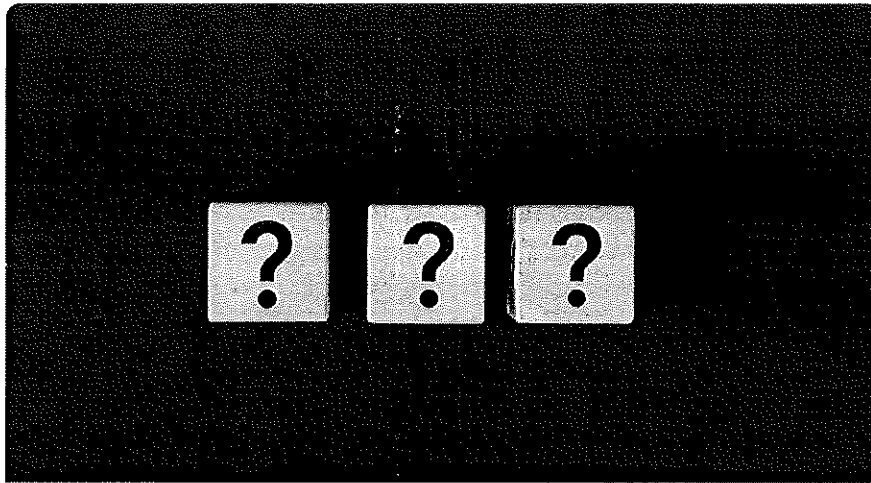


Real Estate with ETHEL CURBOW

Thinking about Selling Your House As-Is? Read This First.

📅 Wednesday January 7th, 2026

📁 For Sellers, Selling Tips



If you're thinking about selling your house this year, you may be torn between two options:

Do you sell it as-is and make it easier on yourself? No repairs. No effort.

Or do you fix it up a bit first – so it shows well and sells for as much as possible?



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Born and raised in SW Missouri, Ethel is familiar with the Springfield area. After traveling extensively throughout the world as an Army wife, Ethel and her family returned to Springfield in 1981.

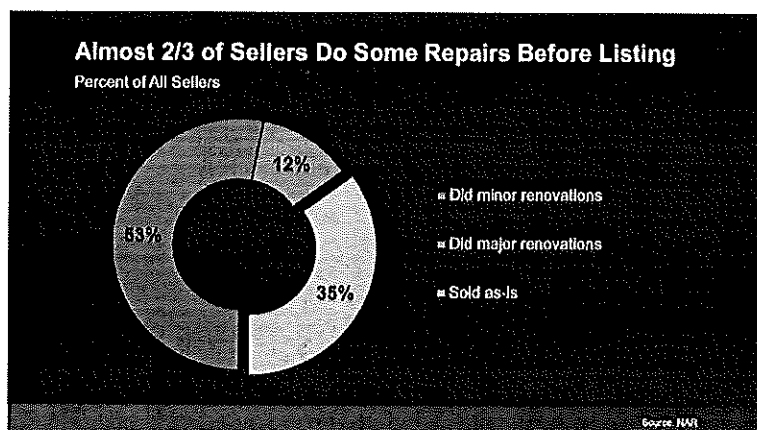
In 2026, that decision matters more than it used to. Here's what you need to know.

More Competition Means Your Home's Condition Is More Important Again

Over the past year, the number of homes for sale has been climbing. And this year, a *Realtor.com* forecast says it could go up another 8.9%. That matters. As buyers gain more options, they also re-gain the ability to be selective. So, the details are starting to count again.

That's one reason most sellers choose to make some updates before listing.

