

UNDERSTANDING YOUR PURCHASE CONTRACT:

AS IS vs. Standard

THE FINE PRINT OF YOUR OFFER MATTERS!

Contracts can sound technical, but understanding your options helps you make confident decisions. Let's break it down!



FIRST, WHERE ARE YOU BUYING?



COLLIER COUNTY

Own Contract. Own Rules.

Collier County uses its own local contract. Details and certain terms may differ from statewide contracts.



LEE COUNTY

Follows the Statewide Contract.

Lee County uses the Florida Realtors® statewide contract. It's more standardized across the state.



WHY IT MATTERS

The county you're buying in could mean different forms, deadlines, and rules. We'll make sure you have the right contract for your location!



NEXT, WHICH CONTRACT IS RIGHT FOR YOU?



AS IS CONTRACT

I love your home, just as it is.

You are not requesting any repairs.



INSPECTIONS FOR YOUR INFORMATION

You still get an inspection period to learn about the home and decide if you're comfortable moving forward.



FLEXIBILITY TO WALK AWAY

You have the right to cancel the contract for any reason during the inspection period and receive your deposit back.



SELLER APPEAL

Sellers like this because it signals you won't be asking for repairs.



NO OBLIGATION FOR REPAIRS

If you use this contract and later ask for repairs, the seller has no contractual obligation. You can only terminate by the deadline.



Best for buyers who want maximum flexibility and are less concerned about negotiating repairs.



STANDARD CONTRACT

Let's make sure it's in working order.

You have the right to request repairs of defective items.



15-DAY INSPECTION PERIOD

You have 15 days to inspect and identify items that are contractually defective.



WHAT CAN BE REQUESTED?

Requests must relate to items that affect the property's function and working order—not cosmetic issues. Cracked roof tiles, torn screens, and other cosmetic items are not considered defective.



REQUEST REPAIRS OR CREDIT

After the inspection deadline, you have 5 days to submit your repair or credit requests. If requesting a credit, quotes for the work must be included.



SELLER'S RESPONSE

Sellers have 10 days to agree to fix the items or give you a credit.



LIMITED RIGHT TO CANCEL

If a contractually defective item (e.g., non-working AC) is not resolved, you may have the right to cancel. You cannot cancel just because the seller won't address cosmetic items.



Best for buyers who want the opportunity to get contractually defective items repaired or credited.

BOTH CONTRACTS INCLUDE:



Clear deadlines and timeframes



Protection for your deposit



Important terms that guide the transaction



MY RECOMMENDATION

For most buyers, I lean toward the STANDARD CONTRACT.

- ✓ Gives sellers the chance to fix issues without you walking away.
- ✓ Gets defective items in working order for closing.
- ✓ Keeps the deal moving forward—something most sellers appreciate.

The right contract keeps everyone moving toward closing!



KEY TAKEAWAYS

County matters—Collier vs. Lee can mean different rules.

- ✓ You choose the contract that fits your strategy.
- ✓ AS IS offers flexibility; Standard offers the opportunity to address true defects.
- ✓ We'll help you compare the pros and cons for your unique situation.



REMEMBER

The contract is a key part of your offer strategy. The right choice can protect your interests and help you reach the closing table with confidence!



I'M HERE FOR YOU!

We'll walk through your options, answer all your questions, and help you make the best decision for your dream home.

Let's do this together! 



Happy House Hunting!

I'm just a call away for any questions (or dance moves you want to discuss). Cheers to finding your dream home!



YOUR NAPLES EXPERT

**GUIDANCE YOU CAN TRUST.
RESULTS THAT MOVE YOU HOME.**



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