

SELLING GUIDE

Mornington Peninsula



Scenic Property is a boutique real estate agency proudly servicing Safety Beach, Dromana and the surrounding Mornington Peninsula. With a strong focus on personalised service, local expertise and outstanding results, our team is passionate about helping clients achieve the best possible outcome while making the selling process seamless and stress-free.

We believe real estate is about more than simply listing a property online. It's about understanding the lifestyle a home offers, connecting with the right buyers and delivering a tailored strategy that maximises your result. From waterfront homes and marina residences to family and investment properties, we understand what buyers are looking for in this highly sought-after coastal market.

Combining strategic marketing, quality presentation and honest advice, our award-winning team is committed to guiding you through every stage of the sales process with professionalism, communication and genuine care.

Properties that are overpriced from the beginning can sit on the market significantly longer, with the first 14-21 days often considered the most critical period for attracting serious buyers.

Starting your Selling Journey

Selling a home is rarely just a transaction.

It is often tied to major life moments — upsizing, downsizing, retirement, growing families, separation, investment decisions or the next chapter entirely. For many people, it can feel exciting, overwhelming and emotional all at once.

At Scenic Property, we believe information is power. The more informed and prepared you are, the more confident and in control you will feel throughout the process.

Whether you are simply considering your options or preparing to come to market soon, understanding the journey ahead is one of the most valuable first steps.

The Emotional Side of Selling

A home often holds years — sometimes decades — of memories. It is where families have grown, milestones have been celebrated and routines have become familiar. It is completely normal for selling to feel emotional.

Many sellers experience:

- uncertainty about timing
- concern about finding their next home
- stress around preparing the property
- fear of making the wrong decision
- attachment to the family home
- anxiety around negotiations or market conditions

Having experienced professionals guiding you through the process can make a significant difference. Our role is not simply to place a property online — it is to help simplify decisions, reduce stress and provide honest advice every step of the way.



+ Start With a Conversation

You do not need to be “ready to sell” to start gathering information.

A simple conversation can help you understand:

- your property’s current market position
- likely buyer demand
- timing options
- preparation advice
- potential strategies moving forward

Even if selling is still months or years away, having the right information early allows you to make confident decisions when the time comes.

Because when it comes to property, information truly is power.



+ Timing the Market

One of the most common questions we hear is:
“Should I wait?”

While market conditions do fluctuate, the reality is that well-presented homes priced correctly continue to attract strong buyer interest in all markets.

Trying to perfectly “time” the market can sometimes mean missing opportunities that already exist today. The best time to sell is usually when:

- your personal circumstances align
- your financial position is clear
- you are emotionally ready
- the right strategy is in place

02 Recommended Trades & Services

Over the years, Scenic Property has built strong relationships with a network of trusted local trades and service providers regularly used by both our team and our clients.

From property styling and gardening to painting, cleaning and maintenance, the following professionals are known for their reliability, quality workmanship and understanding of preparing homes for the Mornington Peninsula market.

Conveyancing

Business Name: Sam Kelly's Conveyancing
Contact: Sam
Phone: (03) 8521 9450

Business Name: Warner Conveyancing
Contact: Tamara
Phone: 0414 999 220

Business Name: Sargeants - Dromana
Contact: -
Phone: 03) 5610 2010

Recommended Trades

TRADE / SERVICE	CONTACT	BUSINESS NAME	PHONE	EMAIL
Blocked Drains	Darren	The Drain Man	1800 084 372	enquiries@thedrainman.com.au
Carpet cleaner	Troy	Chemdry	0412 210 674	
Cleaner	Helen	Port Philip Cleaning	0409 005 383	
Electrician	Dave	Tall Guy Electrics	0418 307 868	info@tallguyelectrics.com.au
Electrician	Blake	Ecofit Electrical	0408 012 731	
Fencing	Tim	TJS Fencing and Fabrications	0438 606505	
Fencing		Joe's Fencing	0478 045 461	
Gardening	Brandon	All Over House and Garden Maintenance	0438 554 432	
Gutter cleaner	Jason	The Gutter Cleaning co	0466 183 548	jason@guttercleaningco.com.au
Handy Man	Ben	Mornington Peninsula Maintenance	0405 546 003	admin@mpmaintain.com.au
Handy Man	Scott	Up & Go Maintenance	0488 088 323	
Heating and Cooling	Sam	Ellwod Airconditioning	0456 111 141	
Heating and Cooling	Tim	Frost Control	0430 588 253	tim@frostcontrol.com.au
Oven cleaner		Klenza Clean	0449 536 292	
Oven cleaner		Oven Cleaning Company	1300 886 979	
Pool Cleaners	Geoff	Peninsula Pool Techs	0458 988 794	
Painter	Ben	Nichols Brothers Painting	0439 379 195	ben.nicholls75@bigpond.com
Painter	Mike		0418 880 100	
Plumber	Nathan	Peninsula Plumbing and Air conditioning	0421 149 624	info@pac.com.au
Roof Painter	Ali		0468 905 287	
Window Cleaner	Steve		0401 195 866	
Window Cleaner	Jamie and Stacey	Keep it clear window cleaning	0449 806 172	keepitclearwc@hotmail.com

3 Frequently Asked Questions

Should I renovate before selling?