According to a recent study from the *National Association of Realtors* (NAR), **two-thirds of sellers (65%) completed minor repairs or improvements before selling** (the blue and the green in the chart below). And **only one-third (35%) sold as-is**:



What Selling As-Is Really Means

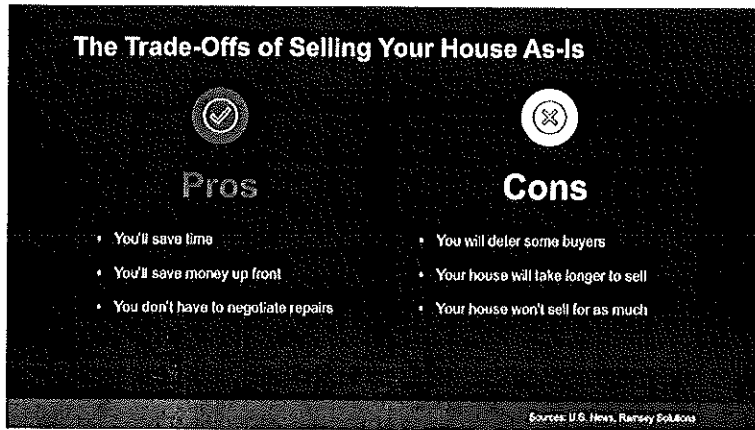
Selling as-is means you're signaling upfront that you won't handle repairs before listing or negotiate fixes after inspection. That can definitely simplify things on your end, but it also narrows your buyer pool.

Homes that are move-in ready typically attract more buyers and stronger offers. On the flip side, when a home needs work, fewer buyers are willing to take it on. That can mean fewer showings,

Since then Ethel has been helping people buy and sell homes throughout the area. In service to over 4000 people, Ethel and her team have received countless recognition and awards. Some of which include Top 50 Agents in the country by Wall Street Journal, Top 50 agents by the Springfield Board of Realtors, Best Real Estate Agent by Springfield News and Leader and Top Producer in Missouri for Coldwell Banker and also in the Midwest Region several times. In the past year Ethel was Top Producer for Amax Real Estate and was also awarded the Diamond Pillar Award by the Greater Springfield Board of Realtors. She has the designation as a Certified Real Estate Specialist. Ethel is personable, down to earth and listens to her clients needs. She and her team offer concierge level service whether it is staging your home to

fewer offers, more time on the market, and often a lower final price.

It doesn't mean your house won't sell – it just means it may not sell for as much as it could have.



How an Agent Can Help

So, what should you do? The answer isn't one-size-fits-all. It's going to depend a lot on your house and your local market.

And that's why working with an agent is a must. The right agent will help you weigh your options and anticipate what your house may sell for either way – and that can be a key factor in your final decision.

If you choose to sell as-is: They'll call attention to the best features, like the location, size, and more, so it's easy for buyers to see the potential, not just the projects.

If you decide to make repairs: Your agent can pinpoint what's really worth the time and effort based on your budget and what buyers care about the most.

The good news is, there's still time to get repairs done. Typically speaking, the spring is the peak homebuying season, so there are still several months left before buyer demand will be at its seasonal high. That means you have time to make some repairs, without rushing or stressing, and still hit the listing sweet spot.

prepare for sale or giving you a list of service people for repairs once it goes under contract.

Clients are welcomed with a menu of services rarely found in the industry. The collection of attentiveness, capstone use of technology and access to reliable resources make all the difference. Ethel and her team want this to be a positive, even fun experience and Ethel's sense of humor, genuine concern for her clients and her years of experience pays off for her clients.

[Visit Website](#)

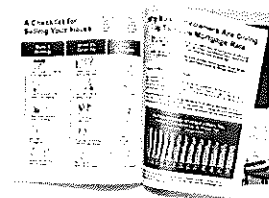
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FREE EGUIDE

Things to Consider When Selling Your House

The choice is yours. No matter what you end up picking, your agent will market your house to draw in as many buyers as possible. And in today's market, that expertise is going to be worth it.



Bottom Line

While selling as-is can still make sense in certain situations, in some markets today, it may cost you. So, no, you don't have to make repairs before you list. But you may want to.

To make sure you're considering all your options and making the best choice possible, let's have a quick conversation about your house.

Your Name (required)

Email Address
(required)

Phone Number

Why Pre-Approval Should Be
Your First Step – Not an
Afterthought



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