

WHY MAKE REPAIRS UPFRONT?

Being Prepared and Developing an Inspection and Repair Plan in Advance...

- Increase chance of more offers and / or higher priced offer(s)
- Allows Seller time to shop for service providers or make repairs personally
- Allows Seller to order and use less expensive materials or evaluate other alternatives that may reduce costs
- Transfers liability to Seller's inspector if Buyer's inspector finds problems
- Maximizes the visual impact of the home – home shows better resulting in better offers (higher offer price, shorter close of escrow, minimal repair negotiations)
- Enables Seller time to address issues
- Allows time to obtain approval for repairs from HOA (for a PUD)
- Reduces the Buyer's leverage when negotiating for repairs
- Eliminates surprises

Full Disclosure Builds "Good Faith" (e.g. "Better" Offers)

Buyer is more likely to:

- Make an "As Is" offer
- Accept reported defects
- Accept limited repairs

Buyer is less likely to:

- Re-inspect (if Seller uses qualified inspectors)
- Negotiate repairs

Ultimately, conducting inspections and repairs prior to listing streamlines the offer process and minimizes the unknowns during contract negotiations. This can increase the number of offers, offer price, and save the seller time and money during the offer process and during the close of escrow.