

TOTTENHAM / NEW TECUMSETH

Tottenham Home Selling Guide

A practical checklist for your next move

Plan useful preparation, gather records and compare the actual alternatives for your village, subdivision or rural-edge home. Use the checklists and notes to discuss the property, marketing and moving priorities with Kevin.

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
226-270-6433 | kevin@flaherty.ca | eXp Realty

1. Subdivision Homes and Newer Resales

Prepare for the actual competition

Review the completed home alongside competing resales and available builder offerings. Choose work because it helps the property and your plan, rather than automatically trying to recreate a model home.

[ ] Request an evaluation of the property, relevant comparisons and a proposed price range.

[ ] Identify maintenance concerns; assess persistent moisture or other material issues before cosmetic repairs.

[ ] Arrange suitable cleaning of rooms, baseboards, vents, windows and fixtures; use safe products and access.

[ ] Clear counters and organize closets and storage to show usable space while keeping daily needs practical.

[ ] Consider paint changes where they improve presentation; do not assume every bold or older finish needs replacement.

[ ] Compare the usefulness and quoted cost of lighting or hardware changes before proceeding.

[ ] Tidy the lawn, shrubs and driveway where safe; use qualified help for tree or hazardous work.

[ ] Agree photography timing, lighting, privacy and exterior access with the team.

[ ] List actual upgrades and improvements, dates and available supporting records.

[ ] Gather available utility, permit and warranty information and note missing records.

[ ] Compare actual nearby builder offerings, incentives, inclusions, completion and tax/rebate terms.

[ ] Confirm available heating/cooling, water-heater and roof age, ownership, rental or finance details.

Compare the terms as well as the price

Option	Inclusions, timing and questions
Your home / relevant resale	
Available builder offering	

CRA: sales of owner-occupied homes

Used owner-occupied homes are usually GST/HST-exempt, but exceptions apply. Confirm actual ownership/use, builder status and price/rebate terms; do not assume a universal tax saving.

2. Older Village Core Homes

Character, condition and records

For a home near Mill Street or elsewhere in the village core, present actual features and layout alongside system and renovation information. Age alone does not establish a defect or designation.

[ ] Arrange appropriate assessment of unresolved foundation, electrical, plumbing, roof or other material concerns.

[ ] Identify known wiring, plumbing or panel issues for qualified advice; do not treat appearance as a technical assessment.

[ ] Choose suitable cleaning and lighting while respecting privacy, safe access and the actual layout.

[ ] Present original floors, trim, built-ins and other character features accurately without promising a premium.

[ ] Check condition and work permissions before exterior paint, porch, step or entrance repairs.

[ ] Gather available renovation permits, inspection records and contractor information.

[ ] Organize available insulation, heating, efficiency and system-age information without guessing.

[ ] Use furniture and room labels to explain unusual layouts accurately.

[ ] Bring available surveys or reference plans; ask the lawyer/surveyor about unresolved boundaries or access.

[ ] Discuss whether a pre-listing inspection or specialist review would be useful and agree its scope and access.

Check before changing the property

Confirm actual heritage status, permits and work requirements with the Town. Have unresolved condition questions assessed before cosmetic repairs. The municipal road map does not show heritage, parcel or legal access boundaries.

Town: heritage planning | Town: building and renovating

Record or question	Next step

3. Rural-Edge Properties

Services, land and safe access

[ ] Gather available septic installation, pump, maintenance and assessment records; note gaps.

[ ] Gather well records and available tests; discuss suitable sampling and any supply or chemical concerns separately.

[ ] Document the actual heating system, fuel, available costs and equipment ownership or agreements.

[ ] Bring available surveys, title/access information and easement records for appropriate professional review.

[ ] Describe outbuildings, barns and sheds accurately; arrange permission and safe photography or assessment.

[ ] Confirm driveway access, maintenance and snow-removal arrangements; do not infer rights from use.

[ ] Check zoning and approvals for actual or proposed land, building and accessory uses.

[ ] Confirm address-specific internet, mobile reception, utilities and service terms without a blanket guarantee.

[ ] Check applicable conservation, floodplain or other restrictions with the responsible authority.

[ ] Describe actual space, views and setting; confirm any claimed hobby-farm or other use before marketing it.

