MONICA GAMBLE · SELLER'S QUICK GUIDE

Renovate Before Selling or Sell As Is?

A SELLER'S GUIDE

Not every improvement pays for itself at resale. The best approach depends on your home's condition, your timeline, your budget, and what competing homes offer. Start with a plan—not a renovation wish list.

Consider targeted improvements when...

- A manageable repair resolves an obvious concern.
- Cleaning, paint, lighting, or landscaping could improve presentation.
- You can finish the work before photos and showings without rushing.
- Relevant nearby listings suggest the change may help marketability.

Consider selling as is when...

- Your move requires a shorter timeline.
- Work is costly, uncertain, or could uncover more repairs.
- Buyers may prefer to select their own finishes.
- The potential benefit does not justify the expense or disruption.

A four-step decision check

1. **Separate needs from upgrades.** Identify maintenance or safety issues versus cosmetic preferences. Seek qualified advice for issues requiring expert evaluation.
2. **Calculate the full cost.** Get written bids where appropriate; account for permits, carrying costs, delays, and surprises.
3. **Compare likely outcomes.** Review relevant nearby listings and recent sales. Ask whether the work may help attract buyers, not just whether it looks better.
4. **Work backward from your listing date.** Choose only projects you can realistically finish before photography and showings.

Your project planner

Project	Estimated cost & time	Likely buyer impact	Decision
Repairs / maintenance	_____	_____	Do / Skip / Get advice
Paint / cleaning / staging	_____	_____	Do / Skip / Get advice
Major renovation	_____	_____	Do / Skip / Get advice

What "as is" does—and doesn't—mean: Selling as is generally signals that you do not plan to make repairs as part of the sale. It does not eliminate applicable disclosure obligations, and buyers may still investigate the property or negotiate. Your contract and circumstances control the details; consult the appropriate professionals for guidance.

Bottom line: Focus on work that supports a strong presentation and makes financial sense for your home. That may mean a few thoughtful updates—or pricing and marketing it in its present condition.

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