






## A Decision Guide for Executors and Families

### OPTION 1 SELLING AS-IS

#### What it means:

Sell the property in its current condition without major repairs.

#### Advantages:

-  Faster sale
-  No upfront repair costs
-  Less stress managing work

#### Considerations:

-  Lower sale price
-  Investor or cash buyers
-  Limited financing options

### OPTION 2 MAKING REPAIRS BEFORE SELLING

#### What it means:

Fix up the property to improve condition and appeal.

#### Advantages:

-  Higher sale price
-  More buyer interest
-  Improved marketability

#### Considerations:

-  Time & cost of repairs
-  Managing contractors
-  Delays in selling

Helping Central Florida Families Navigate Inherited Property With Clarity & Confidence

### KEY TAKEAWAY



Time



Cost



Effort



Expected Return

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## Fix vs. Sell As-Is Decision Guide

### Detailed Support for Executors and Families

#### KEY QUESTIONS TO CONSIDER

##### CONDITION



- Are repairs mostly cosmetic or major structural?
- Is the home safe and functional as it is?

##### FINANCES:

- Does the estate have funds available for improvements?
- Are carrying costs (taxes, insurance, utilities) significant each month?

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##### FAMILY PREFERENCES:

- Is there a need to sell quickly?
- Are heirs willing to wait longer for a potentially higher price?

#### A PRACTICAL APPROACH

- Make only the repairs that improve safety, financing eligibility, or first impressions
- Avoid major renovations unless a clear return is likely

# KEY TAKEAWAY

## Not every home needs repairs before selling.

The best decision balances time, cost, effort, and expected return.

### TIME

- How quickly do you need to sell?
- Would waiting longer likely improve the outcome?

### COST

- Are funds available for repairs or cleanup?
- Are monthly carrying costs significant?

### EFFORT

- Can the family manage contractors and decisions?
- Is the simplest process the top priority?

### EXPECTED RETURN

- Will improvements materially increase buyer appeal?
- Is there a clear likely return on the work?

## A PRACTICAL APPROACH

- Make only the repairs that improve safety, financing eligibility, or first impressions.
- Avoid major renovations unless a clear return is likely.

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