

MISTAKE 16

OVER CAPITALISING

Many home improvements do not improve your price.



Be careful what you spend on major improvements to your home. What suits you may not suit every buyer. A good example is a swimming pool. It may cost you \$25,000. Yet, it is worth nothing to buyers who do not want a pool.

Waiting for a buyer with the same taste as you may take years. The main purpose of home improvements is to improve your enjoyment, not to improve your price.

You rarely get back more than half the cost of your improvements when you sell.

Do not spend large sums on home improvement immediately prior to selling your home.