

The 5-Lens Open House Method

Long checklists fail in a crowded open house. Carry five lenses instead, and look past the staging to what you are actually buying.

1 FEEL

Would I actually enjoy living here?

Daily life • layout • location and routine. You are already good at this one.

2 BONES

Is it aging normally, or does something feel off?

Doors open and latch Windows operate Floors feel solid No major or patterned cracks Feels level

3 CRAFTSMANSHIP

Did someone care about the details?

Trim and baseboards align Tile is consistent Cabinets feel solid Finishes look intentional

4 WATER

If water got in, where would I see it first?

Baths Kitchen sinks Windows Ceilings Exterior drainage. Watch for stains, swelling, bubbling paint, musty smells.

5 MARKET

What is everyone else seeing?

How busy Who is here What they ask Where they linger. Every visitor is potential competition; the open house is market research.

Four questions for the listing agent

- What should I make sure I don't miss?
- What has been the seller's favorite part of living here?
- Are disclosures available?
- Have buyers been raising any common questions?

Before you leave: score 1 to 10

Desire (how much I want it) • **Fit** (my real needs)
• **Risk** (what I know and don't). Most buyers only score Desire. Strong decisions balance all three.

The final question

“If the furniture disappeared tomorrow, would I still want this house?”
