NEW TECUMSETH / YOUR NEXT MOVE

The New Tecumseth Home Seller's Guide

Prepare with purpose. Compare the evidence. Plan the sale.



A practical workbook for Alliston, Beeton, Tottenham, Briar Hill, Green Briar, Treetops and rural New Tecumseth.

Preparation checklist | Pricing worksheet | Marketing and showings
Offer evaluation | Closing checks | Your conversation with Kevin

Request a Free Home Evaluation | Book a Call with Kevin

Kevin Flaherty, Broker with eXp Realty
Serving New Tecumseth since 1988 - 38 years of local expertise.

1. Start With Your Home and Your Goals

Complete what you know and mark the rest for follow-up. The sale plan should fit your property, your next move and the written agreement, rather than a fixed number of weeks.

About your property	Your notes
Address / community	
Property type / ownership structure	
Approximate size / bedrooms / bathrooms	
Lot size / year built / source of measurements	
Major upgrades / dates / permits or receipts	
Known issues / repairs / unresolved questions	
Heating and cooling / equipment age / rentals	
Municipal or private water and sewage	

Your goals and timing	Your notes
Preferred launch / closing priorities	
Next home / purchase commitments	
Preparation budget / available help	
Expected proceeds / lender or bridge questions	
Constraints / decisions still to make	

Keep current market figures separate from this workbook. Ask for dated evidence relevant to your property and community.

2. Prepare the Exterior and Interior

Phase 1: preparation. Choose work that resolves an actual issue or improves presentation within your budget. Use qualified help where needed; do not undertake unsafe access, chemical use or equipment work to complete a box.

Exterior curb appeal

[ ] Choose cleaning methods suitable for each exterior surface.	[ ] Address loose railings, trip hazards or damaged siding appropriately.
[ ] Tidy landscaping; check permissions and safe methods before tree work.	[ ] Have gutters and drainage concerns reviewed with safe access.
[ ] Assess the front door, house numbers and mailbox.	[ ] Keep the entrance clean, accessible and appropriately lit.

Decluttering and personal belongings

[ ] Remove furniture that obstructs movement or the room’s use.	[ ] Organize closets without hiding damage or blocking access.
[ ] Decide which personal belongings to pack or secure.	[ ] Keep entries and routes through rooms clear.
[ ] Clear working surfaces while keeping the home practical to use.	[ ] Plan secure storage for seasonal items and hobby supplies.

Deep cleaning

[ ] Clean carpets and assess damage before deciding on replacement.	[ ] Maintain filters as instructed and investigate persistent odours.
[ ] Clean windows where safely accessible.	[ ] Dust safely accessible fixtures, baseboards and vents.
[ ] Clean fixtures and grout; investigate moisture or mould concerns.	[ ] Clean appliances using the manufacturer’s instructions.

3. Repairs, Records and Local Checks

Repairs and presentation

[ ] Investigate leaks or running fixtures; use a suitable professional.	[ ] Assess damaged flooring, tiles and screens.
[ ] Consider paint touch-ups where condition or presentation warrants.	[ ] Consider hardware changes only where useful for the property.
[ ] Replace failed bulbs with suitable fittings and wattages.	[ ] Confirm required smoke and carbon-monoxide protection is functioning.

New Tecumseth property considerations

Where applicable	What to gather or confirm
Private sewage	Available installation, maintenance, pump-out and inspection records. Agree any further assessment and access; a pump-out is not a system-condition guarantee.
Private well	Records and testing relevant to the property. Bacterial testing does not establish chemical safety, well yield or reliable supply.
Briar Hill / Green Briar / condominium	Confirm the actual ownership structure, fees, maintenance responsibilities and governing documents. Review a status certificate and condominium documents where applicable; do not assume an age rule or an “HOA.”
Rural / hobby farm	Document buildings, fencing, water sources, permitted uses and lawful access. Confirm measurements and boundaries from appropriate evidence.
Heritage / older home	Check designation or listing status, approvals and proposed work with the Town; do not infer restrictions merely from a Beeton address.

Public Health Ontario: well-water testing
Condominium Authority of Ontario: resale condominium records
Town of New Tecumseth: maps and planning context

4. Build Your Pricing Strategy

Phase 2: pricing. A suggested list price needs a reasoned comparison with relevant sold properties and current competition. A municipal average is context, not a valuation of your home.

Evidence to discuss	Your notes / source / date
Comparable sold homes: why they fit; important differences	
Active competition: condition, terms and asking prices	
Market pace: define the period, geography and metric	
Timing: current competition and your readiness	
Condition: actual work needed and supported adjustments	
Features: lot, layout, access, services and approved uses	

Compare proposed asking-price approaches

Discuss a lower, comparable-based or higher asking price against the available evidence and your priorities. None guarantees multiple offers, a sale by a deadline or an eventual selling price. Agree how you will review the response.

[ ] Which sold properties are relevant, and why?	[ ] What does the local sale-to-list measure include?
[ ] What does absorption rate measure, and over what period?	[ ] How uncertain is the selling-time estimate?
[ ] Which active listings compete with my home?	[ ] What evidence or event will prompt the next review?

