

11 TIPS
TO
SELL
— YOUR —
PROPERTY

Faster in Brisbane

EASY TO READ

CHECKLIST



TOPSTAR

11 Tips to Sell Your Property Faster in Brisbane

1. Price Competitively

- Research recent sales of similar properties in your area.
- Set a competitive price to attract more buyers quickly.
- Current median house price in Brisbane: north of \$890,000.
- **Why it works:** A well-priced property attracts more interest and can lead to quicker sales.

2. Enhance Curb Appeal

- Invest in landscaping, fresh paint, and minor exterior repairs.
- First impressions matter; make your property stand out.
- **Why it works:** Attractive exteriors draw in potential buyers, making them more likely to schedule a viewing.

3. Stage Your Home

- Hire a professional stager or follow staging tips to make your home look inviting.
- Well staged homes sell faster and often at higher prices.
- **Why it works:** Staging helps buyers envision living in the space, increasing their emotional connection to the property.

4. Professional Photography

- Use high-quality photos to showcase your property online.
- Listings with professional photos attract more views and inquiries.
- **Why it works:** Great photos highlight your property's best features, making it stand out in online listings.

5. Leverage Virtual Tours

- Offer 3D virtual tours to give potential buyers an immersive experience.
- This has become increasingly popular post pandemic and can set your listing apart.
- **Why it works:** Virtual tours allow buyers to explore the property from the comfort of their homes, increasing engagement.

6. Market Effectively Online

- List your property on major real estate websites like Domain and realestate.com.au.
- Use social media and targeted online ads to reach a broader audience.
- **Why it works:** A strong online presence ensures your property is seen by more potential buyers.

7. Highlight Unique Features

- Emphasize any unique aspects of your property, such as a pool, solar panels, or smart home features.
- Unique features can be a significant selling point.
- **Why it works:** Highlighting special features can differentiate your property from others on the market.

8. Be Flexible with Showings

- Accommodate potential buyers' schedules, including evenings and weekends.
- The more flexible you are, the more opportunities for buyers to view your home.
- **Why it works:** Flexibility in showings can increase the number of potential buyers who see your property.

9. Work with a Skilled Real Estate Agent

- Choose an agent with a strong track record in your local market.
- An experienced agent can provide valuable insights and negotiate effectively on your behalf.
- **Why it works:** A good agent can streamline the selling process and maximise your sale price.

10. Offer Incentives

- Consider offering incentives such as covering closing costs or including certain appliances.
- Incentives can motivate buyers to choose your property over others.
- **Why it works:** Extra perks can sweeten the deal and make your property more appealing.

11. Stay Informed on Market Trends


- Keep up with the latest market trends and adjust your strategy as needed.
- As of 2024, Brisbane's property market remains robust with steady demand for family homes & units.
- **Why it works:** Staying updated allows you to make informed decisions and stay competitive in the market.

By following these steps, you can increase the chances of selling your property faster in the current Brisbane market. Good luck!

Contact Us Today

Investing in Brisbane's property market is a decision that promises long-term rewards. At TopStar Property & Commercial Services, we are here to support you every step of the way. Whether you are a first-time buyer or an experienced investor, our team of professionals is dedicated to helping you achieve your property goals.

REACH OUT TO US

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Explore the opportunities in Brisbane's dynamic housing market with TopStar Property & Commercial Services.

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