BRIAR HILL / PLAN YOUR NEXT MOVE

The Briar Hill Seller's Guide

Know your home. Understand the documents. Plan the sale.



A practical workbook for Briar Hill and Green Briar homeowners, from preparation and pricing through marketing, showings, offers and closing.

Start with your actual property, ownership documents and moving priorities. Use the checklists and writing spaces to agree the next steps with your realtor and lawyer.

The Flaherty Team brings a unique advantage: Kevin Flaherty's 38 years of selling experience (since 1988) combined with Kim Flaherty's decade as the controller and manager for the Briar Hill builder's sales representatives.

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Kevin Flaherty, Broker with eXp Realty | 226-270-6433

1. Prepare the Home and Records

Community and ownership documents

[ ] Identify the condominium corporation or other ownership structure for this property.	[ ] Gather available budget, reserve-fund and special-assessment information.
[ ] Gather current common expenses, included services and payment information.	[ ] Confirm amenity eligibility, fees, access and any transfer requirements.
[ ] Locate the declaration, by-laws, rules and relevant amendments.	[ ] Check actual occupancy, use, pet, parking and alteration rules with your lawyer.
[ ] Ask about obtaining and reviewing a current status certificate.	[ ] Gather current community contacts and useful activity information.

Floor plan, upgrades and condition

[ ] Locate the builder floor plan and model name if available.	[ ] Record available heating, cooling, roof and water-heater information.
[ ] List original upgrades and subsequent improvements.	[ ] Identify fixtures, appliances and owned, rented or leased equipment.
[ ] Gather receipts, dates, permits and alteration approvals.	[ ] Record known concerns and ask what professional assessment is appropriate.

Practical preparation

[ ] Choose cleaning methods suitable for surfaces and equipment.	[ ] Use qualified help for unsafe access, mechanical or electrical work.
[ ] Reduce clutter and keep access routes clear.	[ ] Check landscaping and exterior work against applicable permissions.
[ ] Discuss selective painting and repairs before major work.	[ ] Organize storage and plan secure personal-document storage.
[ ] Assess leaks, moisture or damage rather than concealing concerns.	[ ] Discuss whether physical or clearly identified digital staging would help.

Adult-lifestyle marketing is not a substitute for checking a property’s legal documents. Do not use a universal 55+ rule, an “HOA” label or a “maintenance-free” description to decide the actual obligations.

2. Discuss the Pricing Factors

Kim Flaherty's insider builder knowledge informs the pricing conversation. Compare the actual home with relevant sales and current alternatives; neither an original upgrade cost nor a community label establishes its present resale contribution.

Pricing factor	Your property / supporting evidence
Lot position: golf outlook, green space, corner, interior, road or infrastructure	
Orientation, light, privacy and actual access rights	
Floor plan: bungalow, bungaloft, townhouse or other layout	
Main-floor bedroom, laundry and accessibility features	
Lower level, walkout and usable rooms	
Kitchen, bathroom, flooring and appliance improvements	
Storage, windows, insulation and other completed work	
Construction year / phase / original and later finishes	
Ownership, fees, responsibilities and relevant documents	

Pricing conversation	Your notes
Relevant sold homes / important differences	
Current resale and new-build alternatives / written terms	
Proposed asking strategy / review point	

Do not apply automatic golf-view premiums, road discounts or fixed renovation returns. Ask what evidence supports the proposed treatment of your home. A broader New Tecumseth average does not establish Briar Hill-only values or selling time.

3. Agree the Marketing Plan

Use dates that fit readiness, the work and your next move. Tasks can overlap; a marketing plan is not a fixed selling-time promise.

Marketing stage / task	Who / date / notes
Photography and appropriate aerial views	
Video Narrated VR Animated Online Showing production	
Floor plan and identified measurement source / limits	
Listing copy using documented model, upgrades and features	
Accurate ownership, fees, responsibilities and amenity information	
MLS launch and syndication to 57+ platforms	
Exposure to the 2,300+ active buyer database	
Featured placement on AdultCommunities.ca	
Targeted digital campaigns and registered-buyer communication	
Showing arrangements, feedback and strategy-review points	

Explain the property accurately

The Flaherty Team's marketing system targets downsizers and adult community buyers. Keep the home's actual features, condition and obligations clear. Identify digital staging or altered views, explain measurement limits and avoid implying that every visitor has the same needs.

VR means virtual reality. Online viewing or interest in adult-lifestyle information does not establish financial qualification or the ability to complete a purchase.

AdultCommunities.ca is Kevin's adult-lifestyle community platform and part of the marketing discussion for your Briar Hill home.

4. Prepare for Showings

Choose a practical plan for occupants, pets, accessibility, security and the home's actual condition. Do not assume one temperature, lighting arrangement or decorative style suits every showing.

[ ] Choose blinds and lighting to suit daylight, privacy and safety.	[ ] Keep routes, stairs and access to relevant features clear.
[ ] Keep the temperature comfortable for occupants and conditions.	[ ] Secure medicines, valuables, documents and access codes.
[ ] Agree safe pet arrangements and tidy pet supplies as practical.	[ ] Address odour sources rather than masking them.
[ ] Make beds, clean bathrooms and clear useful working surfaces.	[ ] Agree attendance and access arrangements with the team.

