

BEETON / NEW TECUMSETH

Beeton Home Selling Guide

A practical checklist for your next move

Plan the price, preparation, records and marketing for your village, subdivision or rural-edge home. Use the checklists and notes to identify what is useful for your property before committing to a major project.

Request a Free Home Evaluation | Book a Call with Kevin

Kevin Flaherty, Broker | Realtor Since 1988
Top 1% Ontario Realtors | 38 Years Experience | $500M+ Career Volume
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1. Pricing Your Beeton Home

Choose evidence that fits the property

A village home, subdivision resale and rural-edge property may need different comparisons. Review the actual condition, lot, ownership, records and current alternatives rather than relying on an automatic community price rule.

[ ] Request a property-specific evaluation; ask how the evidence and limitations support the opinion.

[ ] Review relevant Beeton sales for the actual property type, condition, lot and ownership.

[ ] Compare available builder offerings and resales, including inclusions, incentives, completion and total costs.

[ ] Discuss condition, useful improvements and quoted work rather than assuming a fixed renovation return.

[ ] Identify the home's actual features and likely use without treating a buyer demographic as a certainty.

[ ] Confirm tax treatment for the actual resale and new-build comparisons; do not assume a 13% saving.

[ ] Review readiness, current competition and timing priorities alongside any dated market evidence.

[ ] Agree an asking position and a practical review point using competition, enquiries and feedback.

[ ] Revisit the evidence before reducing a price; do not apply an automatic percentage or deadline.

[ ] Use the separately dated New Tecumseth market report as context, not an appraisal of this home.

Questions for the pricing discussion

Comparison / issue	What needs checking?
Relevant sold homes	
Active resales / builder options	
Condition, ownership or record differences	

2. Compare Resale and New Construction

Compare the actual offers

Review price, inclusions, incentives, completion terms and setting together. A resale does not automatically offer immediate possession, a finished yard, proven quality or freedom from nearby construction.

[ ] Compare the actual agreed possession date with the builder’s completion terms; resale is not always immediately available.

[ ] Ask the lawyer or tax adviser about applicable GST/HST, price inclusions and rebates for each option.

[ ] Describe the actual landscaping, trees, yard condition and maintenance responsibilities.

[ ] Organize construction, warranty, repair and condition information; resale does not prove defect-free construction.

[ ] Check nearby active work, access and noise rather than promising no construction disruption.

[ ] Describe the actual street, services and neighbourhood features without assuming every buyer’s preferences.

[ ] List finished areas, window coverings, appliances and upgrades accurately, including permissions and inclusions.

[ ] Use accurate photos and virtual views; identify digital alterations without concealing condition.

Option	Included costs / terms to confirm
Your home / relevant resale	
Builder offering	

CRA: sales of owner-occupied homes

Used owner-occupied homes are usually exempt from GST/HST, but exceptions apply. Confirm actual ownership/use, builder status, price inclusions and rebate terms with appropriate advice; do not subtract 13% from a builder price as a universal saving.

3. Older Village Homes

Main Street and the village core

Present character features alongside condition, system and renovation information. A property's age alone does not determine the work required.

[ ] Gather available electrical-system records; ask an appropriate professional about condition and capacity rather than assuming a 100-amp minimum.

[ ] Record available plumbing materials and repairs; arrange suitable assessment for unresolved concerns.

[ ] Record available roof age, repair history and warranty information.

[ ] Gather insulation and energy records; do not enter unsafe attics or wall spaces to obtain them.

[ ] Locate renovation permits and completion records, and note gaps.

[ ] Present original floors, trim or other character features accurately alongside their condition.

[ ] Choose useful entrance or porch tidying before cosmetic work; check heritage/permit requirements where applicable.

[ ] Have foundation cracks, leaks or moisture concerns assessed appropriately before cosmetic repairs.

[ ] Check usable doors and windows, and discuss repairs suited to the actual issue.

[ ] Organize accessible basement areas with safe routes; present actual height, condition and permitted use.

[ ] Secure personal photos, documents and valuables and reduce unnecessary decor before capture.

[ ] Agree suitable lighting and blinds with the capture team, preserving privacy and safe operation.

Check heritage and work permissions

Confirm whether the actual property is designated, listed or within the Beeton Heritage Conservation District. Ask the Town about requirements before work; do not infer heritage status from an address or this guide's map.

Town of New Tecumseth: heritage designations and Beeton district

4. Subdivision Homes and Newer Resales

Choose useful work before trying to match a model home

Compare actual builder offerings and competing resales. Preparation should address the property's needs and your priorities, not automatically finish every space or replace every working feature.

[ ] Gather available builder warranty records and note unresolved items.

[ ] Discuss unfinished basement, yard or garage work before committing to a project; check permissions and usefulness.

[ ] Record included window coverings and discuss presentation needs rather than buying them automatically.

[ ] Choose landscaping from the actual setting, condition, quoted cost and maintenance needs.

[ ] Clean suitable surfaces using appropriate products and ventilation.

[ ] Discuss rearrangement, a consultation or selective staging from the actual rooms and quotes.

[ ] Reduce unnecessary clutter while keeping the home practical for the household.

[ ] Have recurring cracks, moisture or movement concerns assessed before patching or painting.

[ ] Check included appliances and record known faults, service and warranty information.

[ ] Choose useful paint touch-ups or coordinated finishes without a mandatory builder-colour rule.

[ ] Organize garage storage and clean suitable surfaces; keep safe routes and exits.

[ ] Gather heating/cooling service records and follow suitable filter and equipment instructions.

Possible project	Quote / permission / reason to proceed

5. Rural-Edge Properties

Records, services and safe access

[ ] Gather available septic records and discuss whether a suitable inspection is needed, with an agreed scope, quote, permissions and safe access.

