ELITE
SYDNEY PROPERTY



VENDOR GUIDE

Sell with confidence

A practical, step-by-step guide to selling your home in south-west Sydney, from first conversation to handing over the keys.



WELCOME

Your local team, every step of the way

Selling your home is a big decision. Our job is to make it clear, well organised and as calm as possible, so you always know where things stand.

Elite Sydney Property is a local real estate agency serving Liverpool, Hinchinbrook and the surrounding suburbs of south-west Sydney. We help people buy, sell, rent and manage property, and we bring the same personal approach to every sale.

What guides us is simple: local expertise, a personalised service, marketing that puts your property in front of the right buyers, and relationships built on integrity and trust.

This guide walks you through how we market your home, how we find and look after buyers, the main ways to sell in NSW, and how to get your property ready. Keep it handy, and call us any time you have a question.

Liverpool City Local Business Awards 2026 — Finalist, Outstanding Real Estate Agency.



Fahde Yousif

DIRECTOR & SELLING PRINCIPAL

Licence No. 20382822

"I've worked in the property industry since 2011. Integrity, transparent communication and a hands-on approach are at the core of how I work. Whether this is your first sale or your fifth, I'm here to guide you with confidence and care."

0400 176 574 ·
fahde@elitesydneyproperty.com.au

ELITE
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MEET THE TEAM

The people behind your sale

Get to know the people behind Elite Sydney Property. Call or email any of us directly, or reach the office on 1800 625 268.



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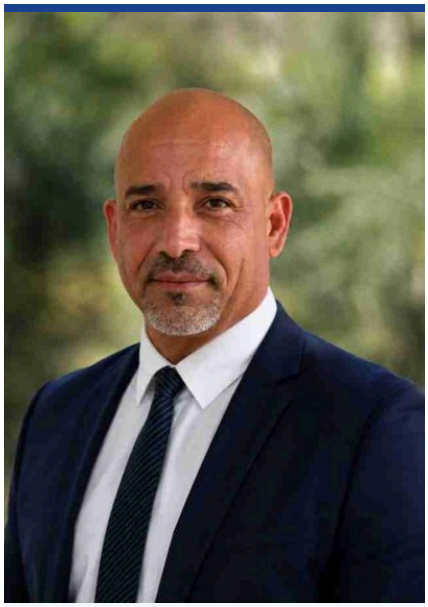

Fadi Bitar

SENIOR SALES EXECUTIVE

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Michael Poulos

AUCTIONEER

1800 625 268

Visit us in Liverpool

Suite 18, 58 Bathurst Street, Liverpool NSW 2170 · Mon–Sat, 8:30 am – 6:30 pm

Book a 30-minute meeting with Fahde at **elitesydneyproperty.com.au**

LOCAL KNOWLEDGE

We know south-west Sydney, street by street

From our office in Bathurst Street, Liverpool, we work across Liverpool, Hinchinbrook and the suburbs around them.

Every pricing conversation starts with what is actually happening nearby: recent comparable sales, current buyer demand, the competing listings your buyers are also inspecting, and your home's own condition and features.

South-west Sydney is changing quickly. Western Sydney International (Nancy-Bird Walton) Airport began passenger flights on 25 October 2026, and new estates continue to grow around Edmondson Park, Austral and Leppington.

We follow these changes closely so we can explain what they may mean for buyers looking at your property, and what they don't.

Suburbs we serve include Liverpool · Hinchinbrook · Green Valley · Mount Pritchard · Bonnyrigg · Bonnyrigg Heights · Edmondson Park · Ashcroft · Middleton Grange · Casula · Moorebank · Prestons · Cartwright · Heckenberg · Hoxton Park · Leppington and more.



RECENT RESULTS PUBLISHED ON OUR WEBSITE



$2,000,000
3 Secant Street, Liverpool



$1,180,000
14 Yarrangobilly Street, Heckenberg



$1,050,000
84 Medley Avenue, Liverpool

Sold prices as published on elitesydneyproperty.com.au. Past results do not guarantee future outcomes.



