941.867.8667
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Pre-Showing Checklist

A home that has been on the market a while is not always a bad deal, but it is always worth a second look. Five things to check before you fall for it, or walk away.

1. **Check days on market and price history**
   Look at how long it has been listed and whether the price has been cut or the home relisted to reset the clock. A long stretch with cuts can mean room to negotiate, or a problem others have spotted.

2. **Ask why it hasn't sold**
   Have your agent ask the listing agent directly. Common reasons: priced too high, dated condition, an awkward layout, a busy road, or a flood zone. Knowing the reason tells you whether it is fixable or a dealbreaker.

3. **Inspect the big-ticket systems**
   Note the age of the roof, AC, and water heater, and the condition of windows. These are expensive to replace and the roof and AC also affect insurance cost and availability.

4. **Look for water and check the flood zone**
   Scan for stains, musty smells, and grading that slopes toward the house. Then look up the FEMA flood zone, since it drives insurance cost and resale.

5. **Run the full carrying cost**
   Add taxes, insurance, and any CDD or HOA to the price, then compare to similar homes that have actually sold nearby. A home can look cheap until the carrying costs are in.

SMART QUESTIONS FOR THE LISTING AGENT

- [ ] How many offers has the home had, and what happened to them?
- [ ] Have there been inspections that fell through, and why?
- [ ] Is the price firm, or is the seller motivated?
- [ ] What is the age of the roof, AC, and water heater?
- [ ] Are there any open permits, liens, or pending assessments?

Ready for straight answers? Found a home that has been sitting? Send it over and we will help you read the signs. Call or text **941.867.8667** or visit **theagntgroup.com**. The AGNT Group helps buyers and sellers across Sarasota and Manatee counties.