WORKING WITH SELLERS | WEEK 7

Repair or Refresh Decision Sheet

Use one sheet for a significant proposed expense. Begin with the concern, then compare options before anyone authorizes work.

Property / proposed work

Concern observed and professional evaluation needed

Purpose of the work and evidence from competing properties

Option	Estimate / payer	Time / disruption	Tradeoff
Investigate first			
Repair / complete work			
Smaller presentation change			
Leave as is for discussion			

Seller's selected option / approved scope and amount

Responsible person / next review / vendor terms to confirm

Keep estimates, approvals and work records. Do not promise a dollar-for-dollar return. A decision to leave work undone does not resolve disclosure or contract questions; consult the broker or attorney.