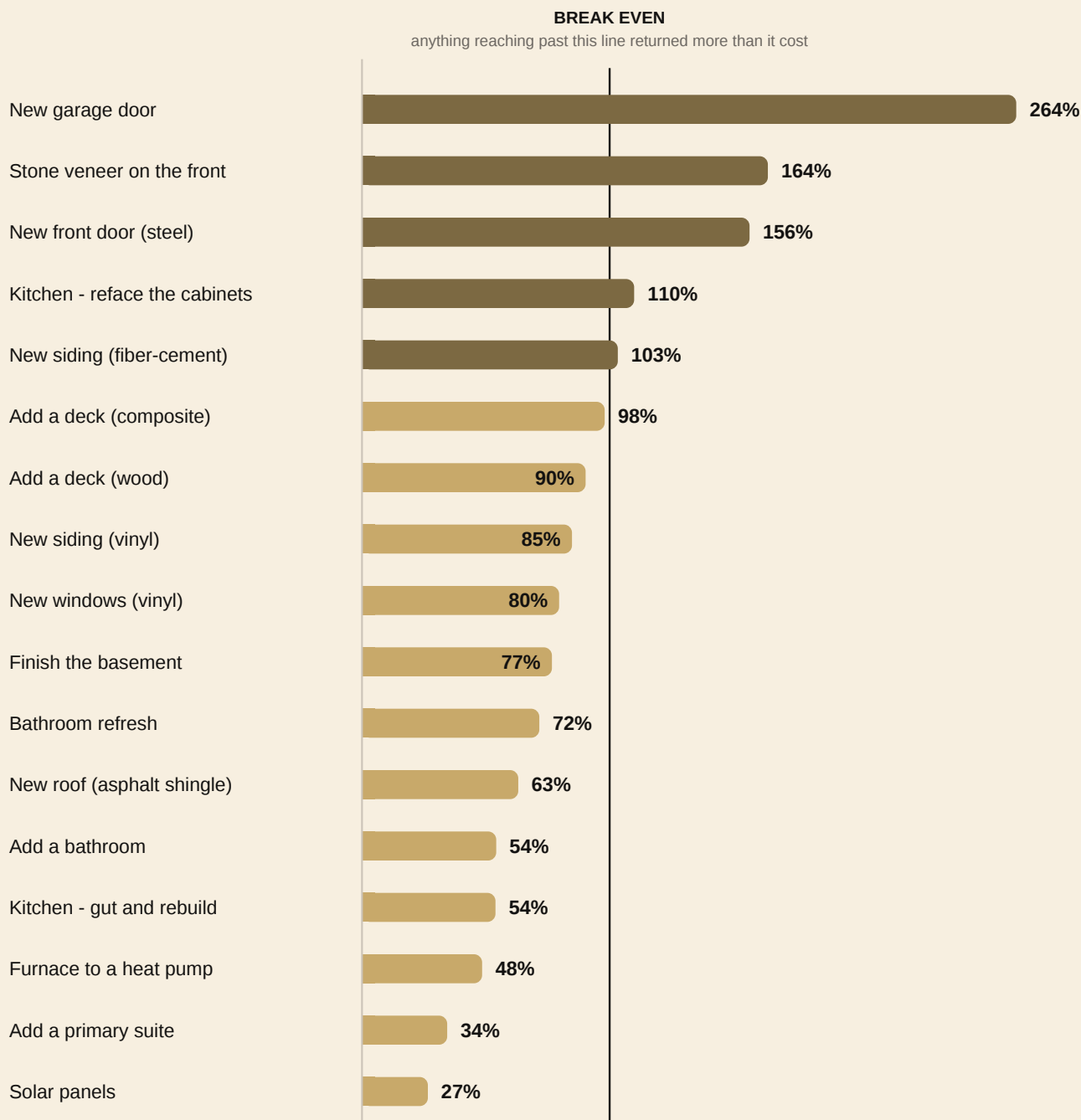


WHICH PROJECTS PAY YOU BACK

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For every dollar you put into the house before selling, how much of it returns in the sale price.



THE PATTERN

Small work on the outside of the house sits at the top. Big work on the inside sits at the bottom. The two kitchen rows are the same room: reface the cabinets and it pays for itself, gut it and about half the money stays in the house.