MARKETING & DIGITAL REACH

Presented beautifully, seen widely

Most buyers start their search online, so the first impression of your home is usually a photo on a screen.

We build a campaign around your property and the buyers most likely to want it. Depending on your home and your chosen package, your campaign can include:

- **Professional photography** that shows light, space and the best features
- **Floor plans** and a well-written property description
- **Online listings:** your property listed on realestate.com.au, Domain, Homely, Allhomes, OnTheHouse, view.com.au and Soho, plus the Elite Sydney Property website
- **Social media** on our Facebook and Instagram channels
- **Audience Maximiser** (realestate.com.au) to extend reach across social and other sites

WHERE YOUR PROPERTY IS LISTED ONLINE

realestate.com.au · Domain · Homely · Allhomes · OnTheHouse · view.com.au · Soho · elitesydneyproperty.com.au

SOCIAL & EXTENDED REACH

Facebook · Instagram · Audience Maximiser

Marketing costs depend on the package you choose. We'll give you a written breakdown of inclusions and costs before your campaign starts.

BUYERS & COMMUNICATION

Finding the right buyer, and keeping you in the loop

A great campaign brings in enquiries. What happens next matters just as much: following up every buyer, and telling you clearly what we are hearing.

Our buyer network

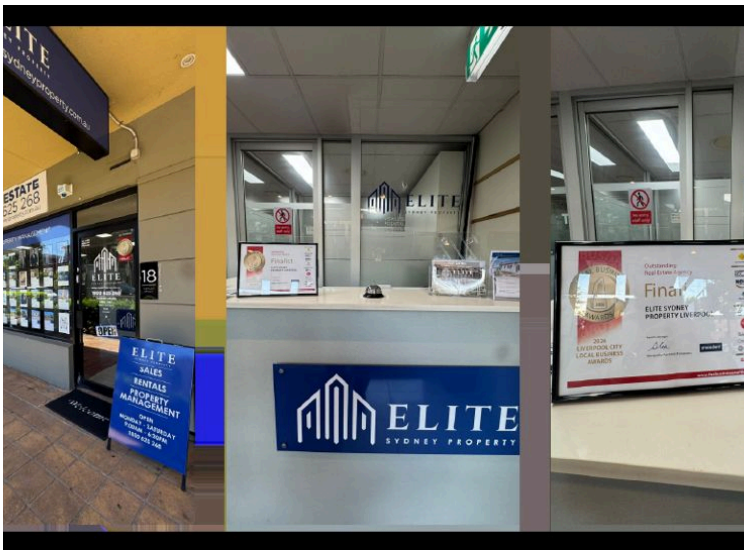
We keep in touch with buyers who are searching in our area and give them early notice of new listings, so suitable buyers can hear about your home as soon as it's ready.

Every enquiry followed up

We run open homes and private inspections, follow up with the people who attend, and qualify serious buyers before negotiations begin.

Honest feedback

You'll hear what buyers really think about price, presentation and competing homes, so you can make decisions with the full picture.





How we keep you informed

Transparent communication is one of our core values. During your campaign you can expect regular updates on enquiries, inspection numbers and buyer feedback. We will agree with you at the start how often you would like to hear from us and in what format.

Talk to us your way

Call, email, visit the office, or book a 30-minute meeting with Fahde online through our website. We're open Monday to Saturday, 8:30 am to 6:30 pm.



MARKET SNAPSHOT

South-west Sydney at a glance

A quick look at three-bedroom house prices and rental vacancy across six local suburbs. Medians describe the middle of past sales, not the value of any particular home, which is why we always pair figures like these with a personal appraisal.

Suburb	Postcode	3-bed house median (12 months)	Change year on year	Advertised vacancy Oct 2026 (postcode)
Liverpool	2170	**$1.04m**	**+10.0%**	**1.41%**
Hinchinbrook	2168	**$1.07m**	**+12.6%**	**0.96%**
Edmondson Park	2174	**$1.1m**	**+13.4%**	**2.28%**
Austral	2179	**$1.06m**	**+12.7%**	**6.97%***
Leppington	2179	**$1.07m**	**+7.6%**	**6.97%***
Middleton Grange	2171	**$1.1m**	**+17.0%**	**1.43%**

*Austral and Leppington share postcode 2179, so they share one vacancy figure. Vacancy is measured by postcode, not by suburb.

