

FIELD RESOURCE

Selling a Brisbane Property from Interstate

Managing a Brisbane sale from Sydney, Melbourne, or further

Daniel Gierach

RAY WHITE COLLECTIVE

[DANIELGIERACH.COM](https://danielgierach.com)

Selling a Brisbane property from interstate is harder than it looks. Time zones eat into the working day, decisions get made on a slower beat, and the small visits that local sellers take for granted (a quick walk-through after the cleaner, a coffee with the agent before the campaign) need to happen by video or not at all. The good news is the system is built for this. Electronic settlements are now the default in Queensland, contracts can be signed remotely, and a well-briefed local team can run almost everything without you in the room. This guide covers how to set that up.

Why interstate sales feel harder

The mechanics of a Brisbane sale are the same whether you live in Bulimba or Bondi. What changes is the friction around every decision and the pace at which information reaches you.

- Time zones cost you working hours. Brisbane does not observe daylight saving, so for half the year you are an hour behind Sydney and Melbourne. Agent calls, tradie quotes, and conveyancer questions land while your day is already finishing.
- You cannot drop in. Small jobs that a local owner handles in twenty minutes (meeting the locksmith, letting the stylist in, checking a quote) become a phone call, a text chain, and a key handover.
- Decision pacing slows. Buyer feedback after Saturday opens often needs a Sunday morning conversation. If you are travelling or unreachable, momentum can be lost.
- Emotional distance cuts both ways. You are less likely to over-react to a single low offer. You are also less likely to feel the campaign rhythm and know when to push or hold.
- Property condition can drift. A vacant home or a tenanted home you have not seen in twelve months may need more preparation than you think.

Building your remote team

A Brisbane sale run from interstate works when four or five people each own a clear part of the job. Brief them properly once and the campaign runs on its own.

- Selling agent. Your single point of contact for everything that happens at the property and in the market. Choose someone who will take the brief in writing and report back in writing.

- Conveyancer or property lawyer in Queensland. Queensland contract law differs from New South Wales and Victoria, and your interstate solicitor may not be the right person for the contract review. Engage a Queensland conveyancer or a property lawyer admitted in Queensland.

- Property manager (if leased). They hold the keys, manage tenant access, and coordinate the lease end if the sale is to a buyer who wants vacant possession.

- Photographer and stylist. Usually arranged by the agent. Confirm whoever they use is briefed on the property and has clear access.

- Cleaner, gardener, and a handyman on standby. Identify these before the campaign starts, not in the week of launch.

- A trusted local. A neighbour, family member, or friend who can hold a spare key and let trades in if a coordination problem comes up.

Choosing your Brisbane agent remotely

You will not get to do a face-to-face listing presentation. That is fine. You can still run a thorough process by video and written brief.

- Shortlist three agents who have sold in your suburb in the last twelve months. Ask each for the addresses and the sale outcomes.

- Request a video walkthrough of the property from each. Watching how an agent walks through your home tells you a lot about how they will market it.

- Get the appraisal in writing with comparable sales attached, not as a single number on a phone call.

- Speak to two recent vendors per agent. Ask: did they communicate well, did the campaign hit its plan, did the final price match the early appraisal.

- Ask each agent to put their fee, marketing budget, and recommended method in writing in a single proposal.

- Choose the agent you would trust to make a small decision without calling you. That is the agent you will need at 5pm on a Saturday.

Preparing the property from afar

Most Brisbane homes need some work before launch. Doing it remotely means giving each tradie a clear scope, a single point of contact, and access without you on site.

- Do a video walk-through with your agent in the first week. Make a written list of every item to be addressed, with a budget against each one.

- Group the work into one access window where possible. Cleaner, gardener, and handyman in the same week is easier to manage than five separate visits.

- Use your agent or property manager as the single coordinator. Tradies should not be calling you in another state to ask which fence to paint.

- Pay deposits by transfer and ask for photos of completed work before final payment. This is standard for remote owners and most trades will expect it.

- For styling, agree the brief by email with photos before furniture goes in. Confirm the install date and the de-hire date in writing.

- If the property is tenanted, give the right notices in the right order. Queensland rules on entry, photographs, and lease end are specific. Your property manager handles this; confirm in writing that they have.

