

The Ultimate Property Selling Checklist (QLD Edition)



REDCLIFFE
PENINSULA



WELCOME TO YOUR SELLER CHECKLIST

Selling a home is a big decision - but with the right plan, it doesn't have to be a stressful one.

Whether you're upsizing, downsizing, or moving to a new area, this guide gives you a clear roadmap to follow from the moment you start thinking about selling through to settlement day.

You'll find preparation tips, presentation advice, timeline breakdowns, and helpful reminders to help you get the best price for your property - without missing a step.

WHAT'S INSIDE

- PRE-SALE PREPARATION CHECKLIST
- HOW TO STAGE AND PRESENT YOUR HOME
- MARKETING AND OPEN HOME TIMELINE
- KEY CONTRACT MILESTONES IN QLD
- GLOSSARY OF KEY TERMS
- LOCAL AGENT INSIGHTS TO MAXIMISE RESULTS

Disclaimer: This information is intended as general guidance only and does not constitute legal, financial, or professional advice. While every effort has been made to ensure accuracy, information may be subject to change. Independent advice should be sought to suit individual circumstances.



YOUR STEP-BY-STEP SELLING CHECKLIST

1. Prepare Your Property for Sale

Declutter, deep clean, and depersonalise living spaces
Complete minor repairs (e.g., paint touch-ups, leaking taps, faulty lights)
Enhance street appeal with gardening and maintenance
Consider professional styling or hire a stylist through your agent

2. Appoint Your Selling Agent

Meet with a suburb specialist from Place Redcliffe Peninsula
Request an in-person appraisal and market comparison
Review their proposed pricing and marketing strategy
Sign a Form 6 to officially appoint your agent

3. Understand Contracts & Conditions

Book professional photography, video, and floorplans
Finalise your online listing description and feature copy
Approve marketing materials (brochures, signboards, digital ads)
Confirm your go-live date and open home schedule

4. Launch to Market & Manage Buyer Interest

Promote via social media, portals (realestate.com.au), email, and local ads
Conduct open homes and private inspections
Receive regular feedback from your agent
Discuss buyer interest and adjust strategy if required

5. Navigate the Sale Process

Receive and review offers (conditional or unconditional)
Work with your agent to negotiate the best terms
Accept an offer and proceed to contract signing
Track contract milestones (finance, inspections, cooling-off period)

6. Finalise and Settle

Engage a solicitor or conveyancer to handle the legal transfer
Prepare for moving day and notify key service providers
Complete a pre-settlement inspection
Hand over keys and receive settlement funds

SELLING TIMELINE & INSIDER TIPS

Typical Timeline for Selling a Property in QLD

Weeks 1-2:

Property preparation and agent selection

Weeks 3-5:

Active marketing campaign and buyer inspections

Weeks 6+:

Negotiation, contracts, and 30-day settlement period (average)

Top Tips from Place Redcliffe Agents

Don't overprice your home.

Price competitively to attract more buyers and create urgency.

Invest in presentation.

First impressions matter—styling and professional photography go a long way.

Work closely with your agent.

Open communication ensures nothing falls through the cracks.

Be flexible.

The more accessible your home is for inspections, the more buyers you'll attract.



GLOSSARY OF KEY SELLING TERMS (QLD)

Form 6:

The agreement between you and your real estate agent.

Cooling-Off Period:

A 5-business-day window allowing buyers to withdraw from the contract.

Settlement:

The legal transfer of ownership and the point you receive sale proceeds.

Unconditional Contract:

A binding agreement with no subject-to conditions.

Special Conditions:

Clauses like “subject to finance” or “subject to building and pest.”

Thinking of Selling?

Let's Talk

Whether you're just starting or ready to list, our local team is here to guide you through every step of the process. Book a complimentary sales appraisal or get your instant digital property price report.



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