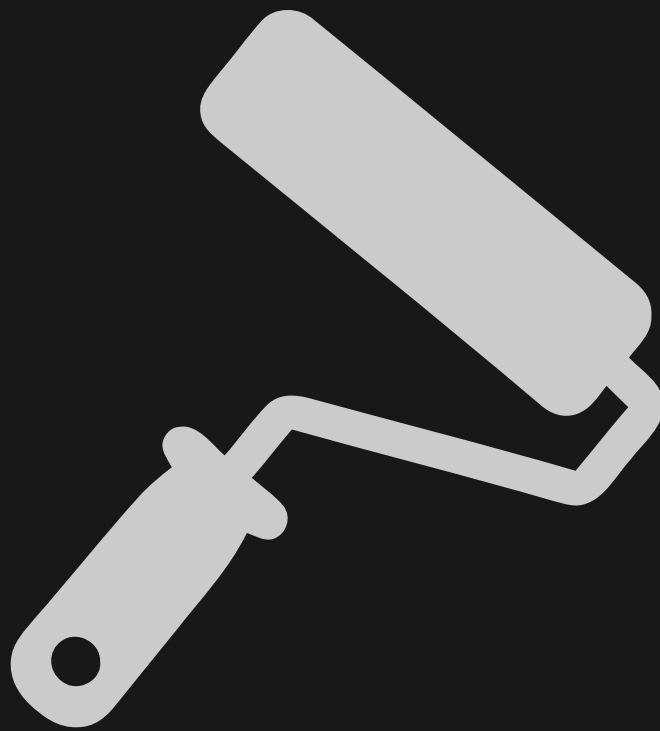


SUCCESS IN FSBO REHAB RULES



CLEAR PATH CONSULTING

WHICH HOME IMPROVEMENTS
MAXIMIZE ROI

REHAB RULES ROI WORKSHEET

(CLEAR PATH CONSULTING — FOR EDUCATIONAL USE ONLY)

Instructions: Use this worksheet to evaluate potential improvements before listing. Check the cost, typical return on investment (ROI), and decide whether it's worth doing for your home. ROI ranges reflect typical market behavior and buyer perception, not guaranteed increases in sale price. This is not an appraisal or professional recommendation, final choices are yours.

COSMETIC / QUICK FIXES (HIGH ROI)

Project	Avg Cost	Typical ROI %
Deep clean & declutter	\$300-\$800	200%+
Landscaping / curb appeal	\$1,000-\$3,500	100-150%
Interior paint (neutral colors)	\$2,000-\$4,000	100-120%
Minor staging (furniture placement, décor)	\$500-\$2,000	90-120%

MID-LEVEL UPGRADES (MODERATE ROI)

Project	Avg Cost	Typical ROI %
Light fixtures / hardware swap	\$500-\$2,000	90-100%
Flooring replacement (carpet → LVP)	\$4,000-\$7,000	80-100%
Kitchen refresh (paint cabinets, new hardware, counters)	\$5,000-\$12,000	70-90%
Bathroom refresh (new vanity, fixtures, paint)	\$3,000-\$8,000	65-85%

MAJOR PROJECTS (LOW ROI FOR FSBO)

Project	Avg Cost	Typical ROI %
New roof	\$12,000-\$20,000	60-75%
Full kitchen remodel	\$25,000-\$60,000	50-70%
Full bathroom remodel	\$15,000-\$30,000	50-70%
New HVAC system	\$7,000-\$12,000	50-70%
Swimming pool installation	\$40,000+	<50%

REHAB RULES TO REMEMBER - IF YOU CHOOSE TO REHAB

1. Focus on cosmetic, high-ROI improvements first
2. Avoid major remodels unless safety or structure is involved
3. If time is limited, cleaning, paint, and curb appeal matter most
4. The goal is appeal, not perfection