Lifestyle features and information to verify

[ ] Record maintenance services and the owner's remaining responsibilities.	[ ] Confirm travel routes and services relevant to the actual address.
[ ] Verify amenity access, current charges and any eligibility requirements.	[ ] Gather current fees, property tax and utility history with usage context.
[ ] Describe actual trails, outdoor areas and permitted access accurately.	[ ] Provide applicable pet, parking and alteration rules.
[ ] Use current community-centre information for activities and contacts.	[ ] Identify included appliances, fixtures and measurement sources.

Showing / date	Feedback / question	Follow-up

Show the property's features without implying universal accessibility, maintenance-free ownership, included resort access or a guaranteed commute.

5. Compare the Whole Offer

Compare price and complete written terms with your realtor and lawyer. A larger deposit, cash label or fewer conditions does not automatically establish commitment, available funds or the strongest offer.

[ ] Price and expected proceeds compared with relevant evidence.	[ ] Status certificate and legal review where applicable.
[ ] Deposit amount, deadline, handling and written terms.	[ ] Closing and possession dates against your next move.
[ ] Financing evidence appropriate to the offer.	[ ] Inclusions, exclusions, equipment and agreed work.
[ ] Inspection scope, safe access and agreed deadlines.	[ ] Applicable property rules and document questions.
[ ] Sale-of-property or other conditions and completion risk.	[ ] Offer-response deadline and instructions for competing offers.

Offer comparison	Offer 1	Offer 2
Price / expected proceeds		
Deposit / timing		
Conditions / deadlines		
Closing / possession		
Inclusions / obligations		
Funding / unresolved questions		

Negotiation decision	Your notes
Priorities / professional review	
Next action / who / when	

A pre-approval or completed online viewing does not guarantee funds or closing. Use the written terms, relevant evidence and professional advice rather than a universal condition timetable.

6. Plan Closing and the Move

Retain your lawyer early and follow the agreement, management requirements and completion instructions. Do not assume every Briar Hill property has the same community membership or automatic amenity transfer.

[ ] Provide the lawyer with the agreement, amendments and relevant records.	[ ] Arrange signing and follow completion instructions.
[ ] Track condition deadlines and agreed notices.	[ ] Coordinate utilities and insurance with the appropriate providers.
[ ] Ask the lender about payout, discharge and applicable charges.	[ ] Confirm rental or leased-equipment transfer requirements.
[ ] Review the closing statement and adjustment credits/debits.	[ ] Prepare keys, remotes, manuals and access information securely.

Condominium and community matters

[ ] Confirm the correct corporation or property-management contact.	[ ] Check whether access cards, memberships or services transfer, and at what cost.
[ ] Verify notices and documents required for the actual transfer.	[ ] Gather useful current community contacts and documents.
[ ] Confirm fee adjustments and any outstanding charges or assessments.	[ ] Check moving-truck, booking, parking and access rules.

Moving and possession

[ ] Book help around your actual closing and possession arrangements.	[ ] Coordinate agreed visits or walkthrough rights.
[ ] Plan cleaning and removal of belongings under the agreement.	[ ] Confirm release of keys and possession with the lawyer.
[ ] Complete agreed work and preserve receipts or records.	[ ] Leave agreed manuals, warranties and relevant service information.

Closing or moving item	Who / deadline / status
Lender / lawyer / condition follow-up	
Documents / equipment / access	
Move / insurance / utilities	

Plan Costs and Remaining Cash

Use actual quotes and agreed amounts. Brokerage remuneration is negotiated and may be percentage-based, fixed or a combination. Confirm applicable tax and property-specific lender, legal and tax obligations.

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, prepayment, discharge or bridge charges	
Remaining legal, closing and document costs	
Remaining preparation, agreed repairs and moving	
Other remaining costs / applicable tax obligations	
Closing adjustment credits	
Closing adjustment debits	
Selling 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. Costs already paid are recorded separately and are not deducted again from cash still to be received.

Debt repayment is separate from selling costs. Record paid and unpaid selling costs together to understand the total transaction cost. The worksheet is not a closing statement.

RECO: representation agreements and remuneration
CRA: principal residence and other real estate

Your Conversation With Kevin

Bring your notes and available property documents. Mark anything you do not yet know for follow-up.

Conversation topic	Your notes
Preferred selling and moving timeline	
Where you plan to move next	
Mortgage or other debt remaining	
Upgrades since purchase / supporting records	
Floor plan and model	
Lot position, outlook and access	
Known repairs or concerns	
Recent evaluation / appraisal and date	
Coordinating a sale and purchase	
What matters most when choosing your realtor	

Ready to Sell Your Briar Hill Home?

The Flaherty Team: Kevin Flaherty's 38 years selling homes + Kim Flaherty's 10 years inside the Briar Hill builder = unmatched adult community expertise. Top 1% Ontario. Video Narrated VR Animated Online Showings. 2,300+ active buyers.

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Flaherty.ca/briar-hill-realtors | AdultCommunities.ca

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