NEW TECUMSETH / YOUR PRICING PLAN

The New Tecumseth Home Pricing Guide

Choose the evidence before choosing the number.



A practical pricing workbook for Alliston, Beeton, Tottenham, Briar Hill, rural acreage and hobby farms. Keep your property records, comparable-sale questions and asking-strategy notes together.

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Kevin Flaherty | Broker with eXp Realty | Realtor Since 1988
38 Years Experience | $500M+ Career Sales Volume | Top 1% Ontario Realtors

1. Alliston Subdivision Homes

Start with the actual home and available alternatives. This checklist helps prepare the evidence; it does not calculate an automatic price.

[ ] Identify the subdivision, builder and approximate construction date.

[ ] Discuss relevant completed sales without an automatic date or subdivision cutoff.

[ ] List current competing resales and available builder offerings.

[ ] Record upgrades, completion dates, permits and available receipts.

[ ] Describe the actual lot position, usable space and privacy without assuming a premium.

[ ] Check real routes to schools, shops and roads; verify any claimed access or eligibility.

[ ] Compare builder finishes, incentives, charges and completion terms.

[ ] Record the age and condition of heating/cooling, roof, windows and other systems.

[ ] Gather the property tax bill and available MPAC notices; keep assessment separate from current selling value.

[ ] Review dated market reports alongside relevant property-level evidence.

My property and records

Item	Notes / next action
Property, subdivision and ownership	
Completed work / unresolved concern	
Current alternatives to discuss	

2. Beeton and Tottenham

Beeton village homes

[ ] Record property age, style, layout and available lot information.

[ ] Discuss relevant sales with comparable land, services and condition.

[ ] List active alternatives in Beeton and other locations where useful.

[ ] Document kitchen, bathroom, electrical, plumbing and insulation work.

[ ] Confirm municipal or private water and wastewater services.

[ ] Check actual routes to amenities and verify school eligibility before describing them.

[ ] Check heritage designation, permissions or restrictions where relevant.

[ ] Record garage, parking, driveway and access arrangements.

[ ] Gather the tax bill and available utility history.

[ ] Explain why each selected Alliston or Tottenham comparison is relevant.

Tottenham resale homes

[ ] Identify detached, semi-detached, townhouse or condominium ownership and approximate age.

[ ] Discuss relevant sales by actual property type, size and condition.

[ ] Review current alternatives and dated selling-time evidence.

[ ] Document finishes, flooring, kitchens, bathrooms and unresolved concerns.

[ ] Confirm available lot, outdoor space, parking and relevant rights.

[ ] Check actual travel routes and transport options without promising commute times.

[ ] Describe layout, condition and price position without assuming a buyer’s age or household.

[ ] Record the basement’s actual condition and any documented permitted uses.

[ ] Gather property tax and applicable corporation/common-expense information.

[ ] Discuss a property-specific range rather than a fixed Tottenham-versus-Alliston ceiling.

3. Briar Hill and Rural Properties

Briar Hill adult-lifestyle homes

[ ] Record the floor plan, measurements and bedroom/bathroom information with their sources.

[ ] Discuss relevant Briar Hill resales and explain any wider comparisons.

[ ] Document upgrades, condition, approvals and available receipts.

[ ] Describe actual lot position, privacy and outlook without a fixed premium.

[ ] Confirm current fees, inclusions and applicable corporation.

[ ] Check owner-versus-corporation maintenance and repair duties.

[ ] Verify amenity access, provider terms, charges and transfer arrangements.

[ ] Review the actual rules and ownership documents; do not assume maintenance-free living or an age restriction.

[ ] Describe real accessibility features without claiming certification.

[ ] Compare relevant adult-lifestyle alternatives on actual terms.

Rural acreage and hobby farms

[ ] Gather reliable land-area, usable-land, zoning and permitted-use information.

[ ] Discuss relevant rural sales by land, services, condition, privacy and access.

[ ] Document outbuilding sizes, condition, permissions and actual use.

[ ] Gather septic type, age, pump and assessment records where available.

[ ] Gather well, treatment and sampling records; discuss separate quality and yield questions.

[ ] Confirm frontage, access rights, road arrangements and seasonal limitations.

[ ] Record fencing, paddocks and other infrastructure with their condition and permissions.

[ ] Check applicable conservation, environmental and planning restrictions.