Absorption rate compares sales with available listings over a stated period. Months of inventory expresses supply relative to sales pace; it is a different measure. Neither counts active buyers or dictates an individual price.

5. Plan the Launch and Every Showing

Phase 3: marketing and showings. Agree tasks, owners and readiness checkpoints. Production, listing, feedback, offers and legal work may overlap; this is a planning sequence, not a fixed calendar.

Checkpoint	Plan / responsible person / target
Produce accurate photos, narrated virtual-reality presentation, floor plans and suitable aerial views	
Approve listing details, price, inclusions and launch permissions	
Publish agreed channels, outreach and advertising	
Review inquiries, showings, feedback and competing listings	
Review offers and agreed conditions; coordinate completion	

Before each showing

[ ] Choose appropriate curtains and lighting for conditions and privacy.

[ ] Secure valuables, medications, documents and identifying information.

[ ] Keep a suitable temperature and arrange pets safely.

[ ] Agree access and whether occupants need to leave.

[ ] Make beds and clear work surfaces, sinks and walking routes.

[ ] Check driveways and paths for weather or access hazards.

Match presentation to the actual property

Show the home’s layout, condition, features and relevant records accurately. Confirm any school information, commute, amenities, maintenance obligations, approved suite or rural use rather than assuming priorities from a community label.

Ask Kevin how his Video Narrated VR Animated Online Showing system, 57+ online locations and database of over 2,300 active buyers fit the plan. VR means virtual reality. Online viewing does not establish funding. Identify digitally altered views and do not conceal actual condition.

6. Evaluate Offers and Prepare to Close

Phase 4: offers and closing. Compare the whole written offer and completion risk, with legal and lending advice where needed.

Offer term	What to examine
Price	Compare the proposed price with relevant evidence and the complete terms.
Conditions	Scope, deadlines, obligations and the buyer's ability to satisfy them. Fewer conditions do not eliminate completion risk.
Closing date	Your move, purchase commitments, lender requirements and any agreed possession terms.
Deposit	Amount, payment timing, handling and written terms; do not use an automatic percentage rule.
Buyer qualification	Evidence appropriate to the offer. Pre-approval or a cash label does not guarantee available funds or completion.
Inclusions / exclusions	Appliances, fixtures, rentals, equipment and agreed work recorded clearly.

Closing checklist

[ ] Retain a real estate lawyer and provide the agreement and amendments.

[ ] Ask the lender about discharge, penalties and required timing.

[ ] Track condition deadlines and written notices through the agreed process.

[ ] Arrange utility accounts and readings where needed.

[ ] Plan moving, mail forwarding and insurance coordination.

[ ] Complete agreed work and preserve supporting records.

[ ] Confirm rental or leased-equipment transfer requirements.

[ ] Arrange keys, remotes and codes according to completion instructions.

[ ] Confirm closing and release instructions with your lawyer.

7. Plan Costs and Remaining Cash

Use actual quotes and agreed amounts. Brokerage fees are negotiated and may be a percentage, a fixed amount or a combination. Apply tax as agreed and include applicable tax in other entered costs.

Planning amount	Your estimate
Expected sale price	
Mortgage or other debt to be discharged	
Agreed percentage fee / fixed fee / combination	
Applicable HST on brokerage fees	
Lender discharge, prepayment or bridge charges, if applicable	
Remaining legal and closing costs	
Remaining preparation / agreed repairs	
Remaining moving and other costs	
Closing adjustment credits	
Closing adjustment debits	
Costs already paid - record separately	

Remaining cash at closing

Sale price minus debt, brokerage fees including applicable HST, and other remaining costs; then add adjustment credits and subtract adjustment debits. Do not subtract costs already paid a second time from the cash still to be received.

To understand the total transaction cost, record paid and unpaid selling costs together separately. Debt repayment is distinct from selling costs. Unentered property-specific or personal tax and financing obligations may change the result. Confirm the statement with your lawyer, lender and tax adviser as relevant.

RECO: written agreements and remuneration | CRA: applicable GST/HST rates

8. Your Conversation With Kevin

Bring this workbook and your available records. Use the questions to agree the next useful action for your property.

[ ] What is my home worth in today's market, and what evidence supports it?	[ ] How is your sale-to-list result measured and what does it include?
[ ] What marketing plan fits my specific property?	[ ] What makes your approach different from other agents?
[ ] How would you handle multiple offers?	

Decision or question	Next action / who / when
Preparation priorities	
Records or professional assessment	
Pricing and launch discussion	
Unresolved agreement / offer questions	

Ready to Get Started?

Kevin Flaherty has been selling homes in New Tecumseth since 1988. Whether you are in Alliston, Beeton, Tottenham, Briar Hill, or rural New Tecumseth, he and his dedicated marketing team will get your home sold for top dollar.

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New Tecumseth realtor guide and community context
Current New Tecumseth market reports

General seller information, not legal, tax, lending or inspection advice, or a promise of sale price or timing. Your property, agreements and written offer terms determine the next steps. Reviewed November 10, 2026.