Not always. In many cases, small cosmetic improvements such as painting, styling, gardening and minor repairs can significantly improve buyer appeal without the cost of major renovations. We can help advise which updates are likely to add value and which may not be necessary for the current market.

Should I buy or sell first?

This is a common question and there are several strategies available depending on your financial position and goals. Some sellers prefer the certainty of selling first, while others choose to purchase beforehand. Options such as longer settlement periods, settlement extensions, rent-back agreements or subject-to-sale conditions may help provide additional flexibility and reduce pressure during the transition. We recommend speaking with your broker or financial advisor, and our team can help guide you through timing, settlement options and current market conditions.

Can I sell with tenants in the property?

Yes. Properties can still be sold while tenanted, however the lease terms may impact the sales process and buyer appeal. If tenants are on a fixed-term lease, the purchaser will generally take over the tenancy until the lease expires. If the tenancy is month-to-month, a Notice to Vacate for sale of the property may be issued with at least 90 days' notice under current Victorian legislation, provided all legal requirements are met. Open home access and inspection times must also comply with Residential Tenancies legislation and appropriate notice periods.

When do I receive payment of the deposit?

The deposit is usually held in the agency's trust account until settlement. In some circumstances, vendors may request early release of the deposit funds prior to settlement through a Section 27 process. This requires written notice to be provided to the purchaser confirming details such as any mortgage owing on the property. If no objection is received from the purchaser within 28 days, the deposit may then be released prior to settlement. Your conveyancer or solicitor will guide you through the Section 27 process and advise whether it is suitable for your situation.

What happens after accepting an offer?

Once an offer is accepted, contracts are signed and the purchaser pays the deposit. For most private sales in Victoria, buyers are entitled to a three business day cooling-off period unless the property was purchased at auction or within three business days before or after a publicly advertised auction. Depending on the contract conditions, there may also be finance, building inspection or other conditions to satisfy before the sale becomes unconditional. Your conveyancer or solicitor will then assist through to settlement, where ownership officially transfers to the buyer.

Can I sell my furniture to the buyer?

In some cases, buyers may wish to purchase furniture or other items as part of the sale. This can either be negotiated separately between the parties or included within the Contract of Sale if agreed upon early in the process. Any items to remain with the property should be clearly documented in writing to avoid misunderstandings prior to settlement.

Pro Tip: Most people only buy and sell 3-5 properties throughout their lifetime — so you're not expected to know every part of the process. Selling can feel overwhelming at times, which is why having trusted professionals around you matters.

Ask questions, seek advice and lean on your agent, conveyancer and broker throughout the journey. There's no such thing as a silly question when it comes to one of life's biggest financial decisions.

04

Pre-listing Checklist

Preparing your home before photography and launch can have a significant impact on buyer interest, competition and ultimately your sale price.

- ☐ Declutter the home and remove excess personal items to create a clean, spacious feel
- ☐ Pack away unnecessary furniture, paperwork, toys and benchtop appliances
- ☐ Clean windows and mirrors to maximise natural light throughout the home
- ☐ Repair holes, cracks and scuff marks to walls and repaint touch-ups where required
- ☐ Fix minor maintenance items such as loose handles, dripping taps or sticking doors
- ☐ Deep clean kitchens, bathrooms and living areas throughout the home
- ☐ Dust all surfaces including skirting boards, blinds, ceiling fans and light fittings
- ☐ Pressure wash exterior areas where needed
- ☐ Tidy gardens by mowing lawns, pruning trees, mulching garden beds and sweeping leaves
- ☐ Remove excess outdoor items including bins, hoses and unused furniture
- ☐ Add fresh towels, cushions, bedding or décor to enhance presentation
- ☐ Introduce indoor plants or fresh flowers to add warmth and life to the home
- ☐ Review lighting throughout the property and replace blown globes
- ☐ Consider small cosmetic updates that may improve buyer appeal before launch
- ☐ Arrange access details, keys, garage remotes and alarm codes with your agent

05 Decluttering Tips



+ Start With the Easier Areas First

Avoid beginning with sentimental items like family photos or keepsakes. Instead, build confidence by starting with:

- spare rooms
- kitchen duplicates
- old paperwork
- linen cupboards
- garage storage
- unused furniture
- expired pantry items

Small wins help make the larger decisions easier later on.

