# WHAT BUYERS NOTICE FIRST

A get-ready-to-sell list and a smart buyer walk-through — pick the half that fits.

Buyers often make up their mind about a house before they're past the front door. Good news: the things they notice first are usually the easiest to fix. And if you're buying, learn what to look past — and what actually matters.

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

# 01 Sellers: walk up like a stranger

Go out to the street and walk up like you've never seen the place. Look at what a buyer sees, in the order they see it. Small fixes can matter more than a big remodel. That lime green accent wall is a personality, not a selling feature.

### Porch & walkway

- [ ] Mow, edge, and trim anything blocking the walk or windows
- [ ] Sweep; knock down cobwebs
- [ ] Put away hoses, toys, tools, and trash cans
- [ ] House numbers easy to read from the street

### Front door & light

- [ ] Wipe the door; touch up peeling paint
- [ ] Lock, handle, and doorbell all work
- [ ] Door opens and closes without a fight
- [ ] Every bulb works and matches; clean the fixture

### The first room you see

- [ ] Clear clutter off floors and counters
- [ ] Open blinds; turn lights on
- [ ] Do a smell check — pets, smoke, last night's fish. Clean the source.

### Four rules for every room

- [ ] Fix what's broken — drips, loose handles, doors that won't latch
- [ ] Clear the clutter — less stuff, bigger-feeling rooms
- [ ] Swap dead bulbs — a dark room reads as a sad room
- [ ] Remove strong smells — clean the source, don't just mask it

# 02 Sellers: room by room

### Kitchen & baths

- [ ] Clear counters down to the basics
- [ ] Clean appliances inside and out
- [ ] Fix drippy faucets and wobbly cabinet doors
- [ ] Check under the sink for leaks
- [ ] Scrub tub, shower, toilet, and grout
- [ ] Re-caulk where cracked or stained
- [ ] Fresh towels; personal stuff out of sight

### Living, beds & storage

- [ ] Open walkways; fewer photos and knickknacks
- [ ] Patch nail holes and scuffs; touch up paint
- [ ] Clean windows, blinds, and ceiling fans
- [ ] Beds made; floors clear
- [ ] Thin out closets so buyers see the space
- [ ] Sweep garage; stack and label boxes
- [ ] Mow, weed; fences and gates latch

> **Before every showing**
> Lights on, blinds open. Quick sweep, counters wiped, trash out. Pets and pet bowls out of the way. Valuables and medications put away. And remember: fixing is great, hiding is not. Known problems need to be disclosed.

# 03 Buyers: look past the paint

Look past paint, furniture, and the smell of somebody's dinner. Those are easy to change. Focus on what's hard to change: layout, roof, foundation, and location.

### Easy to change

- Paint colors (even that one)
- Furniture, decor, and staging
- Light fixtures, faucets, and hardware
- Carpet and window coverings
- Cooking, pet, or candle smells

### Hard to change — focus here

- Layout: do the rooms flow the way you live?
- Roof: what shape is it in?
- Foundation and structure
- Location: does it work for your daily life?
- Heating, A/C, plumbing, electrical
- Water and drainage

One exception: if a smell is musty or keeps coming back, find out why. It can point to moisture.

## 04 Buyers: the big-ticket walk-through

### Layout & location

- [ ] Bedrooms and baths where you want them
- [ ] Kitchen works for how you cook
- [ ] Enough storage and closet space
- [ ] Drive your real commute (work, Fort Sill, or wherever you go)
- [ ] Visit at a different time of day too
- [ ] Listen for noise: traffic, trains, flight paths

### Roof, structure & water

- [ ] Missing, curling, or patched shingles
- [ ] Ceiling stains, especially upstairs
- [ ] Cracks above doors and windows
- [ ] Doors or windows that stick
- [ ] Floors that slope or bounce
- [ ] Yard slopes away from the house
- [ ] Look under every sink with a flashlight

### Systems

- [ ] Run both the heat and the A/C
- [ ] Air coming out of every vent
- [ ] Turn on faucets: pressure and hot water
- [ ] Flush toilets; watch the drains
- [ ] Flip light switches; note any that do nothing
- [ ] Photo the electrical panel

### After each showing, jot down

- [ ] The address, plus your photos
- [ ] What you loved
- [ ] What would bug you every day
- [ ] Questions to ask before an offer

> **This list is not an inspection**
> A professional home inspection is still a must, every time — even on a house that looks perfect. This list just helps you decide which homes are worth getting that far with. Open the closets and cabinets. Yes, it feels nosy. That's literally the point of the visit.

## 05 Your next step

I'm Travis Wright, REALTOR® with eXp Realty. I've lived here my whole life. Selling? I'll walk through your place and give you my honest take — free, no obligation to list. Buying? Tell me what you saw and I'll help sort easy fixes from real concerns.

## Connect with Travis



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