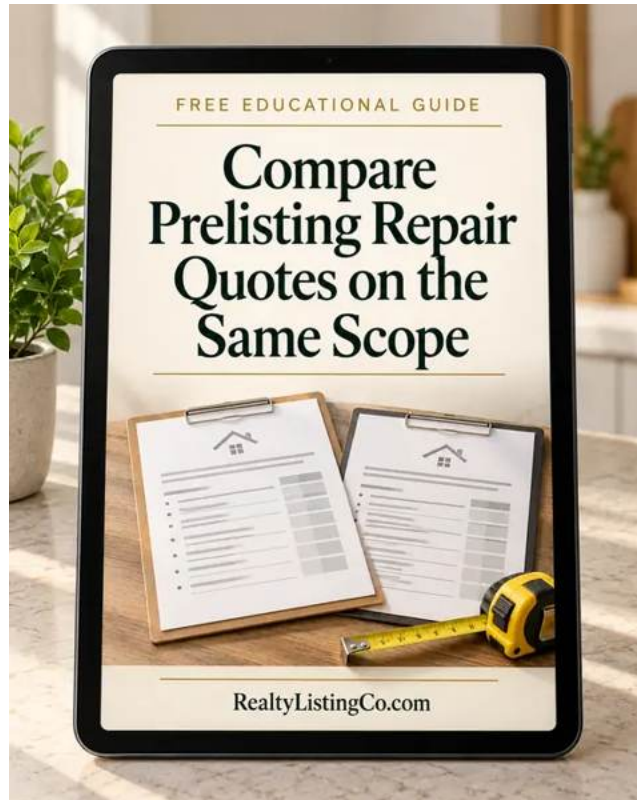


Compare Prelisting Repair Quotes on the Same Scope

Compare proposed prelisting repair work by scope, exclusions, timing and payment terms before choosing a contractor.



Read the current online edition:

realtylistingco.com/learn/seller-readiness/compare-prelisting-repair-quotes/

The Problem

One contractor quotes a low price and another sends several detailed pages. It is tempting to compare the totals, even though the work, materials and assumptions may be different. A useful comparison starts by making those differences visible. It does not require you to decide which technical repair design is correct.

Your goal: Obtain written explanations that let you compare the same proposed task and identify matters needing qualified assessment.

Describe the concern consistently

Write down the observed problem and its location without diagnosing the cause. Give each contractor the same description and available reports. Distinguish the repair you are asking them to price from optional cosmetic work. If the cause or appropriate remedy is uncertain, ask which qualified assessment is needed before a meaningful repair proposal can be prepared.

Extract what each price includes

Place the proposals side by side and record the work description, materials, preparation, removal, cleanup and proposed dates. Add a separate line for exclusions and unresolved assumptions. FTC guidance recommends written estimates and asking about large differences. Your comparison should reveal whether the cheaper proposal leaves a task for you or for another contractor.

Clarify changes before committing

Ask how unexpected findings or owner-requested changes would be documented and priced. Identify who will explain any permit or inspection responsibilities and which evidence you should receive afterward. Verify applicable licensing and insurance through appropriate sources. Do not let a planned listing date become a reason to accept a verbal promise or pressure for an immediate decision.

Compare the effect on your sale plan

Record when the household can provide access, when payments would be due and whether the schedule conflicts with photography or showings. Ask the agent how an incomplete repair should be described, without assuming it must be done or will increase the sale price. Keep the chosen agreement and later revisions with the original proposals so changes remain traceable.

A Practical Example

Fictional example: Joe Poe receives two deck-work quotes. One includes removing damaged boards and cleanup; the other does not say. Joe asks for clarification before comparing totals. He also asks an appropriate professional whether the observed issue needs a broader assessment, rather than selecting a repair design from price alone.

Illustrative example, not a case history or a recommended legal outcome.

When to Get Help

Use a qualified contractor, inspector or engineer when the condition or remedy is uncertain. Ask local counsel about contract disputes. This guide does not specify structural repairs, code requirements or safe construction methods.

Sources and Further Reading

Source guidance reviewed October 27, 2026. The organizing steps and example are RealtyListingCo's educational framework.

- Federal Trade Commission – How To Avoid a Home Improvement Scam

<https://consumer.ftc.gov/articles/how-avoid-home-improvement-scam>

YOUR NEXT STEP CHECKLIST

Your Next-Step Checklist

- ☐ Give each bidder the same concern description
- ☐ Record inclusions and exclusions
- ☐ Ask how changes are approved
- ☐ Check credentials and access needs
- ☐ Compare payments and dates before choosing

One thing to do today: Highlight one unexplained difference between two repair proposals and ask for a written clarification.

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