+ Focus on Lifestyle, Not Loss

Rather than focusing on what you are “giving up”, try to focus on how you want your next stage of life to feel.

Ask yourself:

- Will this item realistically fit my next home?
- Do I genuinely use this?
- Would I buy this again today?
- Does this item add value to my daily life?
- Am I keeping this out of habit or guilt?



+ Involve Family Early

Family or trusted friends can be incredibly helpful during the downsizing process — particularly when sorting sentimental items.

Consider:

- asking family members if they would like specific items
- digitising old photos and documents
- creating keepsake boxes for children or grandchildren
- donating meaningful items to people who will genuinely use them

Having these conversations early often prevents last-minute stress.



+ Don't Be Afraid to Ask for Help

Many sellers use professional services to make the process easier and less emotional.

Helpful services can include:

- professional declutterers
- stylists
- estate sale coordinators
- removalists
- storage providers
- cleaners
- rubbish removal services

At Scenic Property, we can also connect clients with trusted local professionals who regularly assist downsizers across Safety Beach, Dromana and the wider Mornington Peninsula.

06

pre-inspection checklist

Presentation during inspections plays a major role in how buyers emotionally connect with your property.

- ☐ Open blinds and curtains to maximise natural light throughout the home
- ☐ Turn on lamps and lighting to create a warm and inviting atmosphere
- ☐ Heat or cool the home to a comfortable temperature before inspections
- ☐ Open windows briefly beforehand to freshen the home and improve airflow
- ☐ Ensure kitchen benches, bathroom vanities and tables are clear and tidy
- ☐ Make beds neatly and straighten cushions and furniture before each inspection
- ☐ Put away dishes, washing baskets, shoes and personal items
- ☐ Empty bins and ensure the home smells clean and fresh. Use subtle fragrances only — avoid overpowering scents
- ☐ Sweep outdoor entertaining areas and remove leaves or clutter. Ensure lawns are tidy and outdoor furniture is neatly arranged
- ☐ Store pet bowls, litter trays and pet bedding out of sight where possible. Take pets with you during inspections if practical.
- ☐ Secure valuables, medications and important documents before inspections
- ☐ Notify your agent of any last-minute changes or access considerations before inspections begin

Pro Tip: You still need to live comfortably in your home throughout the sales campaign. Before each open home, keep a storage box or basket for each room and quickly place everyday items such as chargers, paperwork, toys and toiletries out of sight. It's a simple way to create a clean, clutter-free presentation without constantly packing and unpacking the entire home.



07

sold checklist

- ☐ Australia Post - Mail Redirection
- ☐ Phone Service Provider
- ☐ Internet Provider
- ☐ Electrical Energy Supplier
- ☐ Gas Supplier
- ☐ Water Supplier
- ☐ Banking Institutions
- ☐ Personal Memberships
- ☐ Insurance Policies - Home / Landlord
- ☐ Insurance Policies - Health / Life / Business
- ☐ Animal Registrations

Vic Roads

- ☐ License Cards
- ☐ Vehicle Registrations
- ☐ Car Insurance / Etags

Government

- ☐ My Gov
- ☐ Centrelink
- ☐ Medicare
- ☐ Electoral Roll

Settlement Date:

Notes:

Final Inspection Date:

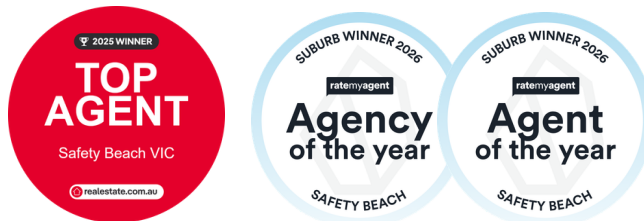
Prepare:

- ☐ Gather spare keys for handover to agent
- ☐ Find copies of manual and warranties that pertain to the home for new owner

8 About Scenic Property

Scenic Property is an award-winning boutique agency specialising in property sales and management across Safety Beach, Dromana and the Mornington Peninsula.

Backed by deep local knowledge and a highly experienced team, we deliver tailored campaigns, proactive property management and exceptional service designed to maximise results and create long-term relationships. Whether selling, leasing or investing, you're in experienced local hands with Scenic Property.



Rate My Agent | **Agent of Year** for Safety Beach (Matt Carroll)
2021, 2022, 2023, 2024, 2025, 2026

Rate My Agent | **Agency of the Year** for Safety Beach - 2024, 2025 & 2026
Realestate.com.au | **Top Agent** in Safety Beach (Matt Carroll) - 2025

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