Want the detail?

Read our full South-West Sydney Premium Property Report: Q4 2026, with four-bedroom medians, days on market, rents and sample sizes:
elitesydneyproperty.com.au/blog/south-west-sydney-premium-property-report-q4-2026

Sources. Median prices and annual change: Domain suburb profiles, 12-month three-bedroom house medians, accessed 26 November 2026 (domain.com.au/suburb-profile). Vacancy: SQM Research, advertised vacancy rate by postcode, October 2026 (sqmresearch.com.au). Figures are reproduced as published and have not been adjusted. Some medians rest on small numbers of sales. This is general market information, not a valuation or appraisal.

CHOOSING HOW TO SELL

Auction or private treaty?

There's no single right answer. The best method depends on your property, the likely buyers and your timing. Here's how the two main options work in NSW.

Selling at auction

Your home is marketed towards a set auction date, and registered buyers bid against each other in public.

- You give your reserve (the lowest price you'll accept) to the auctioneer in writing before bidding starts.
- Every bidder must register before the auction and display a bidder number.
- Only one vendor bid is allowed, and the auctioneer must announce it as a vendor bid.
- If bidding reaches your reserve, the property sells at the fall of the hammer. The buyer signs and usually pays the deposit on the spot, with no cooling-off period.
- If bidding stops below reserve, the property is passed in and we negotiate with the interested bidders.

Often suits: homes with broad appeal and strong buyer interest, and sellers who want a clear timeline.

Selling by private treaty

Your home is advertised with a price or price guide, buyers make offers, and we negotiate on your behalf.

- You can weigh up each offer, including price, settlement date and any conditions.
- Under NSW law, an advertised price or guide can't be lower than the agent's estimated selling price.
- After exchange, buyers usually have a five-business-day cooling-off period. A buyer who withdraws forfeits 0.25% of the price.
- A buyer can waive cooling-off with a certificate from their solicitor or conveyancer. Sellers have no cooling-off period.

Often suits: sellers who want flexibility, or where buyer demand is less certain.

General information only, based on NSW Government guidance on selling property (nsw.gov.au). Rules can change. Get advice from your solicitor or conveyancer about your own sale.



Whichever method you choose, a contract for sale must be prepared before your property is advertised. Your solicitor or conveyancer will look after this.



INSPECTION DAY

First impressions start at the kerb

Buyers often decide how they feel about a home in the first few minutes, sometimes before they reach the front door. A little preparation helps them picture themselves living there.

Light & space

Open the curtains, switch on the lights and clear benches and floors so rooms feel bigger and brighter.

Fresh & neutral

Air the house before buyers arrive, put away personal items, and keep scents and colours light.

Easy to view

Secure valuables and medications, arrange care for pets and plan to be out during the inspection. We'll look after the buyers.

Don't forget the spots buyers always check: the garage, laundry, wardrobes and outdoor areas. The checklist over the page will help you work through it all.



PRE-SALE CHECKLIST

Ready, set, sell

Work through these before photography and your first open home. Tick them off as you go.

Tip: walk in your own front door as if you were a buyer. What would you notice first?

PART ONE

Indoors

- [ ] **Declutter every room**
  Pack away items you won't need for a few weeks. Clear benchtops, tables and floors.
- [ ] **Put personal items away**
  Family photos, paperwork and collections, so buyers can imagine their own things in the space.
- [ ] **Fix the small things**
  Loose handles, dripping taps, blown globes, sticking doors, chipped paint and marked walls.
- [ ] **Consider a fresh coat of paint**
  Light, neutral colours help rooms photograph well and feel larger.
- [ ] **Deep clean throughout**
  Windows inside and out, skirting boards, light switches, cobwebs and ceiling fans.
- [ ] **Freshen carpets, rugs and curtains**
  A professional clean can lift colour and remove odours.
- [ ] **Make the kitchen shine**
  Clear the benches, clean the oven and cooktop, and tidy the pantry and fridge.
- [ ] **Style the bathrooms**
  Fresh towels, clean grout and mirrors, and toiletries put out of sight.
- [ ] **Bring in light and air**
  Open blinds, replace dim globes and air the house before every inspection.
- [ ] **Tidy storage spaces**
  Wardrobes, linen cupboards and the laundry. Buyers will open them.
- [ ] **Think about styling**
  A few well-chosen pieces, or professional styling, can help buyers see the potential.
- [ ]

