

What to Fix (& What Not To) Before You Sell!

A Mountain Seller's Checklist



Kent Zotter

Licensed real estate agent & licensed contractor

Phone: (828) 406-4823

Email: kent@ncridgelineproperties.com

Website: www.ncridgelineproperties.com

KENT'S MOVING CHECKLIST



Getting ready to sell in the NC mountains?

Not every update adds value, and some can actually scare off buyers

Before you start painting everything beige or ripping out that vintage tile, take a step back. Not every upgrade pays off, and some can actually hurt your bottom line.

As a **real estate broker and a licensed contractor** in West Jefferson, I've walked through hundreds of homes. This my quick guide breaks down what's worth fixing, and what's better left alone.

Use this guide to know what's worth fixing, what's better left as-is, and how to save money while maximizing your home's appeal.

Fixes that Make the Difference

"These updates show buyers you've cared for the home without breaking the bank!" - Kent Zotter

Curb Appeal That Pays Off

- New paint on the trim and doors
- Fresh mulch and seasonal flowers
- Updated house numbers
- Pressure washed siding and walkways
- Updated light fixtures
- Roof patching
- Repairs on the deck

Easy Interior Wins

- Refinish scuffed hardwoods
- Replace worn or stained carpet
- Paint cabinets and accents in neutral tones
- Swap outdated lighting and faucets
- Re-caulk sinks, bathtubs, and showers

Minor Issues that "Should" Be Fixed

- Leaky faucets or running toilets
- Sticking or sagging doors
- Foggy windows or cracked seals
- Outlets missing in kitchen or bathrooms
- Dirty HVAC vents and filters
- Water damage stains

Upgrades to Avoid

Many buyers want to customize! Doing too many updates can backfire!

- ✗ High-end kitchen remodeling with trendy finishes

- ✗ Basement renovations without proper permits

- ✗ Additions that consume outdoor space

- ✗ Expensive, trendy finishes buyers may replace anyway

- ✗ Designer tile or wallpaper for specific styles

Kent's Fix or Flee Test

Ask yourself:

1. Is the issue cosmetic or structural?

 2. Will it pass inspection?

 3. Will it photograph well?

 4. Would a buyer ask about it in a showing?

- * If two or more answers are "no", the fix might not be worth it!

Upgrades to Avoid

Many buyers want to customize! Doing too many updates can backfire!

Not sure what you need to tackle first?

Let's walk through it together! Schedule a quick consultation and I'll help you:

- Prioritize improvements that matter to buyers
- Avoid wasting money on low-value updates
- Sell smarter and faster with less stress

Email: kent@ncridgelineproperties.com

Phone: (828) 406-4823

Website: www.ncridgelineproperties.com

