

Don't fix things in your house that exceed the comparable value of houses in your neighborhood. For example, you would not replace your countertops with expensive granite in a "Formica" neighborhood.

Below is a list of the most common items not to be fixed before selling your home.

- ROOF
 - Unless your shingles are flying down the street in a wind storm, it is better to repair than replace them.
 - You can always offer a roof credit to the buyer which might be less than your cost to replace the entire roof.
- FOUNDATION/BASEMENT
 - Don't "over-finish" the basement with higher-end finishes. Have the Realtor look at comparable houses and finishes in the neighborhood.
 - Don't advertise an extra bedroom in the basement unless it meets all the requirements for a below-grade bedroom. Check with your local building department.
- PLUMBING
 - Don't upgrade the fixtures unless they are falling apart and are inoperable. Chances are that your choice of style will not be the same as the buyer's.
 - Don't replace the water heater unless it is leaking on your basement floor or shows signs of major corrosion.
- ELECTRICAL
 - Don't replace electrical components unless a licensed electrician verifies them to be a safety hazard.
- HEATING, VENTILATION, and AIR CONDITIONING
 - Don't replace the furnace or boiler if a professional tune-up will keep it running.
 - On the other hand, if the heating equipment is not operating you will need to replace it or give the buyer a credit to compensate some of their cost.
 - Replacing a furnace will only add between 35-50% of the cost back onto the value of the home.
- SAFETY FEATURES
 - As long as your smoke and CO detectors are working don't replace them. Most inspectors will tell the buyer to replace them when they move in.
- KITCHEN
 - Don't remodel your kitchen unless you're doing it for your enjoyment.
 - As nice as you make it, the buyer will most likely have different tastes.
- BATHROOM(S)
 - Don't remodel your bathroom(s) unless you're doing it for your enjoyment.
 - As nice as you make it, the buyer will most likely have different tastes.
- WINDOWS and DOORS
 - Don't replace windows or doors unless they are inoperable or cracked.

- FLOORING
 - Don't replace flooring unless it poses a safety hazard or is the source of offensive odors.
- GARAGE
 - Don't overdo fixing up your garage unless there are broken features such as the garage door opener or missing concrete.
- DRIVEWAY and WALKS
 - Any crack that is the result of settling or use might not need to be repaired unless it is a trip hazard.