[ ] Gather available survey, permit and severance records; seek professional clarification of uncertainty.

[ ] Describe actual features and permitted activities without assuming an equestrian, agricultural or estate buyer.

4. Factors and Pricing Mistakes

Location and community

Use relevant evidence for the particular home. Community averages do not establish a price hierarchy, buyer budget or fixed ceiling.

Condition and updates

Consider actual condition, workmanship, permits and competing properties. Spending on a renovation does not guarantee an equal increase in sale price.

Lot and land utility

Review usable area, access, privacy, topography and restrictions. A corner, ravine or acreage label does not establish a universal adjustment.

Market conditions and competition

Interpret dated sales, listings and time measures for their geography and property mix. Asking prices are not completed-sale evidence and ratios do not count qualified buyers.

Services and records

Explain actual ownership and services. Missing records deserve follow-up; documents do not establish technical condition or guarantee a price. Appropriate assessment depends on the property and transaction.

Common pricing mistakes to avoid

[ ] Using a municipal average as the value of one home.

[ ] Ignoring the current homes and builder terms buyers can choose.

[ ] Adding negotiation room without considering the evidence and available alternatives.

[ ] Borrowing another community’s average without explaining its relevance.

[ ] Ignoring Briar Hill ownership, responsibilities and fees.

[ ] Underweighting usable land, outbuildings, access and services.

[ ] Comparing only new-build sticker prices or assuming immediate resale possession.

[ ] Treating traffic or one comment as proof that the asking price must change.

[ ] Assuming renovation costs create a fixed return or automatic premium.

[ ] Leaving important condition, ownership, system or permission questions unresolved.

5. Documents and Important Limits

Gather available records. Ask the appropriate professional which missing information matters for the property and transaction; every document or test is not universally required.

[ ] Available survey, reference plan, access and land information.

[ ] Current property tax bill and available MPAC notices.

[ ] Available utility history, with occupancy and use context.

[ ] Improvement dates, costs, warranties and receipts.

[ ] Available permits and approvals for alterations and additions.

[ ] Lender information on mortgage balance and applicable discharge or other charges.

[ ] Relevant insurance and equipment rental, lease or ownership information.

[ ] Available septic assessment and maintenance records, where applicable.

[ ] Well and treatment records plus relevant sampling reports; discuss missing information.

[ ] Wood-burning appliance inspection reports where relevant; confirm scope and provider credentials.

[ ] Applicable conservation, planning and permitted-use correspondence.

[ ] Outbuilding and agricultural/equestrian infrastructure information.

[ ] For Briar Hill or condominium ownership: actual corporation, current fees and maintenance duties.

[ ] Relevant governing, financial and status information; ask about timing and responsibilities.

[ ] Available upgrade receipts and any required alteration approvals.

What records do not establish

MPAC assessment uses a legislated valuation date and is not a current selling-price evaluation. A pricing walkthrough is not a lender appraisal or technical inspection. Public Health Ontario bacterial water testing does not establish chemical safety, well yield or septic condition. A wood-burning appliance inspection report is not a guarantee of safety or insurance acceptance. Fences and advertised acreage do not establish legal boundaries or access rights.

MPAC: assessment notices | Public Health Ontario: well-water testing
CAO: resale-condominium information

6. Your Pricing Conversation

Comparable-sale discussion

Property / source / date	Why relevant / important differences

Asking strategy and review plan

Question	My notes
What range does the evidence support, and where is it uncertain?	
Which current alternatives and terms matter most?	
What preparation, records or specialist advice is still needed?	
When will we review feedback and new evidence?	

Next steps

Complete the relevant checklist, gather available records, review dated market context, request an evaluation and discuss the asking strategy before choosing a list price. Keep expected selling price separate from cash remaining after negotiated fees, applicable tax, debt, lender/closing costs and adjustment credits or debits. Track costs already paid separately to avoid deducting them twice.

Request a Free Home Evaluation | Book a Call with Kevin

Book a Zoom with Kevin | 226-270-6433 | kevin@flaherty.ca

Current New Tecumseth market reports | RECO: written agreements and negotiated fees

General seller planning, not an appraisal, technical inspection or legal, tax, financing or boundary opinion. No price or selling-time guarantee. Confirm actual property information and agreement terms with appropriate professionals.