

## To Sell or Not to Sell As-Is

If your home is not in the best shape and you are planning on selling, you may be wondering if you should list your home as-is.

As-is properties may have **severe damage, may be older and require updates**, or there may be a health hazard, like mould or a pest infestation.

Listing as-is makes sense when **you don't have the time or money for repairs**, or you live in a neighbourhood where **homes sell quickly regardless of their condition**. Listing as-is ultimately **protects you from liability claims and avoids repair-related contingency offers**. Note that some jurisdictions require you to **file disclosures of any known defects**.

While **you can save money upfront and still potentially get a great price** for an as-is listing, **you do risk** not getting the full market value for your home. Also, as-is listings give the buyer more negotiating power, and you may risk it sitting on the market for an extended period.

If your home is just **old, but otherwise in good condition**, you can still get a good price by investing some time and some



money into **minor cosmetic updates and staging**.

If you do decide to sell as-is, be ready for lowball offers and **determine the lowest, realistic price you will accept before you list**.



## What Stays and What Goes in a Property Sale?

During a property sale, it can sometimes be confusing as to what stays and what goes. So, let's set the record straight.

Generally, **anything attached to the property stays and is considered a fixture**. This can include features such as ceiling fans, lighting fixtures, and built-in shelving. Anything not attached can be removed by the seller, such as furniture, appliances, and artwork.

Complications can arise with certain freestanding items, such as appliances, window coverings, and TVs. **For grey areas, be sure to specify in the purchase and sale agreement if you want something to stay or want to take something with you when you sell**. Generally, appliances and window coverings stay, but it's always wise to be specific for any items in a grey area.

If you are a buyer, ensure that you do a **pre-closing walkthrough and take photos** of all fixtures and features that are to be included so that you have documentation of what existed and its condition before closing. This will be helpful to have should any issues arise.

As a seller, it's best to **avoid being petty** or you could risk the sale falling through.

If the deal closes and the buyer finds something missing, or not in the same condition it was sold, the seller could be faced with a lawsuit.

Partnering with an experienced REALTOR® who can guide you on how to handle what stays and what to take with you, can avoid complications during closing.

## New Unit or New Building?

If you are considering a move, you may be weighing whether to buy a different unit within your current building or to buy in a different building altogether. If that's the case, consider the following to help you make your decision:

Reasons to consider a different unit within the same building:

- You like your building, but you need a bigger or smaller unit, or would like a different floor plan or view.
- You are satisfied with the property and financial management.
- You are close to family, friends, and/or work.
- You like the building amenities and neighbourhood.
- Moving is a lot easier and more economical.

Reasons to consider a different building:

- You aren't satisfied with the property and financial management.
- You want to move closer to family, friends, and/or work.
- You want amenities your current building doesn't offer.
- You want to experience living in a different neighbourhood or town/city.
- You have noisy neighbours or ones with whom you don't get along.

Ultimately, you will have to explore all options in detail. Think about the type of condo you want and your budget, and then



start shopping. Remember, you do not need to do this on your own. As your local REALTOR®, I can do all the heavy lifting for you. I am an expert at making the process go smoothly and easily so you can find the condo unit you are looking for. Please don't hesitate to contact me.