

## **Preparing your property for sale Pre-marketing checklist**

Fully preparing your home for sale can make a considerable difference in the time it takes to sell it. You can eliminate buyer objections before they arise by making necessary repairs and improvements, some of which are suggested in the article.

### Outdoors

Spruce up your garden and lawn; trim shrubbery and replace dead plants.  
Yard and patio should be neat; outdoor furniture clean and in good shape.  
Manicure your front yard; make sure your driveway and entryway are free of clutter.

### Kitchen

Sinks, appliances and countertops should sparkle. Remove any clutter.  
Wax the floor.  
Clean the oven, range and other appliances.  
Clean tile and grout. Replace if necessary.

### Exterior

Ensure the house numbers, mailbox and exterior lighting are in good condition.  
Touch up with fresh paint as needed.  
Inspect chimney for cracks and earthquake damage.  
Repair loose trim, drain pipes and fencing.  
Clean stains and window screens.

### Bathrooms

Clean mirrors, glass, chrome and porcelain surfaces.  
Replace shower curtain if needed.  
Fix any faucet drips or leaks.  
Clean grout and caulking. Replace if needed.

### Garage

Remove clutter and tidy up the shelves.  
Clean the floor.

#### Closets

Doors and drawers should open and close easily.  
Remove clutter, tidy up shelves and racks.  
Shoes and clothes should be neatly arranged.

#### Living Areas

Paint if needed. Think about brightening interiors with neutral toned paint.  
Clean draperies and carpets.  
Replace burned out light bulbs.

#### Overall

Checks basics: doors, windows, cabinets.  
Clean fireplace and remove smoke stains from wall and mantle.  
Clean your furnace and water heater.