

ALLISTON / BEETON / TOTTENHAM / NEW TECUMSETH

New Tecumseth Resale Strategy Guide

Compare the full offering. Show the home's useful differences.

A practical workbook for preparing and pricing a resale home when buyers are also considering new construction. Compare the actual inclusions, condition, timing, tax and warranty terms before deciding what to emphasize or change.

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. Confirm Your Home’s Actual Features

A comparison checklist, not automatic resale advantages

[ ] Confirm the possession date you can actually offer and compare it with the builder’s completion and closing terms.

[ ] Confirm applicable GST/HST with the lawyer or tax adviser; used owner-occupied homes are usually exempt, but exceptions apply.

[ ] Describe the actual trees, street, nearby work and setting rather than promising every established neighbourhood is quiet.

[ ] Use reliable property information for lot dimensions and usable space; age alone does not establish a larger lot or more privacy.

[ ] Identify existing landscaping, fencing and decking, their condition and what is included in the sale.

[ ] Confirm included window coverings, appliances, fixtures and any exclusions in the agreement.

[ ] Describe finished areas and upgrades accurately, including relevant permits and known concerns; cost does not equal resale value.

[ ] Provide dated property tax and utility records with relevant use context; past bills do not guarantee a future owner’s costs.

[ ] Explain the actual surrounding properties and construction activity without promising neighbour behaviour or a fixed completion schedule.

[ ] Show the actual layout through accurate photographs, plans and agreed visits; do not assume an existing home is defect-free.

Verified feature	Record, condition or inclusion to confirm

2. Compare the Complete Cost

Use written amounts and conditions

[ ] Request the actual base price, applicable lot premium, specification and written price conditions; no standard premium is assumed.

[ ] Identify optional and required upgrades, their quoted amounts, completion and payment terms.

[ ] Confirm which appliances are included, excluded or part of an incentive.

[ ] Compare included window coverings and any additional quoted work for each property.

[ ] Confirm landscaping, fencing and decking obligations, permissions, timing and quoted costs.

[ ] Have applicable tax, included tax, rebate eligibility, assignment/credit conditions and closing adjustments reviewed; do not double-count a credit already in the price.

[ ] Read the actual rate-buydown or financing incentive terms with the lender, including duration, eligibility, later rate and any repayment conditions.

[ ] Compare property-specific taxes, fees, utilities and maintenance; a new subdivision does not automatically have higher tax for every buyer.

Side-by-side notes

Item	Your resale	Builder offering
Price and included tax		
Additions / inclusions		
Credits / eligibility		
Closing / ongoing costs		

Keep one-off purchase costs separate from ongoing costs and financing terms. A deposit is part of the purchase price; do not add it to that price again. A credit already reflected in a quoted price must not be subtracted twice. This worksheet does not calculate a buyer's tax, financing or legal closing amount.

CRA: owner-occupied home sales | CRA: current new-housing rebate guidance

3. Choose Useful Presentation Work

Prepare the actual home safely

[ ] Choose suitable cleaning for the actual surfaces and arrange qualified help or safe access where needed.

[ ] Organize counters, storage and furniture to explain usable space while protecting privacy and daily household needs.

[ ] Consider paint changes only where useful after investigating underlying damage or moisture.

[ ] Assess scuffs, leaks or sticking doors before choosing repairs; obtain qualified help for technical or hazardous work.

[ ] Compare suitable lighting or hardware changes using the home's condition, quotes and timing rather than a fixed return.

[ ] Investigate persistent odours, dampness or possible mould instead of masking them with fragrance or cosmetic work.

[ ] Choose lighting and blinds for photography, safety, weather and privacy; not every blind must be open.

[ ] Show the useful function and flexibility of each room without advertising an unconfirmed use.

[ ] Prepare the entrance and porch with safe, clear access and any necessary permissions.

[ ] Choose safe landscaping and exterior work appropriate to the season, property and permissions; avoid hazardous tree, ladder or equipment work.

[ ] Agree a practical showing routine, notice, pets and privacy; confirm applicable tenant access and photography arrangements.

Task or unresolved concern	Quote, permission or next action

Assessment comes before cosmetic concealment. A clean or recently painted surface does not establish the condition of the roof, structure, services or hidden areas.

4. Online Presentation and Pricing

Make the home understandable before a visit

[ ] Use clear professional photographs that accurately represent the actual home, layout and setting.

[ ] Discuss Video Narrated VR Animated Online Showings and identify digital alterations without concealing condition.

