AMERICAN PRIME
GENERAL CONSTRUCTION

FOR NEW DFW AGENTS

# THE NEW AGENT REPAIR PLAYBOOK

What inspectors flag, what to fix before you list, and how to run the option period without losing the deal.


1 · The 10 items DFW inspectors flag most

2 · The pre-listing walk-through checklist

3 · The option-period repair game plan

4 · When it's bigger than a repair: roofs, storms, mold

5 · List Ready for your sellers, and your vendor bench



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American Prime General Construction · 469-888-8326 · americanprimegc.com

SECTION 1

# THE 10 ITEMS DFW INSPECTORS FLAG MOST

These come up on report after report. Fix them before the listing goes live and they never become a negotiation.

| What gets flagged | What it usually means | Your first move |
|---|---|---|
| **1. Roof wear, hail bruising or an aging roof** | Buyers worry about replacement cost and getting insurance. | Get a written roof estimate. If the cause of damage is disputed, order a forensic roof report. |
| **2. Water stains on ceilings** | A past or active leak from the roof, plumbing or HVAC. | Find and fix the source first. Paint over a stain only after that. |
| **3. Plumbing leaks and slow drains** | Leaks under sinks, at the water heater or at fixtures. | Licensed plumber; keep the invoice for the file. |
| **4. Electrical defects** | Missing GFCI protection, open grounds, double-tapped breakers. | Texas-licensed electrician; keep the invoice. |
| **5. Aging or underperforming HVAC** | Age, missing service history, weak cooling. | A service report from a licensed HVAC tech answers most questions. |
| **6. Worn or damaged flooring** | Mostly a buyer-perception issue, not a defect. | Price the replacement so the seller can choose fix vs. credit. |
| **7. Rotted fence pickets, soft deck boards** | Safety and curb appeal. | Usually quick, low-cost fixes. Do them before photos. |
| **8. Gutter and fascia damage** | Water isn't being carried away from the house. | Repair before it turns into wood rot. |
| **9. Grading and drainage toward the slab** | Water sitting near the foundation. | Regrade or extend downspouts; foundation questions go to an engineer. |
| **10. Smoke alarms and small safety items** | Missing or expired detectors, loose handrails. | Inexpensive fixes that remove easy objections. |

SECTION 2

# THE PRE-LISTING WALK-THROUGH

Walk the house with the seller before the listing appointment ends. Sort everything into three buckets, then decide together what gets done before photos.

## MUST-FIX

What the buyer's inspector will flag

- [ ] Active roof or plumbing leaks
- [ ] Water stains (after the source is fixed)
- [ ] Electrical safety items, missing GFCIs
- [ ] Missing or expired smoke alarms
- [ ] Rotted wood, soft deck boards
- [ ] Broken windows or failed seals
- [ ] HVAC not cooling or heating

## SHOULD-FIX

What buyers notice at the showing

- [ ] Scuffed or dated paint
- [ ] Worn carpet, damaged flooring
- [ ] Leaning fence, missing pickets
- [ ] Dated light fixtures and hardware
- [ ] Caulk and grout in kitchens and baths
- [ ] Damaged gutters and fascia
- [ ] Overgrown landscaping

## NICE-TO-HAVE

What can lift the price

- [ ] Neutral interior repaint
- [ ] New flooring in main living areas
- [ ] Kitchen refresh: counters, hardware
- [ ] Fresh exterior paint or trim
- [ ] Staging
- [ ] Curb appeal: front door, lighting
- [ ] Pressure washing

## PRO MOVE

Send us the address and the list. American Prime walks the house and returns one priced scope for all three buckets, at no charge, so the seller decides with real numbers instead of guesses.

SECTION 3

# THE OPTION-PERIOD REPAIR GAME PLAN

The option period is short. The agents who keep deals together are the ones who turn an inspection report into numbers fast.

1

### Send the report the day it lands

Email or text the inspection report to 469-888-8326. The option clock is already running.

