

Sell Before Christmas

6 Step
Guide

A STEP-BY-STEP GUIDE FOR QUEENSLAND
PROPERTY OWNERS PLANNING TO SELL IN 2025



Place.



REDCLIFFE
PENINSULA

6 Things You *Need to Know* to Sell & Settle Your Property Before Christmas



1

TIMING IS CRITICAL

If you want to hand over the keys before Christmas, you'll need to work backwards. On average, Queensland properties take around 29 days to sell, followed by a 30 - 60 day settlement period. That means you should be listed by early October 2025 to hit a pre-Christmas settlement.

2

BUYER DEMAND PEAKS IN SPRING

October and November are historically some of the best months to sell, with data showing sellers often achieve slightly higher prices during this period. Fewer listings and motivated buyers create the perfect conditions for strong results.

PREPARATION TAKES LONGER THAN YOU THINK

Allow at least 1-2 weeks before listing for:

- Photography and floorplans
- Marketing and advertising setup
- Mandatory disclosures (from August 2025, sellers must provide a Form 2 Disclosure Statement and certificates before a contract can be signed)
- Minor repairs and styling, if needed & we can help

3

MARKETING CAMPAIGNS

The first four weeks on the market are the most important. This is when inspections, open homes, and online promotion generate the highest buyer activity. A strong, focused campaign ensures maximum exposure in the shortest possible timeframe.

4

CONTRACTS & SETTLEMENT TAKE 30-60 DAYS

Once you accept an offer, most contracts in Queensland require 30 - 60 days for settlement. This allows time for finance approval, conveyancing, and the buyer's final checks. Plan for contracts to be signed by early November if you want to settle before Christmas.

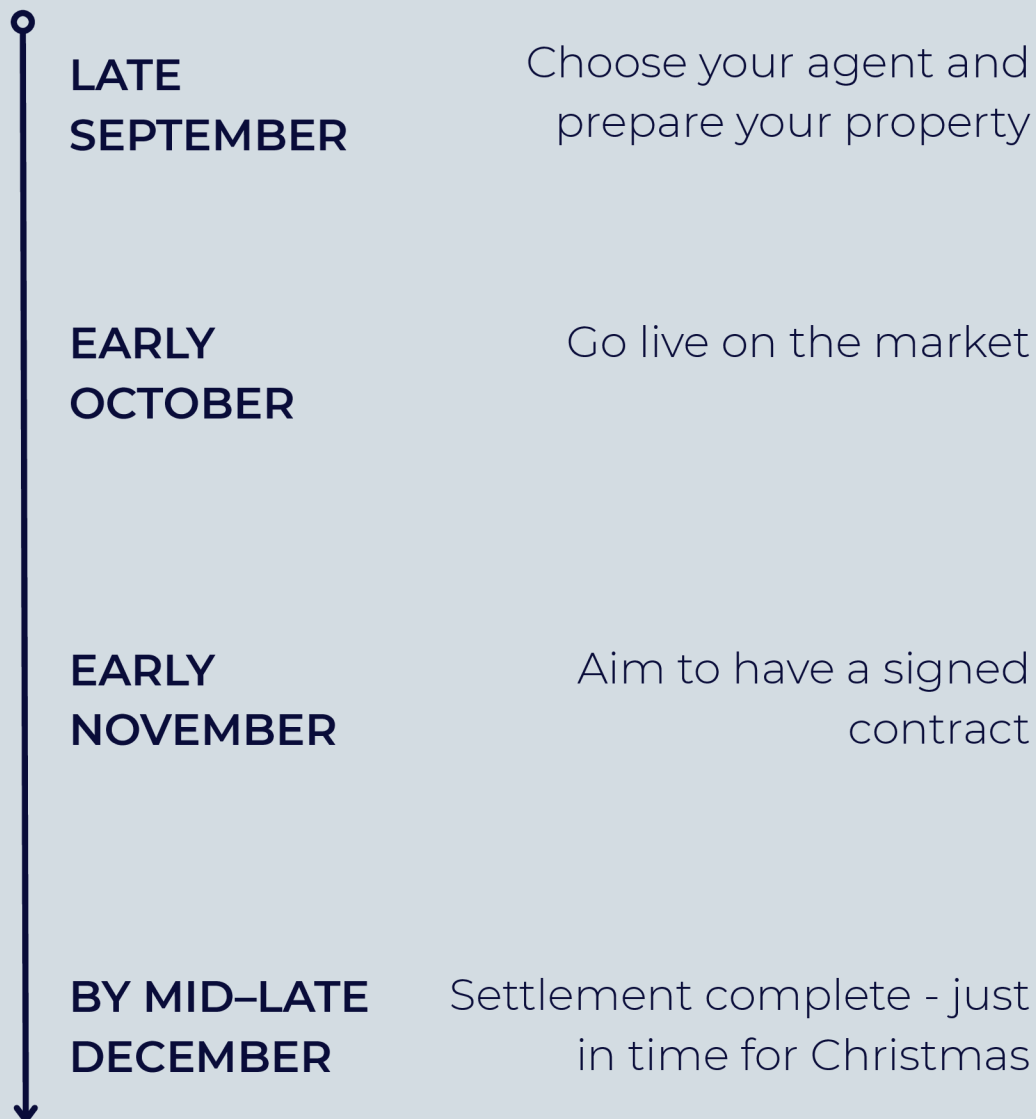
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DON'T FORGET KEY CUT-OFFS

- Cooling-off period: 5 business days apply to residential contracts.
- Public holidays: If your settlement date lands on Christmas, Boxing Day, or a weekend, it will roll to the next business day.
- Council rates & utilities: These are adjusted at settlement, so ensure everything is up to date.

Quick Checklist to Sell *Before Christmas* 2025



FINAL TIP

If selling before Christmas is your goal, don't wait until November to start. By then, the clock will be against you. The earlier you prepare, the smoother (and more profitable) your sale will be.

Contact Us

We'd love to show you why more property owners are choosing Place Redcliffe Peninsula to represent their homes. Book a free consultation and meet your local suburb specialist today.



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