PART TWO

Outdoors & street appeal

- [ ] **Mow, edge and weed**
  A neat lawn and clean garden edges make an instant difference.
- [ ] **Trim hedges and trees**
  Keep paths clear and let light into windows.
- [ ] **Add some colour**
  Fresh mulch, potted plants or flowering plants near the entry.
- [ ] **Clean the entry**
  Sweep or wash the front path and porch, clean the door, and add a new doormat.
- [ ] **Make the house number easy to see**
  Buyers should be able to find you easily.
- [ ] **Check fences, gates and letterbox**
  Fix loose palings, sticking latches and peeling paint.
- [ ] **Clean gutters, windows and screens**
  Remove leaves and cobwebs from eaves and outdoor lights.
- [ ] **Present outdoor living areas**
  Clean the patio or balcony and set out a simple table and chairs.
- [ ] **Pools and spas sparkling**
  Water clear, pool fence and gate compliant and in good repair.
- [ ] **Clear the garage, shed and side passages**
  Store bins out of sight and remove rubbish and garden waste.

ADD YOUR OWN

- [ ]
- [ ]
- [ ]



BEFORE YOU LIST

Paperwork to gather

- [ ] Council rates & water notices
- [ ] Strata details (if applicable)
- [ ] Building approvals or certificates for any works
- [ ] Pool compliance certificate (if applicable)
- [ ] Solicitor or conveyancer details

THE SELLING PROCESS

Your sale, step by step

1. **Let's talk**
   Book a free, no-obligation appraisal. We look at your home and goals, and talk through recent local sales.

2. **Agree on a plan**
   We recommend a method of sale, price guide and marketing campaign, and confirm everything in a written agency agreement.

3. **Prepare the contract**
   Your solicitor or conveyancer prepares the contract for sale. In NSW it must be ready before advertising starts.

4. **Get the home ready**
   Work through the checklist, then we organise photography, floor plans and your listing copy.

5. **Launch the campaign**
   Your home goes live online and across our channels, and we let buyers in our network know.

6. **Inspections & feedback**
   We run open homes and private inspections, follow up every buyer and report back to you.

7. **Offers or auction day**
   We negotiate offers on your behalf, or prepare you for the auction, so you can decide with confidence.

8. **Exchange of contracts**
   Both parties sign and the buyer pays the deposit. Private treaty buyers usually have a five-business-day cooling-off period.

9. **Settlement & keys**
   On the date set in the contract, the sale completes, funds are transferred and the keys are handed over.

> **Questions at any stage?** Call us on 1800 625 268 or book a 30-minute meeting with Fahde through our website. No question is too small.





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Ready when you are

Thinking of selling? Start with a free, no-obligation appraisal, or simply call for a chat about your plans.

PHONE	1800 625 268
EMAIL	admin@elitesydneyproperty.com.au
OFFICE	Suite 18, 58 Bathurst Street Liverpool NSW 2170
HOURS	Mon–Sat, 8:30 am – 6:30 pm
WEBSITE	elitesydneyproperty.com.au



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Book a meeting with Fahde, request an appraisal or browse recent sales at elitesydneyproperty.com.au
Facebook · Instagram · Homely

Elite Sydney Property Pty Ltd · ABN 84 673 181 498

Disclaimer: This guide contains general information only and does not take into account your personal circumstances. It is not legal, financial or taxation advice, and it is not a valuation. Market figures are from the third-party sources named and may change. Laws and requirements can change; please seek independent professional advice before making decisions about selling your property. © Elite Sydney Property. Elite Sydney Property Pty Ltd, ABN 84 673 181 498.