

ALLISTON / NEW TECUMSETH

Alliston Buyer Objections Guide

Understand the concern. Choose a useful response.

Review price, presentation, condition, ownership costs and access before deciding what to change. Use this checklist to gather questions, compare options and prepare an accurate explanation of the home. An older finish or unfinished space is not an automatic deal-breaker.

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. Ten Buyer Concerns to Review

A checklist, not a prediction of every buyer

Different buyers have different priorities. Check these ten subjects against the actual home, available records, relevant alternatives and feedback.

[ ] Price: compare relevant sales, current resales and actual builder offerings, including terms and inclusions.

[ ] Photographs: use clear, accurate views of the layout, features and setting rather than concealing limitations.

[ ] Odours: investigate the source of persistent smells or dampness; cleaning or fragrance does not diagnose the cause.

[ ] Maintenance: assess unresolved roof, heating, window or other concerns; age alone does not establish failure.

[ ] Clutter and personal items: show usable space while protecting privacy and keeping daily needs practical.

[ ] Curb appeal: choose useful entrance, path, lawn and driveway work with safe access and permissions.

[ ] Lighting: choose suitable bulbs, blinds and photography arrangements for safety, weather and privacy.

[ ] Basements: present actual finish, condition and permitted use; investigate moisture rather than covering it.

[ ] Carpets: compare suitable cleaning, repair or replacement after checking odours, moisture and quoted costs.

[ ] Showing availability: agree practical visits, notice, pets, household needs and any tenant-related requirements.

Concern to investigate	Next step / person to ask

2. Online Presentation and New-Build Comparisons

Make the property understandable online

[ ] Use clear professional photography that accurately represents the property and lighting.

[ ] Review the narrated online showing or tour for accuracy and usefulness; identify digital alterations.

[ ] Include a useful floor plan with the measurement source and limitations understood.

[ ] Describe actual features, setting and routes without assuming one buyer lifestyle or guaranteed commute.

[ ] Prepare useful camera views while protecting private items and showing the actual condition.

Compare the complete offering

[ ] Compare total amounts, inclusions, incentives, completion and relevant ongoing costs, not base price alone.

[ ] Confirm the actual possession terms of your home and the competing builder offering; do not assume a standard wait.

[ ] Describe the actual landscaping, street and nearby work rather than promising every resale has an established quiet setting.

[ ] Identify included window coverings, appliances, finished areas and other features accurately.

[ ] Confirm applicable GST/HST, included tax, exemptions and rebate terms with the lawyer or tax adviser.

[ ] Choose useful preparation and explain remaining work; a buyer comparing new homes does not automatically require renovation-free resale.

Online viewing does not establish buyer funding. VR means virtual reality. Identify virtual staging and other digital alterations without concealing the actual condition.

Used owner-occupied homes are usually GST/HST-exempt, but exceptions apply. Confirm actual ownership/use, builder status, included tax and rebate conditions.

CRA: sales of owner-occupied homes

3. Condition and Maintenance Questions

Assess first, then choose the work

An inspection or maintenance record can help identify questions, but it does not guarantee condition or remove a buyer's ability to seek advice. A price adjustment does not replace required disclosure or professional assessment.

[ ] Discuss whether a pre-listing inspection or specialist review is useful, with suitable scope, permission and safe access.

[ ] Have unresolved roof, window, plumbing or other concerns assessed before choosing repair or replacement.

[ ] Arrange suitable heating/cooling service and share relevant records through an agreed channel, protecting account and personal details.

[ ] Consider paint changes where useful after investigating underlying moisture or other concerns.

[ ] Check doors, windows and cabinets for safe operation; obtain qualified help for hazardous or technical work.

[ ] Investigate persistent moisture or mould before cleaning or replacing grout and caulk; do not cover a problem cosmetically.

Town: building and renovating | RECO: property information statements

Concern / proposed work	Assessment, quote or permission needed

4. Ownership, Fees and Community Documents

Explain what the documents actually say

A townhouse layout does not determine ownership. Briar Hill's adult lifestyle description does not itself establish a 55+ restriction or promise maintenance-free living. Confirm the exact home's terms instead of inferring them from the community name.

[ ] Confirm freehold versus condominium ownership and the actual fee inclusions, maintenance and owner responsibilities.

[ ] Review recurring fees, possible changes, special assessments and reserve-fund information rather than promising fixed costs.

[ ] Describe actual lifestyle options and rules; adult lifestyle does not automatically establish a 55+ restriction.

[ ] Arrange appropriate review of available status-certificate, financial and governing documents; one document does not prove future financial health.

[ ] Confirm security, vacancy, insurance, maintenance and amenity arrangements rather than promising automatic lock-and-leave convenience.

CAO: resale-condominium documents, fees and responsibilities

Document or cost question	Available information / follow-up
Ownership and rules	
Fees and responsibilities	
Status / financial information	
Amenities / vacancy arrangements	

5. Rural-Edge Property Questions

Services, land and available records

[ ] Gather available water information and discuss suitable sampling; bacterial results do not establish chemical safety or water supply.

[ ] Collect septic pump-out, permit and assessment records and discuss appropriate follow-up; one record does not establish system condition.

[ ] For wood-burning equipment, discuss the needed inspection scope with a WETT-certified professional and relevant insurer; the report is not a blanket safe/insurable certificate.

[ ] Bring available surveys or reference plans for legal/survey review of unresolved boundaries or access; do not mark or infer them from a map.

[ ] Record known heating-system age, maintenance, fuel and ownership/rental details without guessing.

[ ] If sharing an internet speed result, include service, connection method and test context; one test does not guarantee future performance.

Testing and records answer different questions

PHO tests for bacterial indicators, not chemical contaminants. A negative bacterial result does not establish chemical safety, water supply or septic condition. Discuss suitable sampling and specialist assessment for unresolved concerns. Keep personal/account information private and agree what can be shared.

PHO: private well-water testing | WETT: inspections and reports | Town: property information requests

Missing record or concern	Who will follow up?

6. Next Steps and Your Preparation Plan

[ ] Request a free property evaluation using relevant comparisons, actual condition and available records.

[ ] Book a call or Zoom with Kevin to compare preparation choices, quoted costs and moving priorities.

[ ] Use the checklist to choose practical organizing, cleaning and repair tasks; assess material concerns before cosmetic work.

[ ] Use the separately dated New Tecumseth market report for current context instead of treating this guide as market data.

[ ] Discuss Video Narrated VR Animated Online Showings and the presentation proposed for your home.

Choose the next action with a clear purpose

Concern	Chosen response / quote / follow-up

Agree practical visits, suitable notice, privacy, pets and safe routes. If the home is occupied by tenants, confirm applicable access and photography arrangements before scheduling.

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Alliston buyer-objections guidance | Separately dated New Tecumseth market report

The actual property, professional requirements and signed agreements determine legal, tax, financing, technical and transaction questions.