



Luxury Real Estate

The Luxury Property Seller Checklist

Online Since 1999

Selling a Luxury Home in Europe

Selling a luxury home in Europe is not like selling a standard property. The market is more exclusive, the buyers are more discerning, and the expectations are significantly higher. From the moment your property is listed, everything from presentation to responsiveness plays a role in attracting the right buyer.

Online Since 1999



Luxury Home Buyers

Luxury home buyers typically expect full transparency, fast access to detailed documentation, and a high level of professionalism throughout the process. They are often international, experienced investors or relocating professionals who demand high-resolution images, 3D tours, and up-to-date legal and tax documents.

Creating the best possible images is crucial-this includes professional photography that captures the property's most striking features, from bespoke interiors to landscaped gardens or panoramic views. Virtual tours and drone footage can dramatically improve your listing's appeal.

Responsiveness is another critical factor. Delayed replies, vague answers, or missed viewing opportunities can drive buyers away. Whether you're working directly with buyers or through an agent, ensure you're available, organised, and informed. A serious buyer won't wait for a seller who appears uninterested or disorganised.



Luxury Real Estate Sellers Essential Checklist

Title Deed

Ensure you have the original and official proof of ownership ready.

Proof of Identity

Provide a valid passport or national ID card.

Energy Performance Certificate

Required in most European countries; ensure this is up to date.

Utility Bills

Recent statements help demonstrate ongoing costs and transparency.

Floor Plans and Measurements

Ensure buyers understand the property's dimensions and space.

Property Survey

Helps resolve disputes and provides buyers peace of mind.

Building Permits and Renovation History

Proof that any significant work was done legally and safely.

Mortgage Information

Document your financial position clearly if a mortgage exists.

Tax Documentation

Prepare local and international tax documents to avoid delays.

Essential Checklist

Property Inventory

A detailed inventory helps clarify inclusions and value.

Professional Photography

Invest in high-resolution, well-lit, and professionally edited images.

Virtual Tour or Video Walkthrough

Use interactive tools to give remote buyers a full experience.

Agent Agreement

Detail your agreement terms with any agent you're working with.

Marketing Description

Write a compelling and accurate description of your property.

Legal Representative Contact

Have legal contacts ready to support cross-border transactions.

Foreign Exchange and Banking Arrangements

Plan ahead for transfers, exchange rates, and transfer times.

Legal Compliance for Foreign Buyers

Research if any restrictions apply to non-resident buyers.

Transaction Fees and Closing Costs

Budget for legal, notary, registration, and admin fees.

Capital Gains Tax and Local Taxes

Understand how local rules affect your net profit.

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Dual Platform
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established platforms to boost your
credibility and attract serious buyers.

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