ALLISTON / BEETON / TOTTENHAM / RURAL NEW TECUMSETH

The New Tecumseth Home Evaluation Guide

Understand the evidence. Compare your options. Plan your next move.



A practical guide to current market context, relevant comparable sales, your property's features and a useful valuation conversation. Includes records, comparable-selection and proceeds worksheets.

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Market context: October 2026 municipality and Q2 2026 community results. Reviewed November 11, 2026. These figures do not determine the value of one property.

1. Current New Tecumseth Context

October 2026 - whole municipality, all home types

Use the snapshot to understand the reported environment, then narrow the analysis to your property's relevant sold comparisons and current competition.

Measure	October 2026	How to use it
Home sales	54	Activity and exposure context; individual circumstances vary.
Average sold price	$778,090	Completed-sale mix, not a valuation for one address.
Median sold price	$747,500	Completed-sale mix, not a valuation for one address.
New listings	128	Activity and exposure context; individual circumstances vary.
Active listings	243	Activity and exposure context; individual circumstances vary.
Average sale-to-list ratio	96%	Activity and exposure context; individual circumstances vary.
Average listing days on market	37	Activity and exposure context; individual circumstances vary.
Average property days on market	59	Activity and exposure context; individual circumstances vary.

Source: TRREB October 2026 Market Watch, physical PDF page 3

What this can tell you

The activity, reported prices, available listings and sold-listing exposure for the identified municipality and month.

What it cannot tell you

The value or complete selling timeline of one home. The averages cannot account for its precise location, ownership, property type, usable land, condition, improvements, documents or moving constraints.

Listing days measure the sold listing. Property days accumulate listing time for the same property, seller and brokerage within the original contract under TRREB's methodology. Neither is a preparation-to-closing calendar. The sale-to-list ratio compares sale and listing prices; it is not a measure of market-value achievement.

2. Community Evidence Is a Separate View

April-June 2026 - all home types

DOM means days on market.

Community	Sales	Average price	Median price	Average DOM
Alliston	80	$737,438	$728,000	32
Beeton	13	$857,062	$835,000	38
Tottenham	46	$852,235	$806,000	34
Rural New Tecumseth	26	$898,288	$806,000	39

Source: TRREB Q2 2026 New Tecumseth Community Report, physical PDF page 2

October figures cover the whole municipality and all home types. They are context, not a valuation, an individual property's price change or a forecast. The community table covers April-June 2026 and must not be compared as though it were the same October sample. Property mix and small samples can materially change averages.

Read the comparison carefully

[ ] Do not treat a higher community average as a premium for your property.

[ ] Do not use Q2 community prices as October 2026 community values.

[ ] Explain property mix and sample size; Beeton's row contains 13 sales.

[ ] No separate Briar Hill, Green Briar or Treetops row appears in this report.

[ ] Do not derive an individual home's change in value from aggregate averages.

For your evaluation

Identify the actual comparable homes, their relevant sale dates, ownership and condition. Discuss why each comparison deserves weight and what remains uncertain. Use current active competition alongside completed sales.

Notes for my property

Question to resolve	Notes
Relevant community and property type	
Most important differences	
Evidence still needed	

3. What Matters for Your Actual Home

Factor	What to review
Community and segment	Use the home's actual location and relevant alternatives, rather than blending all municipal property types.
New construction	Compare available builder prices, incentives, completed finishes, charges and timing on their actual terms.
Rural evidence	Review land, access, services, outbuildings and permitted uses with suitable records and advice.
Property type and size	Distinguish detached, semi-detached, townhouse, condominium, rural and estate properties.
Lot, land and access	Confirm usable land, frontage, drainage, access and relevant rights rather than relying on gross area.
Water and wastewater	Gather municipal/private service records and discuss appropriate testing; bacterial results do not establish chemical safety, well yield or system condition.
Condition and improvements	Compare maintenance, systems, workmanship, permits, warranties and completed work with relevant competing homes.
Current competition	Review what buyers can choose now; asking prices and expired listings are evidence to interpret, not completed-sale values.

Evidence to organize

[ ] Permits, invoices, warranties and dates for material improvements.

[ ] Survey, condominium and shared-access documents where applicable.

[ ] Well, water and septic information where applicable.

[ ] Known condition concerns and inspection or repair records.

[ ] Features that are not obvious from public records.

For private water, Public Health Ontario's bacterial testing does not establish chemical safety or supply. Discuss suitable follow-up with the public health unit or relevant professional.

