

# Sell Your Home "AS IS" or Fix It?

By Debra Schwartz, Keller Williams Realty



**Can you sell your home "AS IS" in today's market?**

**Of course! The real question should be: is your goal to net the most money possible for the home or is it convenience?**

**Most would say somewhere in between.**



According to the 2015 (San Jose) Cost vs Value Report, minor kitchen remodels can return 131% of the cost. A new front door or garage door can return 149% to 159% respectively. It's advisable to have property inspections performed before committing to repairs to be sure there are no major issues hiding from view. And, there may be a few mandatory "point of sale"

requirements for smoke and carbon monoxide detectors or water heater strapping even for "AS IS" sales.

Most buyers can't visualize how great a home will look with a coat of fresh paint and minor updates and they think minor repairs cost major dollars. Getting advice from a real estate professional about what buyers are looking for in today's market, getting the home inspected and doing a few updates can really bring great returns.

If convenience or a quick sale is important, then selling "AS IS" may be your best option. "AS IS" sales are subject to buyers' review of inspections – yours, theirs or both. Keep in mind that even when you don't want to do any updates or repairs, homes look far more attractive to prospective buyers if any clutter is cleared and non-essential belongings are packed. Not only will your home show better but you will have less work to do when you are faced with moving.

One final pre-sale consideration is home "staging." Once your belongings are stored, updates are completed and the home cleaned, the addition of designer accessories or new furniture can bring even greater returns. In a survey by *The International Association of Home Staging Professionals*® and

*StagedHomes.com*® 95% of staged homes sell on average 17% higher price and more quickly than non-staged homes.

This means that a simple home without a lot of updates can be transformed and sell for a higher price.

Your real estate professional can advise you about everything from staging services to inspection companies to cost effective repairs and help you with planning and implementation so these details won't be too overwhelming.

**For more information, contact Debra Schwartz. 408.529.0099, [debraSchwartz.com](http://debraSchwartz.com), Keller Williams Realty—Silicon Valley**

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