Contracts, signing, and electronic settlement

Queensland has moved fully to electronic settlement and most documents can be signed remotely. You should not need to fly up to sign anything.

- Electronic conveyancing through PEXA has been compulsory for required instruments in Queensland since 20 February 2023. Your conveyancer operates inside the PEXA workspace on your behalf and you do not need to be a subscriber yourself.

- Settlement happens online and in real time. Funds usually clear on the same day and the title transfer is registered with Titles Queensland in the workspace.

- Most contracts of sale can be signed electronically under the Electronic Transactions Act and the Property Law Act. Your conveyancer will tell you which platform they use (DocuSign and similar are common).

- Some Land Title Act and Land Act documents may still require wet ink signatures. Ask your conveyancer at the start of the campaign which documents in your specific transaction need wet ink, and plan a courier window if so.

- If you cannot be reachable around settlement, consider a power of attorney to a trusted person or to your conveyancer. This is standard for sellers based overseas.

- Diarise the cooling-off, finance, and building and pest dates the moment a contract is signed. These move fast and your conveyancer will not assume you know them.

Foreign resident capital gains withholding

If you are an Australian resident for tax purposes, this section does not apply. If you are a foreign resident at the time of sale, the rules are strict and apply to the sale price, not the gain.

- From 1 January 2025, the foreign resident capital gains withholding rate is 15 per cent of the sale price, and the previous \$750,000 property threshold has been removed. The withholding now applies to all property values.

- If a contract was signed before 1 January 2025, the previous rules apply (12.5 per cent on properties of \$750,000 or more).

- The buyer is legally required to withhold the 15 per cent and remit it to the ATO at settlement, unless the seller provides a clearance certificate (for Australian residents) or a variation notice (for foreign residents who can show their actual tax liability is lower).

- Apply for the clearance certificate or variation well before settlement. Processing is not instant and a missing certificate at settlement will cause the buyer to withhold.

- Speak to a tax adviser early if you have moved overseas, are partway through moving, or are unsure of your residency status for tax. The withholding is on the sale price, so the cash impact at settlement is significant if it applies.

Attending opens and auction remotely

You will not be on the lawn for your own auction. You can still be across the campaign in real time and present (by phone or video) for the moments that matter.

- Ask for written buyer engagement reports after every open. Group numbers, contract requests, building and pest enquiries, and price feedback in one weekly summary.
- Set a standing call with your agent (Sunday morning works for most vendors) so the conversation happens without you having to chase it.
- For auction, agree before the day exactly how you will be reached: phone on speaker, video link, or a delegated decision-maker on the ground with written authority.
- If you cannot be available at all on auction day, give written reserve instructions in advance and authorise your agent to act inside the band you have set.
- Some vendors give a power of attorney to a family member to sign the contract on the day if it sells under the hammer. Discuss this with your conveyancer in the week before auction.
- If the property passes in, the post-auction negotiation often happens that afternoon. Be reachable for the two hours after the auction, even if you cannot be there for the auction itself.

Pacing yourself through the campaign

Selling at a distance is mentally tiring in a way most owners underestimate. The information arrives in bursts, the lulls feel longer, and you cannot read the room yourself.

- Agree the rhythm of communication at the start. Daily updates are not always useful. A clear weekly written report plus a phone call after each Saturday open works for most campaigns.
- Resist the urge to ask for hourly updates during opens. The agent is working the buyers; let them.
- Take low offers seriously even if you plan to reject them. They are data on the buyer pool.
- Decide your walk-away price before the campaign starts and write it down. Being far from the property makes it harder to hold a line if you have not committed it to paper.
- Plan a trip up only if it helps a specific decision (final inspection, key handover, settlement). Flying up to watch an open from across the street rarely changes the outcome.

A Brisbane sale run from interstate is a delegation problem more than a property problem. Pick the right local team, brief them in writing, set the rhythm of communication, and let the system (electronic contracts, PEXA settlement, written buyer feedback) do what it is designed to do.

Daniel Gierach

RAY WHITE COLLECTIVE

0412 523 821

daniel.gierach@raywhite.com

danielgierach.com