

ALLISTON / NEW TECUMSETH

Alliston Honda Proximity Selling Guide

Explain the location. Prepare the home. Compare the real terms.

A practical workbook for pricing, presentation, remote enquiries, commute questions and moving plans near Honda's Alliston facility. Proximity can be useful to a buyer; it does not guarantee demand, a premium or a faster sale.

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. Understand the Actual Buyer and Offer

Relocation support and timing vary

Keep the marketing open to the wider Alliston audience. If an employer or relocation company is involved, review the actual benefits, approvals, offer and documents rather than assuming a particular package or budget.

[ ] Discuss the likely audience for this property without assuming the purchaser will work for Honda.

[ ] Review the actual offer and appropriate funding evidence; an employer or relocation package does not establish mortgage approval.

[ ] Compare the requested closing date with your own moving plan rather than assuming a 30-day closing.

[ ] Explain the home’s actual condition and work remaining; move-in-ready means different things to different buyers.

[ ] Investigate unresolved maintenance or odour concerns before choosing cleaning, repairs or cosmetic changes.

[ ] Consider feasible closing flexibility without promising dates you cannot meet.

[ ] Have the lawyer review any relocation-company addenda, riders, approval requirements or buyout arrangements that actually apply.

[ ] Gather useful documents early and identify missing records; do not promise that paperwork guarantees a quick sale.

[ ] Prepare an accurate list of upgrades, known system ages and available utility costs, protecting private account details.

[ ] Compare price, inclusions and ongoing costs with relevant resale and actual builder alternatives.

Question to clarify	Person / next action

2. Compare Homes, Routes and Living Needs

The complete resale and builder offering

[ ] Compare the actual possession and completion terms of the resale and builder offering.

[ ] Describe the existing street, trees, nearby work and setting accurately without assuming every resale has a quiet established environment.

[ ] Identify included landscaping, fencing, appliances and window coverings in the agreement.

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

[ ] Choose useful cleaning and presentation for this home; a buyer comparing new builds does not automatically require a fully renovated resale.

[ ] Compare complete prices, inclusions, incentives, warranties and relevant ongoing costs rather than an advertised base price alone.

Commute, setting and holding-versus-selling questions

[ ] Describe the actual route and access to Honda at 4700 Industrial Parkway; avoid guaranteed journey times.

[ ] Discuss the property’s actual setting and observable noise rather than promising quiet streets or daytime sleep.

[ ] Identify existing bedroom window coverings and practical light-control options without assuming every buyer works shifts.

[ ] Investigate material noise or condition questions before choosing glazing, seals or other work; obtain suitable quotes and permissions.

[ ] Explain relevant connections to Industrial Parkway and Highway 89 without implying that straight-line distance equals driving time.

[ ] If considering renting, verify actual market evidence, permitted use, tenancy obligations, insurance, lender and tax questions; Honda proximity does not guarantee rent or occupancy.

[ ] Compare holding and selling using relevant values, agreed fees, applicable tax, debt and quoted ongoing or transaction costs.

Honda: published facility address | CRA: owner-occupied home sales and GST/HST

3. Prepare for Remote and In-Person Viewing

[ ] Arrange clear professional photographs that represent the actual property and lighting.

[ ] Provide an accurate useful floor plan with the measurement source and limitations understood.

[ ] Discuss Video Narrated VR Animated Online Showings so people can understand the home before arranging a visit.

[ ] Choose suitable furniture placement and presentation for the layout, household and likely camera views.

[ ] Organize personal belongings and protect private items without requiring every personal photograph to be removed.

[ ] Explain usable rooms and flexible spaces accurately, without advertising unconfirmed uses.

[ ] Choose appropriate blinds and lighting for privacy, weather and safety; arrange safe window cleaning where useful.

[ ] Have unresolved moisture, damage or other material concerns assessed rather than hiding them from photographs.

[ ] Provide factual route, amenity and school-information sources; verify journeys at relevant times and school eligibility separately.

[ ] Ask the lawyer which remote identification, signing and closing arrangements are available for the actual transaction.

Interest is different from financial qualification

VR means virtual reality. A narrated online showing can explain the layout and features, but a view or enquiry does not establish funding. Identify digital alterations without concealing condition; agree safe appointments, suitable notice, pets, privacy and any tenant-related access requirements.

Presentation or access question	Agreed action

4. Price the Actual Property

[ ] Check the actual location, route and exposure to traffic or industrial activity before making a proximity claim.