2

### Get a priced repair scope

We return a written, priced scope for the items on the report, at no charge, so both sides negotiate from real numbers.

3

### Negotiate: repair, credit or price

Use the scope to decide which items the seller repairs and which become a credit or price change. Follow your broker's guidance and the TREC forms for the amendment.

4

### Repairs done before closing

If the seller agrees to repairs, we do all of them under one contract: licensed trades where Texas requires them, permits handled.

5

### Hand over the Repair Completion Packet

Scope, before-and-after photos, invoices and warranties, ready for the file and for the buyer's agent.

**What to send us**

The property address, the inspection report (PDF is fine), your deadline, and a contact for access. That's it.

This playbook is general information for agents, not legal advice. Contract terms, deadlines and amendments are governed by your contract and the TREC forms; follow your broker's guidance.

SECTION 4

# WHEN IT'S BIGGER THAN A REPAIR

## THE ROOF IS THE QUESTION

When cause, condition or remaining life of a roof is disputed, an opinion won't hold up. Our President, Joseph Miller, is a BEI Certified Forensic Inspector for asphalt shingle roof systems. A forensic report documents condition, cause and remaining life with photo evidence.

**Forensic roof reports are a paid service. Estimates and bids are always at no charge.**

## HAIL OR WIND HIT THE HOUSE

Storm damage is often an insurance claim. The homeowner files the claim with their carrier; American Prime inspects, documents the damage and completes the repairs, working with the carrier as the contractor only.

**On every insurance claim, the homeowner's deductible is always owed.**

## MOLD SHOWS UP ON A REPORT

Texas requires separate TDLR-licensed companies for mold assessment and remediation. We coordinate both as the general contractor, fix the moisture source, and rebuild after the area passes clearance.

**Sellers must give buyers copies of any Certificate of Mold Damage Remediation from the prior five years, so keep it in the listing file.**

## WATER OR FIRE EMERGENCY

A pipe bursts or a fire damages a listing or a client's home. Our line answers 24/7: we secure the property, coordinate qualified mitigation partners and handle the rebuild under one contract.

**Call 469-888-8326, any hour.**

SECTION 5

# LIST READY, AND YOUR VENDOR BENCH

## LIST READY, POWERED BY NOTABLE

Your seller has a to-do list but doesn't want to spend cash on a house they're leaving. With List Ready, qualifying sellers check their Notable offer (up to $75,000, amount varies) with no impact to credit to apply. If approved, American Prime completes the work under one contract and the costs are repaid through closing. Interest and a one-time fee apply.

**Sellers: americanprimegc.notablehome.com · Agents: americanprimegc.com/listready**

## BUILD YOUR VENDOR BENCH

Line these up before your first listing appointment.

- [ ] General contractor (every trade, one contract)
- [ ] Home inspector
- [ ] Lender
- [ ] Title company
- [ ] Photographer
- [ ] Stager
- [ ] Insurance agent
- [ ] Moving company

## WHY AMERICAN PRIME

**Veteran-led.** Founded by a USMC veteran.

**BBB A+** rated and accredited.

**Insured:** general liability and workers' compensation.

**Vetted trades,** licensed wherever Texas requires it.

**MetroTex** Association of REALTORS affiliate member.


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List Ready: Interest applies. Loan funds, interest, and fees are due upon closing of the sale of your home, termination of your listing agreement, loan acceleration or twelve months after origination, whichever is sooner. Results may vary. Loans are made by Notable Finance, LLC, an affiliated lender, or Quorum Federal Credit Union, and not made by any real estate broker or agent. Loans by Notable Finance, LLC, NMLS# 1824748 are made or arranged pursuant to a California Finance Lenders Law license. Loan eligibility is not guaranteed and all loans are subject to credit approval and lender underwriting. Rules and exclusions apply. Subject to your loan agreement and Notable's terms and conditions (notablehome.com/terms). American Prime General Construction is not a lender.