



## **Three categories of fixes**

*A plan of action to get property sale ready*

Your sellers want the most they can garner from the sale of their property, and often, the question of upgrading comes up. Whether or not to upgrade a property should be well thought out and well planned. A plan of action that categorizes potential upgrades may help get the property on the right track and ready for sale.

The categories of the client should consider are hazardous must fixes, optional cosmetic fixes and value increasing upgrades. When clients wonder what the best way to spend available funds to get a property ready for sale are, using this plan of action may make it clear what can and can't be accomplished.

First, are there issues with the property that cause it to be dangerous or completely unappealing such as exposed electrical wiring, structural damage, a leaky roof or a dilapidated air conditioner? Those types of issues should be corrected first before money is spent on more optional fixes. If the budget allows nothing else, hazardous must fixes should be resolved first.

Second, are there cosmetic issues with the property that make it much less appealing than other properties in the area, such as worn or stained carpeting and paint, damage to floor boards or trim or a circa 1970s refrigerator in the kitchen? Fixing those issues will cost money, but with some bargain hunting and the seller providing some of the labor, the cost could be minimized. If the budget allows more beyond the hazardous must fixes, then the optional cosmetic fixes should be done in a manner that gets as many as possible finished.

Third, are there upgrades that will elevate the property's value and appeal above its comparatives, such as upgrading or adding a master bathroom, installing stainless steel appliances and granite counter tops in the kitchen or even adding an additional bedroom or living space? If the budget allows, then the value increasing upgrades should be considered and may be the fixes that bring in a higher sales price.

Most properties aren't actually sale ready the moment a seller decides to place the property on the market, but determining which issues should get resolved first, second and third should be considered before placing the "For Sale" sign in the front yard.