[ ] Describe verified commute convenience without adding an automatic premium.

[ ] Discuss known concerns and applicable disclosure with the agent and lawyer; a discount does not replace required disclosure.

[ ] Select genuinely relevant sales and current alternatives, considering property type, ownership, condition, setting and dates as well as location.

[ ] Do not raise the asking price simply because a major employer is nearby.

[ ] Use current evidence for demand instead of assuming a recurring hiring or retirement-driven buyer pool.

[ ] Confirm a property-specific asking strategy with Kevin and review meaningful feedback and changing competition.

Notes for the evaluation

Relevant comparison or question	What differs / what to verify

An asking-price evaluation is not a guaranteed sale price. Avoid assuming a fixed effect from a plant announcement, journey time or neighbourhood label.

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5. Build a Flexible Selling Plan

Use actual readiness and agreement dates

These stages can overlap. Their duration depends on the property, work, market response and signed agreement; do not add fixed weeks or a standard condition period to predict a closing date.

Stage	What to plan
Evaluation and strategy	Review the home, relevant alternatives, route and setting, seller priorities and useful preparation.
Preparation and documentation	Choose suitable work, gather available records and resolve material questions before photography or launch where practical.
Marketing launch	Publish accurate photographs, floor plans, narrated online presentation and listing information through the agreed marketing plan.
Showings and feedback	Agree practical visits and collect meaningful questions. Review the response without automatic price or timing rules.
Offer and negotiation	Compare price, deposit, conditions, buyer evidence, inclusions, closing and any relocation-company terms.
Conditional period	Follow the signed agreement’s deadlines and requirements. Inspection, financing and other conditions vary; stages can overlap.
Closing	Coordinate the lawyer’s requirements, agreed possession, utility arrangements and any permitted remote signing process.

Your priority or deadline	Who will confirm it?

6. Gather Useful Records Securely

[ ] Available survey or reference plan; obtain professional review of unresolved boundaries or access rather than relying on a map.

[ ] Property tax bill and assessment notice; an MPAC assessment is not a current selling-price evaluation.

[ ] Available utility records with dates and relevant use context; remove account and personal information before sharing.

[ ] Available renovation permits, municipal inspections and records of unresolved work; a record does not guarantee present condition.

[ ] Available roof, heating/cooling, window or appliance warranty records, including transfer conditions.

[ ] Available septic and well records for private services; bacterial water results do not establish chemical safety, supply or septic condition.

[ ] For condominium ownership, discuss status-certificate and governing/financial documents; townhouse style alone does not determine ownership.

[ ] Accurate upgrade list and known system ages, identifying estimates or missing information.

[ ] Mortgage and payout information for your lawyer and lender; do not distribute private financial records to buyers.

[ ] Relocation-company forms or addenda only where actually involved, for lawyer review before signing.

Different records answer different questions

A survey, municipal record or inspection does not guarantee present condition. Water testing has limits: PHO bacterial testing does not establish chemical safety, supply or septic condition. Share relevant information through the agreed process and keep private financial and account details secure.

Town: property information requests | PHO: well-water testing
CAO: resale-condominium documents | RECO: property information statements

7. Marketing and Your Next Steps

Marketing checklist

[ ] Use professional photography and an accurate, useful floor plan.

[ ] Discuss a Video Narrated VR Animated Online Showing and identify digital alterations without hiding condition.

[ ] Describe verified commute convenience to Honda without implying employer affiliation or guaranteed demand.

[ ] Provide factual neighbourhood, route, amenity and school-information links without promising eligibility or travel times.

[ ] Agree listing distribution and review the actual enquiries; reach people beyond one employer or presumed buyer profile.

[ ] Agree feasible showing and closing arrangements, including applicable tenant access and photography requirements.

[ ] Share accurate condition information and records through the agreed process; online viewing does not establish buyer funding.

Your next steps

[ ] Request a free home evaluation at Flaherty.ca/homeeval.

[ ] Book a call or Zoom with Kevin to discuss the property, likely audience and moving priorities.

[ ] Use this checklist to gather questions and choose useful preparation before the appointment.

[ ] Use the separately dated New Tecumseth market report for current context; it is not a valuation of your home.

[ ] Compare proposed improvements with condition, relevant alternatives, quotes, permissions and timing; no fixed return is assumed.

First question for Kevin	Agreed next action

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Honda-proximity selling guidance | Separately dated New Tecumseth market report