[ ] Describe verified resale features and actual inclusions rather than universal advantages over builders.

[ ] Show the actual lot, landscaping and streetscape accurately without implying legal boundaries or rights of access.

[ ] Provide useful information and remote-viewing options while retaining appropriate professional checks; an online view does not establish buyer funding.

[ ] Agree listing distribution and review actual enquiries without assuming every distant buyer prefers resale or commits without a visit.

Price against relevant evidence and current offerings

[ ] Review actual available builder inventory, written pricing, incentives, specifications and dates alongside relevant resales.

[ ] Compare the complete offering, applicable tax and confirmed additions, keeping credits already included in the price separate.

[ ] Use relevant sold properties and current alternatives to develop an asking strategy; a builder’s base price alone is insufficient.

[ ] List included features and supporting records without equating their original or replacement cost with a dollar-for-dollar price premium.

[ ] Consider feasible possession flexibility using your moving plan; do not assume a builder cannot offer an equally suitable date.

[ ] If considering chattels or a credit, record the actual terms and obtain suitable lawyer/lender review.

[ ] Review the initial asking strategy and meaningful feedback; do not assume one price choice guarantees a sale or removes later review.

[ ] Reassess actual competition when a builder phase, incentive or inventory changes without treating a sellout as a guaranteed selling window.

VR means virtual reality. An online view or enquiry does not establish buyer funding. No fixed sale time, price premium or return on preparation spending is assumed.

5. Avoid Unhelpful Assumptions

[ ] Avoid ignoring relevant current builder terms when comparing the competition.

[ ] Avoid assuming every buyer requires model-home finishes; choose useful preparation for this property.

[ ] Avoid a blanket no-HST promise; confirm the actual tax and rebate treatment.

[ ] Avoid overlooking verified lot, layout and setting features, or assuming every older home has the same advantages.

[ ] Avoid unclear online presentation, unsupported visual alterations or assumptions about a distant buyer's funding.

[ ] Avoid undocumented upgrade or permitted-use claims; identify records and gaps honestly.

[ ] Avoid deciding that age alone makes a home either uncompetitive or better value; compare the complete offering.

Warranty and condition are separate questions

New-home warranty coverage is provided by the builder and backed by Tarion where applicable. An eligible newer resale may retain coverage. Confirm the particular home's status, remaining periods, exclusions and reporting requirements with Tarion and relevant warranty providers. A service record or inspection report is not a warranty or a guarantee of future condition.

HCRA: new-home agreements and resale warranty coverage | Tarion: purchaser and homeowner questions

Assumption or open question	Evidence or professional follow-up

6. Gather Useful Records

[ ] Accurate upgrade and improvement list with dates and available invoices; spending is not a guaranteed value increase.

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

[ ] Available renovation permits and municipal inspection records, identifying gaps and unresolved work.

[ ] Available roof, heating/cooling, window and appliance warranties with actual coverage and transfer conditions.

[ ] Available survey or reference plan for suitable professional review of unresolved boundary or access questions.

[ ] Tax bill and property assessment notice; assessment is not a current selling-price evaluation and future costs can change.

[ ] Available furnace, air-conditioning and water-heater service and ownership/rental records, including any transfer requirements.

[ ] Discuss whether a pre-listing inspection or specialist review is useful; scope, safe access and permissions matter, and a report does not guarantee condition or replace disclosure.

Share information through the agreed process

Identify what is available, what is missing and which questions need professional follow-up. Remove personal and account information before sharing records. Property documents, fees and responsibilities depend on actual ownership; a townhouse layout alone does not establish condominium ownership.

Town: property information requests | RECO: property information statements

Missing record or question	Who will follow up?

7. Your Next Steps and Comparison Plan

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

[ ] Book a call or Zoom with Kevin to review the actual competition, moving needs and proposed marketing.

[ ] Use this guide to gather records and choose useful preparation before the evaluation.

[ ] Use the separately dated New Tecumseth market report for current context rather than treating this checklist as market data.

[ ] Ask Kevin how to compare nearby builder offerings and your home's actual differences before selecting the asking strategy.

Bring these notes to the evaluation

Offering / priority	Confirmed facts or next action
Relevant builder/resale alternative	
Your useful property differences	
Preparation and records	
Asking strategy / review question	

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New Tecumseth resale strategy guidance | Separately dated market report

Actual property details, professional requirements and signed agreements determine legal, tax, financing and transaction questions.