ALLISTON / PLAN YOUR NEXT MOVE

The Alliston Home Seller's Guide

A practical plan, from preparation to possession.



Start with your property, your priorities and relevant price evidence. Use these six phases to agree the work, compare offers and keep your next move organized.

For Alliston homeowners, with related considerations for Treetops, Briar Hill and surrounding New Tecumseth properties.

Preparation | Pricing | Marketing | Showings | Offers | Closing
Plus a conversation worksheet and cost planner.

Request a Free Home Evaluation | Book a Call with Kevin

Kevin Flaherty, Broker with eXp Realty
38 years selling homes in Alliston since 1988.

1. Prepare With Purpose

Use a flexible schedule. Some tasks overlap; choose the work that fits your home, available help, budget and moving commitments. Do not undertake unsafe access or repairs to complete a box.

Pre-listing due diligence

[ ] Request an opinion of value using relevant sold comparisons.

[ ] Locate available title, survey and ownership records.

[ ] Gather renovation permits, approvals and receipts.

[ ] Ask the lender about payout, prepayment and discharge terms.

[ ] Discuss whether general or specialist assessment would help.

[ ] Gather private well/septic installation, service and testing records, if applicable.

[ ] Confirm heating fuel and owned, rented or leased equipment.

[ ] Retain a real estate lawyer early enough to review commitments.

[ ] Gather utility history and note occupancy or usage differences.

[ ] For a condominium, gather current fees, rules and available documents.

Property presentation

[ ] Clear routes and reduce clutter without a fixed percentage target.

[ ] Choose suitable cleaning methods for surfaces and equipment.

[ ] Assess leaks, damaged caulking, loose fittings and other condition concerns.

[ ] Discuss selective painting and repairs before major renovation.

[ ] Organize the garage, basement and storage without concealing damage.

[ ] Review safe landscaping and access; check permissions before tree work.

[ ] Check lighting and smoke/carbon-monoxide alarms appropriately.

[ ] Pack or secure personal belongings, valuables and documents.

[ ] Compare practical presentation, physical staging and identified digital staging.

Local work and travel considerations

Record actual access routes, parking and documented sound-control features where relevant. Verify property-specific planning restrictions with the Town. A nearby employer or highway does not establish a premium or one buyer profile.

2. Build a Pricing Strategy

Discuss recent relevant sales, current competing listings and the actual home. A radius, fixed sale count or community average alone cannot determine the asking price. Compare ownership, condition, layout, size, lot, services and timing.

[ ] Identify relevant sales and explain important differences.	[ ] Assess condition and presentation using actual quotes where useful.
[ ] Review current alternatives in the property's actual price and type segment.	[ ] Check lot, orientation, backing and any claimed access or permitted use.
[ ] Compare applicable new-build prices, incentives and written terms.	[ ] Discuss asking-price choices and their risks.
[ ] Identify the dates, geography and property coverage of market evidence.	[ ] Agree evidence-based review points rather than an automatic reduction.

Comparable evidence	Your notes
Sale / date / price / source	
Key similarities and differences	
Second relevant sale / explanation	
Third relevant sale / explanation	
Current competing home / asking price	
Relevant new-build alternative / terms	

Pricing discussion	Your notes
Proposed list price / reasons	
Target proceeds / constraints	
Review point / evidence to examine	

Absorption rate describes sales relative to available listings over a stated period. Months of inventory describes supply relative to sales pace. Neither counts active buyers. Ask what the figures mean for your specific property.

3. Agree the Marketing Launch

The Flaherty Team's marketing system exposes your home to 2,300+ active buyers across 57+ platforms using Video Narrated VR Animated Online Showings.

Set dates with the team when the property and materials are ready. These tasks can overlap; the plan is not a guaranteed production or selling timeline.

Launch task	Who / target date / notes
Professional interior, exterior and appropriate aerial photography	
Video Narrated VR Animated Online Showing production	
Floor plan and identified measurement source / limits	
Listing copy with verified property features and local information	
Final pricing and written listing details approved	
MLS launch and syndication to 57+ platforms	
Exposure to the 2,300+ active buyer database	
Social media and digital advertising	
Open house decision, where suitable	
Activity reporting and feedback review arrangements	

Virtual reality and accurate presentation

VR means virtual reality. Online presentation can help people understand a home before visiting; it does not establish financial qualification or ability to complete a purchase. Identify digitally altered views and do not conceal the home’s actual condition.

Show the features that can be supported for this home. Confirm travel, school, amenities, ownership obligations and property-use details rather than assuming priorities from an Alliston, Treetops or Briar Hill label.

4. Prepare for Showings

Agree a practical showing plan that fits occupancy, pets, accessibility and security. Presentation should help buyers understand the home without concealing condition.

