

SELLER TOOL

The \$500 / \$5,000 / \$50,000 test

Pick the budget you actually have and work the list. The point of the exercise is that the returns get worse as the number gets bigger, which is the opposite of what most sellers assume.

\$500

- ☐ Deep clean
- ☐ Window cleaning
- ☐ Every bulb matched
- ☐ Fresh bedding
- ☐ Handyman punch list
- ☐ Declutter and store

Best dollar-for-dollar spend in this entire guide.

\$5,000

- ☐ Strategic paint
- ☐ Carpet or LVP in the worst room
- ☐ Lighting
- ☐ Deferred maintenance
- ☐ One set of dated fixtures
- ☐ Handyman punch list

This is where most Summit County sellers should stop.

\$50,000

- ☐ Full kitchen
- ☐ Full bath
- ☐ Structural work
- ☐ Addition

Stop and ask whether this makes financial sense before you start.

Write yours in

My \$500 list

My \$5,000 list

Worth discussing

TUCKER'S TIP

Sometimes a trip to Target is more useful than a trip to the remodeling contractor. I have watched \$800 of bedding, lamps and towels change how a unit photographs more than a \$30,000 kitchen would have.