The Briar Hill Home Selling Guide

Price with context. Prepare the records. Plan the move.



A practical checklist for selling your Briar Hill home in the Alliston area. Work through evaluation, ownership documents, preparation, marketing, offers and closing with your own property and next move in mind.

Request a Free Home Evaluation | Book a Call with Kevin

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

1. Evaluation and Positioning

[ ] Schedule your free home evaluation with Kevin and Kim Flaherty.

[ ] Identify the actual floor plan, builder phase and ownership structure.

[ ] Record builder upgrades and later improvements with available dates, receipts and approvals.

[ ] Describe outlook, usable outdoor space and lot position without assuming a fixed premium.

[ ] Discuss relevant Briar Hill resales and explain any Green Briar or other comparisons.

[ ] Agree a practical asking range from the property, current alternatives and uncertainty.

[ ] Choose timing from readiness, competition, financing and your next move.

[ ] Discuss downsizing, relocation, rental or other next-property plans.

[ ] Identify unresolved condition, ownership or information questions before listing.

[ ] Plan cash remaining after negotiated fees, applicable tax, debt, lender/closing costs and adjustments; track costs already paid separately.

Start with the particular home

Current relevant resales, active alternatives and the home's documented features support the asking discussion. Original builder cost, a golf-course view or a community average does not establish a fixed premium or a guaranteed result.

Question or missing record	Who / next action

2. Community and Property Documents

[ ] Confirm the applicable corporation and discuss status-certificate timing and review with the lawyer and manager.

[ ] Gather current common-expense information, payment details and known outstanding amounts.

[ ] Locate the declaration, by-laws, rules and separate amenity/provider terms.

[ ] Gather available heating/cooling, roof, window and other system records.

[ ] Collect available utility history with occupancy and usage context.

[ ] Gather property tax information and available assessment notices; assessment is not current selling value.

[ ] Locate available builder plans and site information, noting their sources and limitations.

[ ] List inclusions, exclusions, fixtures and other items to discuss in the agreement.

[ ] Check equipment rental, lease, financing and ownership documents.

[ ] Ask about transaction-specific documents, notices, approvals, charges and any separate provider transfer requirements.

Separate the responsibilities

Check the particular unit/corporation documents. Do not assume all exterior work is included or that community-centre and resort access have the same provider, charges or transfer terms. Ask the lawyer and manager about suitable status-document timing.

CAO: resale-condominium documents and status information

Question or missing record	Who / next action

3. Preparation and Presentation

[ ] Choose decluttering priorities that explain room use and keep access routes clear.

[ ] Arrange cleaning suitable for the surfaces, condition and any safe-access limits.

[ ] Choose lighting and blinds for actual conditions rather than a universal all-open rule.

[ ] Investigate suspected moisture, safety, structural or system concerns before cosmetic covering or repair.

[ ] Compare selective paint work with condition, suitable advice, costs and timing.

[ ] Choose safe entrance and outdoor presentation work with necessary permissions.

[ ] Show actual main-floor, patio, office and other layout features without assuming one buyer type.

[ ] Arrange furnishings to explain room function and comfortable movement.

[ ] Use appropriate professionals for unresolved system concerns; a showing is not a technical inspection.

[ ] Secure medicines, valuables and private documents, and agree pet and attendance arrangements.

Choose work from the actual condition

Use suitable professionals for unresolved concerns and safe access. Agree cleaning, furnishings, lighting, pets and attendance. Obtain any required permissions; a pre-listing inspection is not an automatic requirement for every home.

Question or missing record	Who / next action

4. Marketing Launch and Response

[ ] Confirm the Video Narrated VR Animated Online Showing is ready; VR means virtual reality.

[ ] Review photographs, floor-plan information and descriptions for accuracy.

[ ] Ensure premium placement on AdultCommunities.ca.

[ ] Verify the agreed distribution to real estate portals.

[ ] Discuss targeted marketing to people researching adult-lifestyle homes, including relevant GTA audiences.

[ ] Confirm the approved listing information is live on MLS and Flaherty.ca.

[ ] Prepare suitable property and ownership information for buyers while protecting private records.

[ ] Agree showing notices, attendance, access and feedback arrangements.

[ ] Review online engagement with its limits; a view does not establish financial qualification.

[ ] Discuss early response alongside relevant sales, competition, access and repeated questions.

Accurate marketing and controlled access

Identify virtual staging and digital alterations without concealing the home’s actual condition. Views and inquiries do not establish buyer funding. Keep the property information useful while protecting private records.

Question or missing record	Who / next action

5. Offers, Closing and Applicable Transfers

[ ] Compare written offers on price, deposit, conditions, dates, inclusions and completion risk.

[ ] Review financing, inspection, status-review or other conditions on their actual terms.

[ ] Coordinate completion with your next move and lender requirements.

[ ] Discuss any requested repair, credit or amendment with appropriate advice and written agreement.

[ ] Confirm any community, resort or provider transfer requirements rather than assuming universal membership transfer.

[ ] Have the lawyer confirm applicable common-expense, tax, utility or other adjustment credits and debits.

[ ] Coordinate legal documents, lender information and agreed completion work.

[ ] Arrange buyer visits or final access as allowed by the agreement and with permission.

[ ] Follow completion instructions for keys, access cards, equipment and possession.

[ ] Confirm remaining tasks with the lawyer and keep the signed documents and closing records.

Follow the written transaction

Tasks can overlap. Conditions, notices, buyer visits, adjustments and possession follow the actual agreement and professional instructions. Verify any separately operated amenity or membership transfer with the provider.

Principal-residence exemption eligibility and reporting depend on your history and circumstances. Confirm tax questions with an appropriate professional.

CRA: principal residence and sale reporting

Question or missing record	Who / next action

6. Your Briar Hill Selling Conversation

Decision	My notes / responsibility
Relevant comparisons and asking strategy	
Ownership, fees and amenity questions	
Preparation and permissions	
Marketing, showings and review points	
Next move, financing and closing constraints	

Next steps

Complete the five checklists, gather available records and discuss the missing information before choosing a list date or major project. Use broader market reports only as labelled context; they do not establish a Briar Hill-only average or the value of one home.

About Kevin Flaherty

Kevin Flaherty has been selling real estate since 1988. His deep understanding of the adult lifestyle market, combined with Kim Flaherty's insider builder knowledge, creates a level of expertise that ensures Briar Hill sellers achieve the best possible results.

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

New Tecumseth market reports | RECO: written agreements and negotiated remuneration

General seller planning, not a legal, tax, financing, valuation or technical-inspection opinion. Confirm actual property records and transaction terms with appropriate professionals.