THE SALE GAP TOOLKIT

Compliance at Sale.

EVERY STATE

ONE CONVERSATION

What your state or territory requires before you can market, sign or settle — and the questions for your conveyancer's first meeting. One conversation, booked early, removes every surprise on this page.

BEFORE MARKETING Must exist before the property can be advertised or shown.

BEFORE SIGNING Must be given to, or attached for, the buyer before they sign.

BY SETTLEMENT Must be satisfied before title transfers to the buyer.

NSW New South Wales

BEFORE MARKETING A contract for sale with the prescribed documents — title search, planning certificate, drainage diagram — must exist before a home is offered for sale.

BEFORE SIGNING Pool or spa: the contract needs the pool's registration certificate plus a compliance (or non-compliance) certificate.

BEFORE SIGNING Owner-builder work within the past 7½ years needs a consumer warning in the contract — the work is uninsured, and omitting the warning can let the buyer walk.

VIC Victoria

BEFORE SIGNING The Section 32 vendor statement must reach the buyer before they sign — in practice it is prepared before marketing begins.

BEFORE SIGNING Owner-builder work sold within about 6½ years needs a recent defects report from a prescribed practitioner, and domestic building insurance above the threshold — allow weeks, not days.

QLD Queensland

BEFORE SIGNING A seller disclosure statement (Form 2) with prescribed certificates must be given before the buyer signs.

BY SETTLEMENT Interconnected photoelectric smoke alarms must be installed before transfer — buyers can claim a price adjustment if not.

BEFORE SIGNING Pool: a pool safety certificate, or formal notice that there isn't one, before contract.

BY SETTLEMENT Written notice on whether an approved safety switch is installed.

SA South Australia

BEFORE SIGNING The Form 1 vendor disclosure statement is normally served before the buyer signs (its legal deadline is ten clear days before settlement) — serving it early starts the buyer's cooling-off cleanly.

BEFORE MARKETING No documents are legally required to list — but ordering the Form 1 searches early prevents delays later.

WA Western Australia

BEFORE MARKETING No vendor statement is required to list — general duties not to mislead still apply.

BY SETTLEMENT At least two RCDs (safety switches) protecting the power and lighting circuits must be fitted before transfer.

BY SETTLEMENT Mains-powered smoke alarms, generally less than ten years old, must be installed before ownership transfers.

TAS Tasmania

BEFORE MARKETING No legislated vendor disclosure and no pre-marketing document requirement — the standard contract carries a voluntary disclosure section.

BEFORE SIGNING Fewest sale-triggered requirements of any state — which makes the conveyancer conversation, not a form, your safety net.

ACT Australian Capital Territory

BEFORE MARKETING The strictest regime: the full contract with required documents — title, energy efficiency rating, a recent building and compliance report, pest report for occupied homes — must exist before advertising.

BEFORE MARKETING Those reports date quickly, so sequence them with your listing date.

NT Northern Territory

BEFORE MARKETING No vendor disclosure statement is required to list.

BY SETTLEMENT Working photoelectric smoke alarms — hardwired or ten-year lithium — before transfer.

BY SETTLEMENT A pool compliance certificate (or declaration of no pool) before title can transfer on most residential land.

THE FIRST MEETING — QUESTIONS FOR YOUR CONVEYANCER

1. What must be in my contract or disclosure documents before I can list — and how long will preparation take?
2. Which certificates and searches should we order now — title, planning, drainage, pool, strata?
3. Do any renovations or owner-builder work trigger reports, warnings or insurance?
4. Are there unapproved structures or unfinalised approvals that could derail the sale?
5. How does cooling-off work here, and when does it start?
6. What must I disclose about defects, disputes or material facts?
7. What are my smoke alarm, electrical and pool obligations — and when must each be satisfied?
8. What could delay settlement, and how do we prevent it?

THE UPLIFTA RULE

Serious defects belong in your disclosure and pricing strategy, not hidden hopes. Fix what creates doubt; disclose what must be disclosed.

ENGAGE EARLY

Engage your conveyancer or solicitor as soon as you decide to sell — commonly $1,000–$2,500 — and ask them to put your whole timeline on one page: exchange, cooling-off, conditions, unconditional, settlement, with your dates against each.

Don't leave money on the table — get in touch 1300 131 123