

# BETWEEN FRIENDS

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## Questions About Today's Real Estate?

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### Ask Phyllis!

#### *Selling a cosmetic fixer*

*Last year my mother passed away. I have four siblings and am the executor of her estate. Two of my siblings have financial difficulties and want to sell the home immediately, but I and two others feel that we should fix it up a bit before getting it on the market. What are your thoughts?*

*Tom*

Dear Tom,

Each home seller's has their own priorities and trying to achieve different goals can be difficult. Often simply exposing hardwood floors

and tossing outdated window coverings can make a vast improvement. A thorough house cleaning and a fresh coat of paint are investments which will more than pay for themselves.

You have a couple of issues to be addressed:

- 1) Who is going to oversee any possible repairs or improvements?
- 2) You mentioned two siblings are having financial difficulties, is there money on hand to pay for any possible improvements?

The Spring selling season is approaching, I think you should meet with a real estate agent and/or home stager to determine which "fix-its" can be made quickly and will pay off at the time of sale. Ask the Realtor® to provide you with two estimates of value, "as-is" and "as repaired". After you meet with the Realtor® it will be easier for you to make an informed decision.

*Phyllis Harb is a **Realtor** with Prudential California Realty.*

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