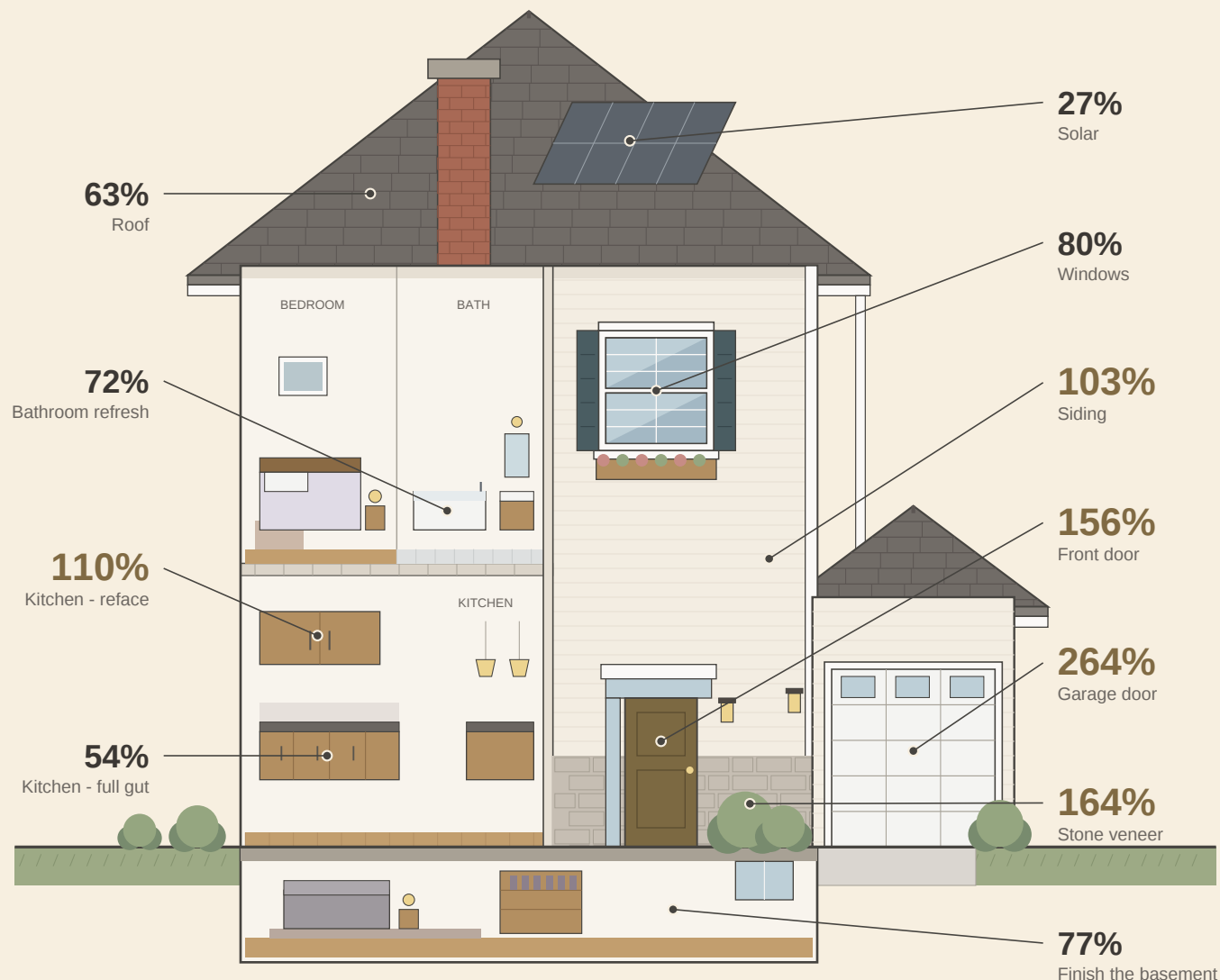
PAINT AND FLOORING AREN'T ON THIS LIST

Nobody publishes a percentage for them - they are too cheap and too universal to model like a construction project. What is measured: painting the whole interior is the most common thing agents tell a seller to do before listing. Flooring is judged on condition, not return.

THE SAME NUMBERS, ON A HOUSE

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Gold means the work returned more than it cost. The jobs you can realistically do yourself are listed at the bottom.



FIVE THINGS YOU CAN DO YOURSELF

no contractor, no permit, no quotes

Paint

The thing agents name most often when asked what a seller should do first.

Declutter

The most common seller mistake, and the only one here that can cost nothing.

Deep clean

The second most common mistake. No study prices it; every agent ranks it.

Lawn and beds

Basic lawn care returns more of its cost than anything NAR has measured.

Light fixtures and hardware

Dated fixtures date the room. My recommendation - no study behind this one.