






# Options for Selling Real Property

OPTION	<b>A</b> AS-IS	<b>B</b> MINOR RENOVATION	<b>C</b> FIT-IT-UP	<b>D</b> MAJOR OVERHAUL
Effort Level	Low	Mild	Moderate	High
NO Repairs - DO NOTHING	☑			
Clean Out Property		☑	☑	☑
Paint		☑	☑	☑
Replace Carpets		☑	☑	☑
Mow Lawn, Rake Leaves, Trim Bushes		☑	☑	☑
Mulch & Edge Flower Beds		☑	☑	☑
Refinish Hardwood Floors			☑	☑
New Exterior Lights & Paint Front Door			☑	☑
Replace Outdated Lighting			☑	☑
Replace Kitchen Appliances			☑	☑
Replace Kitchen Counters			☑	☑
Completely Renovate Kitchen				☑
Completely Renovate Bathrooms				☑
Replace /Refinish Deck or Patio				☑
Costs (Out of Pocket or Deferred)		\$	\$\$	\$\$\$
Speed to Market				
Speed of Sale				
Expected Sale Price	\$	\$\$	\$\$\$\$	\$\$\$\$\$\$
Type of Buyer	All Classes of Investors	Amatuer Investors, Fixer-Upper Buyers, First Time Buyers	First Time Buyers, Deal Seekers, FHA Buyers, Average Buyers	All Classes of Homeowner Buyers: Average Buyers, Full-Retail Buyers, Shiny-New Buyers, etc.