

As-Is or Repairs?



Illustrative image; not an actual listing or client photograph.

Choose repairs or an as-is sale by comparing likely proceeds, time, cash needed and the buyers who can purchase the property. The best choice depends on the home - not a general rule.

Understand what as-is actually means

An as-is contract generally does not promise repairs in advance, but the agreement controls inspections, requests and remedies. It does not excuse misrepresentation or concealment. Use current Virginia disclosure forms and applicable property-specific disclosures. Discuss condition and financing limitations before deciding which buyers and sale methods to pursue.

Prioritize useful preparation

Address active leaks, unsafe electrical conditions, broken doors and other safety concerns. Cleaning, decluttering, entry improvements and landscaping may help presentation. Consider paint, small flooring repairs or HVAC service when warranted. Obtain written bids and completion dates; choose work based on likely benefit, carrying time and available cash.

Compare the net, not just the price

Example: a \$300,000 repaired sale less \$15,000 in repairs and \$3,000 in carrying costs leaves \$282,000 before other selling expenses. Compare that with a \$270,000 as-is offer before its expenses. This is a simplified illustration; actual bids, sale costs, financing, timing and comparable properties determine the result.

Your next-step action plan

Allow for uncertainty and buyer financing

Add permits, inspection follow-up, contractor availability and a contingency to the repair plan. Some conditions can limit financing and reduce the buyer pool. Ask whether required repairs can be completed before settlement. An investor may accept more work, but compare the proposed net and terms rather than assuming every cash offer is preferable.

Make each option reviewable

Have Diana compare an as-is listing with a prepared-home listing using realistic closed sales and written estimates. Review deposits, inspection rights, buyer funding, requested credits and possession dates. Avoid counting an unverified future price as guaranteed proceeds. If time or cash is limited, decide which tradeoffs you can accept before negotiating.

Your planning checklist

- ☐ Document condition and the repairs already known.
- ☐ Obtain itemized bids and realistic completion dates.
- ☐ Estimate repair, carrying and selling costs separately.
- ☐ Check financing and the likely buyer pool.
- ☐ Compare written net sheets for both options.
- ☐ Confirm disclosure, contract and possession terms.

DIANA'S TIP

Compare what you could keep after repairs and selling expenses - not just the potential sale price. Written repair estimates make that comparison more useful.

Helpful source links

[Virginia property disclosures](#)
[Flood insurance guidance](#)

[Buying with a septic system](#)

Call Diana: 757-985-2959

Request an as-is versus repairs comparison. Bring your property address, deadline, repair estimates and the cash available for preparation. [Open this guide online](#) to use the contact form.

Diana Hansford, Real Estate Agent | Keffer Realty. Confirm property facts, agreements and financing with the appropriate professionals.