

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.)

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

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)

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