REAL ESTATE PLAYBOOK

The Seller's Pool Leak Playbook

Fix it or disclose it? Handling a pool leak in a Florida home sale — without giving away thousands at closing.

Advanced Leak Detection — Pools & Spas · Serving Tampa Bay, St Pete & Sarasota since 1997 · State Certified CPC 056992 **(727) 467-0078**

The one rule that decides everything

Pool leaks almost always cost **more to negotiate than to fix**. Buyers inflate pool problems in their mental math: the leak you could have fixed for a few hundred dollars becomes a five-figure fear the moment a buyer's inspector finds it. Every play below follows from that rule.

If you know about the leak before listing

Play 1 — Fix it first, document everything RECOMMENDED

A repaired leak with a transferable written warranty is a non-issue in the sale — and a bragging point in the listing. You pay detection (from $360) plus the repair; in exchange you avoid a negotiation that typically costs **2–5×** the repair amount. ALD minor repairs carry a **2-year written warranty**; major repairs (Deck Saver™, Tile-Saver™, Keyed Gasket-Way) carry **3 years** — and the paper survives the sale.

Play 2 — Disclose and price it in

Selling as-is, leaving town, or out of runway? This can work if you get two things right:

- [ ] **Get a written diagnostic and repair quote before listing.** "The pool has some kind of leak" is a red flag. "Skimmer pipe break — written diagnostic on file — repair quoted at $1,285" is transparency a buyer can price rationally.
- [ ] **Price the concession conservatively.** Even with paper, buyers mentally double the number. If the fix is $1,285, expect to concede $1,500–$2,500. This is exactly why fixing usually wins.

If the buyer's inspector finds it first

Now the buyer has leverage. Your position depends on how quickly you can replace their inspector's guess with specialist facts.

- [ ] **Step 1 — Get your own specialist out immediately.** General home inspectors are not pool specialists; they flag "evidence of leaking" without the tools to say what, where or how much.
- [ ] **Step 2 — Determine actual scope.** A specialist diagnostic delivers confirmation, the specific source, and a written repair quote. The scary flag frequently turns out to be a $65 fitting.
- [ ] **Step 3 — Pick your position from the table below.**

Situation	Typical seller move
No actual leak (inspector error)	Provide the written no-leak report — no credit needed. The report is warranted for 60 days.
Minor leak, quick fix	Repair before closing — often same-visit, $5–$65 on top of detection. Faster than negotiating a credit.
Medium repair	A credit at closing is often easier than coordinating repairs mid-contract — attach the written quote so the number stays anchored.
Major structural problem	Deal-by-deal. Sometimes worth saving the sale; sometimes better to repair properly and re-list stronger.

What Florida law requires

Florida sellers must disclose known material defects that affect a property's value and aren't readily observable — the standard set in **Johnson v. Davis** (Fla. 1985). A known pool leak qualifies.

TWO CONSEQUENCES WORTH UNDERSTANDING

You cannot cure knowledge with ignorance. If you've watched the level drop and topped it off all summer, "I didn't know the exact problem" won't protect you.

Disclosure without diagnosis is the worst of both worlds. "A possible leak" spooks buyers AND admits knowledge. If you disclose, disclose with paper: diagnostic, quote, and ideally a completed repair with warranty.

This playbook is practical guidance, not legal advice — for disclosure questions specific to your sale, talk to your real-estate attorney. We supply the diagnostics and the paper trail.

The listing timeline

When	What to do
3–4 weeks before listing	Suspect a leak? Run the bucket test now, then book detection. Most detections are one visit; minor repairs happen same-day.
During listing prep	Major repair needed? Methods like Deck Saver™ avoid deck demolition — repairs that used to mean jackhammers and weeks now take days.
Under contract, pool flagged	Get a specialist diagnostic inside the inspection window. Speed matters more than anything else here.
At closing	Hand over the written report and warranty. ALD warranties are printed on every invoice.

Buying, not selling? Flip this playbook around

Everything above works in reverse. A general home inspection does **not** meaningfully test the pool. Our **Real Estate Pool Inspection** (from $425) is built for the inspection window: complete leak detection plus a full pool condition assessment, with a written report suitable for the transaction — and because we work for you, not the deal, the findings are unbiased.

Need a specialist's eyes on it?

Detection from $360 · No draining · Written reports 2–3× more detailed than the industry standard · 60-day written warranty on every diagnosis.

Read the full guide: advancedleak.com/guides/pool-leak-when-selling-house/

(727) 467-0078