4. What the Evaluation Should Include

Step	Review and useful output
Segment the Property Correctly	Confirm location, property type, ownership, services, land and your selling objective before choosing comparable sales. Check which differences need evidence or professional advice.
Gather Property Evidence	Collect available tax, utility, renovation, permit, warranty, plan and equipment records. Add condominium, well, septic, survey and access information where applicable. Identify known concerns and unfinished work.
Compare the Right Sales	Explain which sold properties are relevant, which were rejected and why. Review active competition and available pending, expired or withdrawn records with their limitations. Weigh important differences without automatic premiums or a simple radius rule.
Connect Value to Preparation	Choose repairs, cleaning, presentation and documentation from the actual property, competing homes, quotes and schedule. Arrange suitable assessments when needed; a valuation walkthrough is not a technical inspection.
Choose Pricing and Marketing Strategy	Discuss a practical value range, asking strategy, uncertainty and review points. Agree the presentation and next steps around your moving priorities. Marketing should accurately explain the home; online interest does not establish buyer funding.

Evaluation, appraisal and assessment

Type	Purpose and limits
Kevin’s comparative market analysis	A property-specific range and pricing/preparation discussion for selling decisions. Free, with no obligation to list. It is not a technical inspection or financing approval.
Formal appraisal	A qualified appraiser’s opinion for a specified purpose, effective date and scope. Ask the lender, lawyer or other recipient what it requires.
MPAC assessment	Assessment for property-tax purposes at the legislated valuation date. It is not a current asking-price recommendation. Confirm the date on your assessment notice.

MPAC: understanding assessment notices

A walkthrough does not establish system condition, code compliance, insurability or permitted use. Obtain appropriate inspections, records and professional advice when those questions matter.

5. Comparable Selection Worksheet

Record useful evidence, not just a sale close to your address. Leave out misleading comparisons or explain why they receive less weight. Five spaces are a working aid, not a required comparable count.

Property / date	Why relevant	Key differences	Sale/list price	Weight

Questions to discuss

[ ] Which sales were rejected, and why?

[ ] What does current competition offer at similar asking prices?

[ ] Which differences need judgment rather than an automatic dollar adjustment?

[ ] What uncertainty could additional records or a specialist review resolve?

Pricing range and review point

Proposed range / as-of date	Next review or new evidence

6. Plan Proceeds Without Double Counting

Use agreed amounts and current quotes. Brokerage fees are negotiated and may be percentage, fixed or combined. HST means Harmonized Sales Tax. Include applicable fee tax, and include applicable tax in other entered quotes.

Planning amount	Source / agreed input	Amount
Expected sale price range	Comparative market analysis	
Mortgage / secured debt payout	Lender statement	
Agreed percentage / fixed brokerage fee	Written agreement	
Applicable HST on brokerage fee	Confirm calculation	
Lender charges, if applicable	Discharge / prepayment / bridge quote	
Remaining legal / closing costs	Lawyer quote	
Remaining preparation / moving / other	Written quotes / agreed amounts	
Adjustment credits / debits	Lawyer’s statement	
Selling costs already paid	Record separately	
Estimated remaining cash	Check formula below	

Remaining cash at closing

Sale price minus debt, brokerage fees including applicable HST and other remaining costs; add credits and subtract debits. Do not subtract costs already paid a second time.

Record total selling costs separately as paid plus unpaid selling costs. Debt repayment is distinct from selling costs. Relevant personal/property tax and financing obligations can change the result; confirm with your lawyer, lender or tax adviser.

7. Prepare for Your Conversation With Kevin

[ ] Confirm address, property type, approximate size, land and services.

[ ] List material improvements with dates, permits, invoices and warranties.

[ ] Gather well, water, septic, survey or condominium information where applicable.

[ ] Identify known condition issues and unfinished work.

[ ] Write down the preferred selling window and next-property constraints.

[ ] Bring online estimates or prior evaluations for comparison, not as the final answer.

Question	Notes / next action
Which comparable sales deserve the most weight, and why?	
Which differences require the most judgment?	
How does current competition affect the range?	
Which preparation or records would help most?	
What uncertainty remains, and what would resolve it?	

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Sources and scope

New Tecumseth home evaluation and current context | TRREB October 2026 | TRREB Q2 2026
CAO: resale condos | Public Health Ontario: well-water testing | RECO: written representation agreements

Reviewed November 11, 2026. General valuation and seller planning, not a formal appraisal, technical inspection, legal/tax opinion, financing decision or guarantee of price/timing. Records, agreements and professional requirements determine the next steps.