Selling As-Is vs. Making Repairs

Should you repair your home before listing? Compare the likely sale price, repair cost, carrying time and buyer pool before deciding. The right answer varies by property.

What does as-is mean?

An as-is sale generally means you are not agreeing in advance to make repairs, subject to the purchase contract. Virginia sellers generally provide the current Residential Property Disclosure Statement and applicable separate disclosures. As-is does not excuse misrepresentation or concealment.

Repairs that may help

- Address active leaks, unsafe electrical work, broken doors and other safety concerns.
- Clean and declutter; improve the entry and landscaping.
- Consider paint, small flooring repairs and an HVAC service when warranted.

When as-is may make sense

As-is can work when major repairs cost more than the likely sale-price gain, when timing or cash is limited, or when an investor is the most likely buyer. Some condition issues can restrict financing and narrow your buyer pool.

Compare your net

Suppose the repaired value is $300,000. An as-is buyer offers $270,000, while repairs cost $15,000 plus $3,000 to carry the property. The simplified repaired result is $282,000 before other sale expenses. Your actual numbers depend on contractor bids, comparables, financing and timing.

Want both options? I can compare a traditional listing with an as-is sale for your Hampton Roads property. Request a home value review or call or text 757-985-2959.

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General information updated September 2026. Verify legal, lending and tax matters with the appropriate professional.