



PRE-SALE RISK ASSESSMENT CHECKLIST

IDENTIFY. PRIORITIZE. MITIGATE.

Use this checklist to evaluate potential risks before listing your property. Addressing issues early can strengthen buyer confidence, reduce surprises, and help you close with fewer contingencies.

RISK CATEGORY	KEY CONSIDERATIONS	STATUS (CHECK ONE)
 STRUCTURAL & BUILDING ENVELOPE	- Roof condition and age - Foundation, walls, slab - Windows, doors, and exterior finishes - Signs of water intrusion	☐ No Issues ☐ Needs Attention ☐ Major Concern
 MECHANICAL, HVAC & PLUMBING	- HVAC system age and maintenance - Plumbing leaks or corrosion - Water heaters and boilers - Preventive maintenance records	☐ No Issues ☐ Needs Attention ☐ Major Concern
 ELECTRICAL SYSTEMS	- Panel capacity and condition - Code compliance - Outlets, wiring, and grounding - Back-up power (if applicable)	☐ No Issues ☐ Needs Attention ☐ Major Concern
 ADA & CODE COMPLIANCE	- ADA accessibility - Life safety systems (sprinklers, alarms) - Egress and stairwell conditions - Fire extinguishers and inspections	☐ No Issues ☐ Needs Attention ☐ Major Concern
 ROOFING & WATER MANAGEMENT	- Roof age and warranty status - Flashing, drainage, and gutters - Ponding water or leaks - Waterproofing and seals	☐ No Issues ☐ Needs Attention ☐ Major Concern
 ENVIRONMENTAL CONCERNS	- Mold, mildew, or moisture issues - Asbestos or lead-based materials - Phase I Environmental Assessment - USTs and hazardous materials	☐ No Issues ☐ Needs Attention ☐ Major Concern
 SITE & PARKING CONDITIONS	- Pavement condition and striping - Drainage and grading - Lighting and signage - Landscaping and irrigation	☐ No Issues ☐ Needs Attention ☐ Major Concern
 DOCUMENTATION & RECORDS	- Building permits and plans - Warranties and service contracts - Inspection and maintenance records - Utility history and expenses	☐ No Issues ☐ Needs Attention ☐ Major Concern



WHY IT MATTERS

Buyers will scrutinize these areas closely. Identifying and addressing risks now can:

- ✓ Prevent last-minute surprises and renegotiations
- ✓ Reduce repair credits or price adjustments
- ✓ Speed up due diligence and close smoother
- ✓ Protect and maximize your property value

RISK SUMMARY

Potential Red Flags Identified:

Estimated Cost to Address:
\$

Recommended Actions:

Overall Risk Level:

- ☐ Low
- ☐ Moderate
- ☐ High



PRO TIP

Resolve high-impact issues before going to market. Buyers pay for value, not problems.



A STRATEGIC APPROACH LEADS TO BETTER RESULTS.
A thorough risk assessment helps you price with confidence, attract serious buyers, and achieve a stronger return on sale.



We help property owners identify risks, create a plan, and position their asset for a successful sale.

