

PREPARING YOUR PROPERTY

Pre-Marketing Checklist

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

Outdoors

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

Exterior

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

Garage

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

Living Areas

- Apply fresh paint as needed. Think about brightening your interiors with neutral-toned paint.
- Clean draperies and carpets.
- Replace burned out light bulbs.

Kitchen

- Sinks, appliances and counter tops should sparkle. Remove any clutter.
- Wax the floor.
- Clean the oven, range and other appliances.
- Clean tile and grout; replace if necessary.

Bathrooms

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

Closets

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

Overall

- Check the basics around the house. It takes just a minute to check all doors, windows and cabinets to make sure they don't stick, squeak or are too loose.
- Clean the fireplace and remove smoke stains from the wall and mantle.
- Clean your furnace and water heater, so buyers know they are looking at a house that has been well maintained.

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