exterior.** If you need a new roof, just do it. One of the biggest reasons for not buying a home is a bad roof. Also, patch cracked sidewalks, resurface driveways, repair fences.

Remember, you don't have to break the bank to sell your home, but you have to do the right things. Spend wisely.

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