

# Before you *Sell* checklist

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Your Property People

# Vendor Checklist — Before You Sell

## 1. Get Your Documents in Order

- Engage a conveyancer early
- Prepare Section 32 (Vendor Statement)
- Ensure all required documents are included
- Check title details are correct

## 2. Section 32 Accuracy

- Confirm all disclosures are complete and accurate
- Include building permits (if applicable)
- Include owners corporation details (if applicable)
- Ensure no missing or outdated information

*Note: Errors here can delay or derail a sale*

## 3. Mortgage & Financial Setup

- Confirm loan details with your lender
- Arrange discharge of mortgage early
- Understand any break costs or fees
- Ensure timing aligns with settlement

## 4. Property Preparation

- Complete any maintenance or repairs
- Consider presentation/styling
- Ensure compliance with minimum standards (if tenanted)

## 5. Sale & Settlement Planning

- Choose the right sale method (auction/private)
- Agree on settlement terms
- Ensure timelines align with your next move

## 6. Build Your Team

- Conveyancer
- Selling agent (or vendor advocate)
- Property manager (if tenanted)
- Financial advisor (if needed)

## Common Vendor Mistakes to Avoid

- Incomplete or incorrect Section 32
- Leaving mortgage discharge too late
- Not understanding contract terms
- Poor communication between professionals
- Rushing to market without preparation

## Final Tip

*The more prepared you are before going to market, the smoother (and often more profitable) the sale will be.*



### **Ready to get started?**

If any of this raised a question about your own situation, we would love to talk. We offer a free, no-obligation chat, with no pressure and no hard sell. Just a straight conversation about where you're at and what your options look like.

**Call us on 1300 808 917 | [hello@domainandco.com.au](mailto:hello@domainandco.com.au)**

[www.domainandco.com.au](http://www.domainandco.com.au)