
☐ Sun and Sage Real Estate: Your Stress-Free Seller's Guide to Sunshine Beach

Selling your home is a significant life event, but it doesn't have to be stressful.

At Sun and Sage Real Estate, we simplify the process with a boutique, client-first approach, ensuring you feel confident and supported from appraisal to settlement.

Part 1: Setting the Foundation (The "Prep & Price" Phase)

The key to a stress-free sale starts with preparation and a realistic market strategy.

1. Initial Consultation & Expert Appraisal

- **What we do:** We provide a comprehensive Comparative Market Analysis (CMA), focusing specifically on recent like for like comparable sales. We don't just give you a number; we share the '**why**' behind your property's value, considering its unique aspect, proximity to the beach, and lifestyle appeal.
- **Your Stress-Free Action: Be transparent** about your selling goals (timeline, financial needs, the plan). Our expertise is maximized when we understand your desired outcome.

2. Perfecting the Presentation

First impressions are everything, especially in a premium market like Noosa & Sunshine Beach. We help you highlight your home's coastal charm and value.

- **Kerb Appeal "I had you at Hello":** Tidy gardens, a clean exterior, and a fresh coat of paint or fresh landscaping if needed.
- **Declutter & Depersonalise:** Less is more. Help buyers see *their* life, not yours. We can recommend professional staging services to showcase the full potential of a Noosa & Sunshine Beach lifestyle.
- **Minor Repairs:** Fix leaky taps, sticky doors, and replace all blown light bulbs with consistent, warm-white globes. Small fixes remove a buyer's reason to negotiate down.
- **Your Stress-Free Action: Focus on one room or area at a time.** We can provide a detailed checklist and services to assist so the task doesn't feel overwhelming.

3. The Marketing Strategy

Your property deserves high-end exposure to reach the right buyers, locally, interstate, and overseas.

- **Innovative & High-End:** We commit to professional, magazine-quality photography, floorplans, and often virtual tours/drone footage to capture the unique beach-side aspect.
 - **Targeted Reach:** We ensure premium placement on major online portals (<https://www.google.com/search>, [realestate.com.au](https://www.realestate.com.au) and **Domain**), social media promotion, and direct outreach to our established buyer database.
 - **Your Stress-Free Action: Trust the process.** Let our team handle the campaign branding—we know exactly where your ideal buyer is looking.
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Part 2: Open Homes, Offers & Essential Disclosures

This phase includes crucial legal steps that ensure a compliant and stress-free transaction, protecting both you and the buyer.

4. New Seller Disclosure Requirements (Critical Step) ☐

Recent changes to Queensland legislation place greater importance on the seller's duty to disclose information, promoting transparency and reducing the risk of contract disputes.

The New Seller Disclosure Statement (Best Prepared by Your Solicitor)

- **What it Is:** The new law requires sellers to provide prospective buyers with a comprehensive disclosure statement, backed by specific documents, *before* a contract is signed.
- **Why It Matters:** Fully completing this disclosure with your legal representative ensures you meet your statutory obligations. Failure to disclose certain information can give the buyer the right to terminate the contract and claim their deposit back.
- **Your Stress-Free Action: Engage your solicitor immediately** upon deciding to sell. They are the only ones qualified to accurately prepare the new disclosure statement and supporting documents (Title Search, Body Corporate documents, Local Authority Notices, etc.).

5. Mandatory Safety Certifications (Pool & Fire)

For properties with pools and/or residential buildings, specific, current safety certificates must be in place. These are required by law for settlement.

A. Pool Safety Certificate (Form 23)

- **Requirement:** If your Sunshine Beach property has a swimming pool or spa, it **must** have a current Pool Safety Certificate.
- **The Stress-Free Solution:** **Arrange an inspection immediately** with a licensed pool safety inspector. Achieving compliance early avoids costly delays and makes your property more appealing to buyers.

B. Interconnected Smoke Alarms Certification

- **Requirement:** All residential dwellings must comply with the new, stringent Queensland smoke alarm legislation (Photoelectric, Interconnected, installed in bedrooms, hallways, and every level).
- **The Stress-Free Solution:** Use a licensed electrician/specialist service to perform an audit and issue the necessary **compliance certificate** well in advance of settlement.

6. Choosing Your Method of Sale & Negotiation

- We discuss the best approach (Private Treaty or Auction) and evaluate all offers (price, settlement terms, clauses) to secure the best possible outcome for you.
- **Your Stress-Free Action:** **Nominate your preferred method and frequency of contact for updates**, and determine your final "walk away" price before offers are presented.

Part 3: Contract to Keys (The "Finish Line" Phase)

The final stages are procedural, and we manage the complexity to ensure a seamless close.

7. Contract to Settlement

We coordinate with your solicitor to ensure a smooth exchange of contract and management of all buyer inspections and valuations during the unconditional period.

- **Your Stress-Free Action:** **Confirm your final move date and book movers as soon as the contract goes unconditional.**

8. Settlement Day

The easiest step! We manage the coordination of keys and final handover once funds have successfully cleared and arrange to give our personalised thankyou gift to you.

☐ **Your Sun and Sage Commitment**

Our boutique model ensures you receive exceptional, personalised service. We embrace the vibrant Sunshine Beach lifestyle and are dedicated to making your real estate journey as effortless and rewarding as possible.

Let us help you get the keys to your success!