

FOR SELLERS WEIGHING WHETHER TO FIX ANYTHING

Selling As-Is, Explained

What as-is really means, what it does not, and how to decide what is worth doing.

THE SHORT VERSION

As-is means you skip repairs and price for it. It does not mean hiding anything or blocking a buyer's inspection. Because condition is already priced into the comparable sales, doing nothing usually costs far less than people fear.

What it means, and what it does not

As-is means	As-is does not mean
You skip repairs and price accordingly	You hide problems. Disclosure duties still apply
A normal choice for well-lived-in homes	A buyer cannot inspect. They still can
You limit what you agree to fix	You skip the inspection conversation

That last line is the one people miss. As-is limits what you agree to fix. It does not remove a buyer's right to look.

Does it cost you? Usually less than you fear

Condition is already priced into what comparable homes sold for.

A dated kitchen is not a penalty added on top, it is part of the market you are already in. The honest tradeoff: as-is usually means a slightly lower headline price and a faster, calmer sale, while doing the work means a higher headline price and several months of your life. Both are legitimate, and neither is wrong.

If you do anything, do these. Skip the rest

Cheap fixes that remove an obvious objection tend to pay off. Big renovations, at Reston price points, usually do not.

Usually worth doing	Usually not worth it here
Paint, deep clean, declutter	Full kitchen or bathroom remodel
Fix what does not work or looks unsafe	Premium finishes and high-end appliances
Tidy the entry, yard, and lighting	Additions or reconfiguring rooms
Clear access so buyers can see the home	Anything that takes months to finish

When as-is is the right call

It tends to make sense when the repairs are large, when your time or energy is limited, when you are settling an estate, or when you would simply rather not live inside a renovation in order to sell. It makes less sense when one small, inexpensive fix would remove a buyer's obvious objection. That line is where a short conversation helps.

If you are wondering whether your home is a good candidate for an as-is sale, we can look at it with you and tell you plainly.

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