

# Condo Exit Planning Checklist

A strategic guide to know when, why, and how to exit your condo investment

## 1. Strategic Fit

*Ask yourself if the exit aligns with your broader investment goals.*

- I have a long-term financial plan that this exit supports ☐
- This condo has reached (or exceeded) its target ROI ☐
- I've hit a major life milestone (retirement, migration, etc.) that justifies selling ☐
- I'm open to reinvesting into another asset class or higher-yield property ☐

## 2. Market Readiness

*Evaluate if the timing favors your exit.*

- Property values in my area are peaking or stabilizing ☐
- Rental demand is declining or plateauing ☐
- Major developments (infrastructure or competitors) are saturating the area ☐
- My property is still in desirable condition (before aging shows) ☐

## 3. Legal & Documentation

*Ensure you're legally ready to sell, lease, or shift strategy.*

- Condo Title and Tax Declaration are under my name ☐
- Real Property Tax (RPT) is updated ☐
- BIR CAR (if selling) or lease contracts (if renting) are prepared ☐
- HOA approval is not a blocker to my chosen strategy (e.g. Airbnb bans) ☐

*Notes:*

## 4. Financial & Tax Planning

*Run the numbers before you jump.*

I understand the CGT, DST, and other taxes applicable  
I've consulted with a licensed broker or tax consultant  
I have projected the net proceeds after all fees  
I've explored reinvestment options (1031 exchange,  
REITs, etc.)

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## 5. Buyer or Tenant Appeal

*Is your unit market-ready?*

Unit is clean, staged, and presentable  
Repairs, repainting, or renovations are done  
I have updated photos, price comps, and unit details  
I've identified my likely buyer/tenant profile

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## 6. Final Litmus Test

*Gut-check and readiness.*

If I don't exit now, I risk depreciation or vacancy  
I've considered ALL options (Airbnb, rent, refinance,  
resell)  
I'm emotionally and mentally ready to let go  
I've received at least one outside opinion (broker,  
mentor, investor peer)

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*Notes:*

 **Need a second opinion on your condo exit plan?**  
 **Book a free 15-minute strategy call with our real estate team.**  
 **<https://upropertyph.com/contact-us> or email at [agent@upropertyph.com](mailto:agent@upropertyph.com)**