Separate the questions a test can answer

PHO bacterial testing does not establish chemical safety, well supply or septic condition. Discuss appropriate sampling and separate professional assessment for unresolved concerns. A survey, title and legal review serve different purposes from fences, trails and map markers.

PHO: private well-water testing | Town: property information requests

Question to resolve	Professional / available record

4. Marketing, Staging and Showing Readiness

Routes, local setting and the online presentation

[ ] Describe actual routes to Highway 9/400; avoid fixed drive-time or shortest-commute promises.

[ ] Discuss relevant destinations and access without assuming where a buyer works or how often they travel.

[ ] Verify available services, recreation and school eligibility for the property rather than promising suitability.

[ ] Confirm address-specific internet service and practical work-from-home space where relevant.

[ ] Describe local features such as the South Simcoe Railway accurately; it is a heritage excursion attraction.

[ ] Use available utility records and explain their limits rather than promising lower total costs than the GTA.

[ ] Agree Video Narrated VR Animated Online Showings and accurate distribution; identify digital alterations without hiding condition.

Practical staging and scheduled visits

[ ] Agree what personal photos, valuables and excess decor to put away while respecting the household.

[ ] Clarify how rooms can be used without implying an unapproved bedroom, suite or other use.

[ ] Choose suitable natural light, blinds and window cleaning for privacy, safety, weather and photography.

[ ] Use simple towels or greenery where helpful; avoid scents or displays that conceal a concern.

[ ] Clear enough kitchen counter space to show function while keeping daily essentials practical.

[ ] Prepare beds and linens as appropriate for scheduled photography and visits.

[ ] Consider furniture rearrangement where it clarifies space, with safe lifting and clear exits.

[ ] Investigate persistent pet, smoke, cooking or damp odours rather than masking their cause.

[ ] Keep the entrance and porch safe, clear and welcoming; check repair permissions where relevant.

[ ] Agree a manageable showing routine, notice, pets, privacy and safe access with the team.

VR means virtual reality. Online viewing and interest do not establish buyer funding. Agree safe visits, privacy, pets and access, and identify digitally altered views without concealing condition.

5. Records to Gather and Questions to Ask

Bring available documents and identify gaps

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

[ ] Available property survey or reference plan; note any boundary or access question.

[ ] Property tax bill and assessment notice, with private account details handled appropriately.

[ ] Available hydro, gas, water and other utility records, with dates and usage limits.

[ ] Available renovation permits, inspection records and outstanding work questions.

[ ] Warranty records for roof, heating/cooling, windows, appliances or other improvements.

[ ] Available septic records where the property has a private system.

[ ] Available well records and tests where applicable, with separate bacterial/supply/chemical limits.

[ ] Mortgage and payout information for the lender/lawyer through a private channel.

[ ] Relevant insurance and claim information for suitable professional advice and intended sharing.

Check ownership and agreement details

A townhouse layout does not establish freehold or condominium ownership. Discuss applicable status information, fees, maintenance and document timing. Confirm equipment ownership, rental/finance agreements and any transfer requirements.

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

Missing record or concern	Who will follow up?

6. A Flexible Selling Sequence and Next Steps

Plan around the property and signed agreement

The stages below can overlap. Readiness, assessment, work availability, financing and your next move affect the schedule. Conditions and completion follow the actual agreement, not a standard number of weeks.

Stage	Planning task
Evaluation and strategy	Review property, comparisons, available records and moving priorities.
Preparation and documentation	Choose useful work, assessment and permissions; organize records and capture readiness.
Marketing launch	Agree the actual listing date, photography, online showing, descriptions and distribution.
Showings and feedback	Agree access, review feedback and reassess relevant competition where useful.
Offers and negotiation	Compare price, deposit, conditions, inclusions, completion and credible buyer evidence.
Conditions	Follow the signed agreement’s deadlines and notice requirements with the agent and lawyer.
Closing	Coordinate lender/lawyer instructions, title, adjustments, equipment, utilities, keys and completion.

Your next steps

[ ] Request a free property-specific home evaluation before choosing a list date or major project.

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

[ ] Use these checklists to identify useful preparation, available records and questions for the evaluation.

[ ] Consult the separately dated New Tecumseth market report when current context is needed.

[ ] Ask Kevin which work deserves consideration before committing time or money.

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Tottenham 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.