[ ] Gather dated well results and discuss appropriate follow-up; bacterial testing does not establish chemical safety or supply.

[ ] Confirm relevant zoning and proposed uses with the Town or appropriate authority.

[ ] Record the heating system, available age and maintenance information.

[ ] Locate an existing survey or reference plan for legal review; fences and sketches do not establish legal boundaries.

[ ] Gather easement, right-of-way and shared-access documents for the lawyer.

[ ] Describe outbuilding condition and arrange safe, permitted access or specialist assessment where useful.

[ ] Confirm available driveway ownership, access and maintenance agreements.

[ ] Gather known tile or agricultural drainage records and identify unresolved questions.

[ ] Organize dated utility history with usage context; keep personal account information private.

[ ] Agree safe laneway/showing routes and check permissions and appropriate help before brush or tree work.

[ ] Describe fences and their condition accurately; use legal/survey advice for boundary questions.

Testing and boundary limits

PHO bacterial testing does not establish chemical safety, water supply or septic condition. Arrange suitable professional follow-up for unresolved concerns. Surveys, title and legal advice are separate from map markers, fences or informal routes.

Public Health Ontario: private well-water testing | Town: property information requests

6. Staging, Photography and Marketing

Presentation and scheduled visits

[ ] Secure private photos, documents and valuables and use decor selectively.

[ ] Arrange rooms so their actual layout and use are easy to understand.

[ ] Choose blinds and lighting with the team around daylight, glare, privacy and safety.

[ ] Use clean towels and simple presentation choices; avoid unattended candles or unsuitable scents.

[ ] Reduce unnecessary kitchen items while keeping daily needs manageable.

[ ] Make beds and choose tidy, coordinated bedding from what is practical.

[ ] Discuss furniture placement and safe lifting before moving bulky items.

[ ] Investigate persistent odours and underlying moisture rather than masking a concern.

[ ] Keep the entrance, address and agreed routes usable for scheduled visits.

[ ] Agree a manageable showing routine around the household, pets, privacy and access needs.

Marketing plan

[ ] Arrange professional photography of the actual home, features and setting.

[ ] Prepare the Video Narrated VR Animated Online Showing for online access.

[ ] Discuss targeted digital advertising and the property's relevant features rather than fixed demographic assumptions.

[ ] Agree accurate MLS descriptions, measurements, permitted-use statements and inclusions.

[ ] Discuss distribution to the active buyer database (2,317+ buyers).

[ ] Review social marketing and enquiries alongside showing feedback; online interest does not establish buyer funding.

VR means virtual reality. Identify virtually staged or digitally altered views without concealing the actual condition. Viewing, website activity or a database entry does not establish financial qualification.

7. Records and a Flexible Selling Sequence

Gather available documents and note gaps

Not every record applies to every property. Keep mortgage, insurance, account and personal details in the appropriate private professional channel.

[ ] Existing survey, reference plan and relevant title/access records for professional review.

[ ] Current property tax bill and assessment notice; assessment is not current market value.

[ ] Available utility history with dates and usage context, excluding private account details.

[ ] Available renovation permits and completion/inspection records; identify gaps.

[ ] Applicable roof, window, heating/cooling and appliance warranties.

[ ] Mortgage payout information kept private for the lawyer and lender.

[ ] Relevant insurance and claim history for private professional review.

[ ] Available septic and well records for applicable properties, with test limitations.

[ ] Property-specific zoning or use information where it matters to the sale.

[ ] Applicable condominium/community documents, status information, fees, rules and responsibilities; a townhouse style alone does not establish ownership.

Plan stages, not a fixed number of weeks

Stages may overlap. Readiness, condition questions, work availability, the next move and signed agreement determine timing.

Stage	Planning task
Evaluation	Discuss the home, evidence, price range, records and next move.
Preparation	Arrange agreed repairs, cleaning, staging and information gathering.
Capture and launch	Confirm photography, virtual showing, accuracy and agreed listing readiness.
Marketing and offers	Manage visits, questions, feedback and negotiations; revisit current competition when useful.
Conditions and closing	Follow the signed agreement’s deadlines and professional instructions; these stages can overlap with other planning.

CAO: resale-condominium documents | RECO: property information statements

8. Your Next Steps and Selling Conversation

[ ] Request a free evaluation before choosing a list date or major preparation project.

[ ] Book a call or Zoom with Kevin to discuss the property and moving goals.

[ ] Use the checklists to note available records, useful preparation and unresolved questions.

[ ] Use the separately dated New Tecumseth market report when you need current context.

[ ] Ask Kevin which improvements deserve consideration before spending time or money.

Common mistakes to avoid

[ ] Choosing an asking price without relevant resale and builder comparisons.

[ ] Launching before material information, safe access and the agreed capture plan are ready.

[ ] Ignoring actual available builder alternatives or relying on headline advertised prices alone.

[ ] Using generic descriptions rather than the home's actual features and Beeton context.

[ ] Leaving relevant rural-system records or assessment questions unresolved.

[ ] Waiting for a supposedly perfect season without considering readiness, competition and your next move.

[ ] Starting expensive renovations without comparing scope, permissions, quotes and usefulness.

[ ] Neglecting accurate photography, descriptions, measurements and online presentation.

Bring these questions to Kevin

Question	Notes / next step
Which comparable homes and builder terms matter?	
Which work, records or assessments come first?	
What timing or moving constraints need a plan?	

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Beeton home-selling guidance | Separately dated New Tecumseth market report

General seller planning, not a legal, tax, financing, boundary or technical-inspection opinion or a price/timing promise. The actual property, professional requirements and signed agreement determine next steps.