FIX IT OR SKIP IT GUIDE

Don't remodel yet — sort every project into three piles first.

Don't remodel your house right before you sell it. You might be paying for someone else's taste. Sometimes a big project pays off. Often buyers would rather pick their own finishes. Here's how sellers (and buyers) decide what to fix, freshen, or skip.

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Lawton • Elgin • Cache • Fletcher • Sterling • Medicine Park • Fort Sill area

01 Sellers: three piles

Sort every project into one of these three piles before you spend a dollar. Not sure? Ask: Is it broken (or would an inspector write it up)? Is it just tired? Or is it about taste — or a big bill? Fix, freshen, or talk with me first.

Pile 1 — Fix what's broken

- [ ] Leaks and drips, plus whatever caused the stain
- [ ] Running toilets and slow drains
- [ ] Doors and windows that stick or won't latch
- [ ] Broken glass, torn screens
- [ ] Outlets or switches that don't work
- [ ] Loose railings and steps
- [ ] Anything an inspector would flag

Pile 2 — Freshen what's tired

- [ ] Paint: scuffs, touch-ups, loud colors
- [ ] Lighting: dead or mismatched bulbs, dim rooms
- [ ] Landscaping: mow, trim, weed, fresh mulch
- [ ] Cracked caulk and dingy grout
- [ ] Worn-out cabinet hardware
- [ ] A deep clean and a big declutter

Pile 3 — Skip it (for now)

- [ ] Full kitchen remodels
- [ ] Gutting a bathroom
- [ ] Additions and big layout changes
- [ ] Pricey custom upgrades

Not "never" — just "not before we talk it through." Some projects make sense; plenty don't. Think of it this way: the buyer is going to repaint your "Tuscan Sunset" bedroom no matter what. Let them.

> **Just don't hide anything**
> Known problems need to be disclosed to buyers. Fix it, or disclose it, but never cover it up. If you're not sure whether something counts, ask me.

02 Buying? Flip it around

After the inspection, you'll get a report that can look scary long. Most of it is usually small stuff. Focus your repair requests on real issues, not cosmetic ones.

Worth asking about

- [ ] Safety concerns
- [ ] Active leaks and water problems
- [ ] Roof, foundation, and structural concerns
- [ ] Heating, A/C, plumbing, or electrical not working right

Usually let it go

- [ ] Paint colors and scuffs
- [ ] Dated fixtures and finishes
- [ ] Small cosmetic wear and tear
- [ ] Anything you were planning to change anyway

Nobody wins a negotiation over a doorknob. A short list of real issues gets taken more seriously

than a long list of everything. We'll go through the report together and decide what to ask for.

> **Ask yourself about each item**
> Is it a safety issue? Is water involved? Would it be expensive or hard to fix later? Will it still bug you a year from now? If the answer to all four is no, it's probably not worth the fight.

03 Want my honest take?

Before you spend a dollar getting ready to sell, I'll walk through your place with you and tell you what I'd fix, what I'd freshen, and what I'd skip. Free, and no obligation to list.

- ☐ You show me the projects on your mind
- ☐ I tell you which pile I'd put each one in
- ☐ You decide what to do — no pressure
- ☐ Your lime green accent wall's secret is safe with me

04 Your next step

I'm Travis Wright, REALTOR® with eXp Realty. I've lived in Southwest Oklahoma my whole life. Text or email me to book a free walk-through, or ask a question if you're buying.

Connect with Travis



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