[ ] Choose lighting and blinds to suit daylight, privacy and safety.	[ ] Secure valuables, prescription medicines and personal information.
[ ] Keep the temperature comfortable for occupants and conditions.	[ ] Address an odour's cause; avoid unattended candles or masking concerns.
[ ] Plan safe pet arrangements and put away pet supplies as practical.	[ ] Agree attendance and access arrangements with the team.
[ ] Make beds and clean the kitchen and bathrooms.	[ ] Provide relevant condominium or community documents where applicable.
[ ] Keep working surfaces and access routes clear.	[ ] Permit inspections only within agreed scope and safe access arrangements.

Showing feedback tracker

Date / showing	Feedback / question	Response / follow-up

Read feedback with relevant sales, current competition, inquiries and exposure. One comment or a fixed number of showings does not dictate a price change. Website views alone do not demonstrate qualified demand or negotiating leverage.

5. Compare the Whole Offer

Compare the complete written terms and completion risk with your realtor and lawyer. The highest price, largest deposit or fewest conditions does not automatically make an offer the strongest.

[ ] Price and expected proceeds compared with relevant evidence.	[ ] Any condition involving the buyer's current property.
[ ] Deposit amount, deadline, handling and written terms.	[ ] Inclusions, exclusions, rentals and leased equipment.
[ ] Closing and possession dates against your next move.	[ ] Irrevocability and response deadline.
[ ] Financing condition and appropriate evidence of available funds.	[ ] Required notices, amendments and unresolved questions.
[ ] Inspection or specialist conditions: scope, access and deadlines.	[ ] Competing-offer process and the seller's instructions.

Compare offers	Offer 1	Offer 2
Price		
Deposit / timing		
Closing / possession		
Conditions / deadlines		
Inclusions / obligations		
Funding / unresolved questions		

Negotiation notes

Decision	Your notes
Counter-offer priorities	
Professional review / follow-up	

A pre-approval, online showing or cash-offer label does not guarantee available funds or completion. Review the evidence appropriate to the proposed terms.

6. Track Conditions and Closing

Use the signed agreement and professional instructions to set deadlines. Retain your lawyer early; do not wait for conditions to be waived before raising legal or title questions.

[ ] Record conditions, notices, deadlines and who tracks each one.	[ ] Coordinate insurance with the insurer and lawyer.
[ ] Coordinate agreed inspection or appraisal access safely.	[ ] Arrange utilities, accounts and readings as applicable.
[ ] For private systems, agree suitable assessment and records rather than one universal test.	[ ] Confirm rental or leased-equipment transfers.
[ ] Track any renegotiation or amendment in writing.	[ ] Plan moving, mail forwarding and final cleaning.
[ ] Maintain the home and complete agreed work as required.	[ ] Confirm agreed visits or walkthrough rights and access.
[ ] Give the lawyer the agreement, amendments and relevant records.	[ ] Prepare keys, remotes, manuals and codes securely.
[ ] Request lender payout and discharge instructions in time.	[ ] Sign closing documents and follow the lawyer's completion instructions.

Closing item / deadline	Responsible person / status
Condition or notice	
Lender / lawyer follow-up	
Agreed repair or transfer	
Insurance / utilities / move	
Keys / possession instructions	

Private well and septic limits

Public Health Ontario tests for bacterial indicators, not chemical safety, well yield or system condition. Discuss suitable technical assessment with the appropriate professional; one result does not establish that every concern is resolved.

Public Health Ontario: well-water testing | Condominium Authority of Ontario: resale documents

Plan Your Costs and Remaining Cash

Use actual quotes and agreed amounts. Brokerage remuneration is negotiated and may be percentage-based, fixed or a combination. Include applicable tax in costs and confirm lender, legal and personal tax obligations where relevant.

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

Remaining cash at closing

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

Record paid and unpaid selling costs together separately to understand the total transaction cost. Debt repayment is distinct from selling costs. This worksheet is not a closing statement; confirm amounts with the appropriate professionals.

RECO: representation agreements and remuneration

Your Conversation With Kevin

Bring this workbook and your available records. Complete what you know and mark the rest for discussion.

Question	Your notes
Why are you considering selling?	
When would you like or need to move?	
Recent evaluation / appraisal and date?	
Known condition or title concerns?	
Target price or proceeds and why?	
Are you buying another property?	
Must you sell before you can buy?	
Upgrades / dates / approvals / receipts?	
Unique features or obligations?	
Questions / next agreed action?	

Ready to Sell Your Alliston Home?

Kevin Flaherty has been selling homes in Alliston and New Tecumseth since 1988. As a Top 1% Ontario Realtor, Kevin and his dedicated marketing team use Video Narrated VR Animated Online Showings to sell homes faster and for more money. Whether you are in Treetops, Briar Hill, South Alliston, or the downtown core, Kevin's 38 years of local experience ensures you get the best possible result.

Request a Free Home Evaluation | Book a Call with Kevin

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