

ALLISTON / BEETON / TOTTENHAM / NEW TECUMSETH

Selling Timeline Guide

Plan your move from preparation to keys.

Four connected phases, practical checklists and room to record the dates that matter. Marketing days are only one part of the process. Preparation, conditions and closing work can overlap; use the actual property and agreement to build your plan.

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. Pre-Listing Preparation

Planning and assessment

[ ] Meet with Kevin for a property-specific evaluation and pricing strategy.

[ ] Review relevant comparable sales and current competition in your community and property category.

[ ] Identify feasible completion dates and work back from moving needs, financing, preparation and available appointments.

[ ] Discuss whether a pre-listing inspection or specialist assessment would help; it is not automatically required or a guarantee against later findings.

[ ] Gather available property-tax, survey, utility and mortgage records; identify missing information and protect private details.

[ ] Obtain appropriate repair or improvement quotes, permissions and professional advice before committing to work.

Preparation and marketing setup

[ ] Organize rooms and personal items; choose useful decor changes without a fixed decluttering percentage.

[ ] Arrange suitable minor repairs and touch-up painting; use qualified help for work outside your ability or involving hazards.

[ ] Plan suitable cleaning of carpets, windows, grout and appliances without mixing chemicals or using unsafe access.

[ ] Discuss staging options for the actual home, budget and preparation needs.

[ ] Arrange photography and the Video Narrated VR Animated Online Showing around readiness and the production schedule.

[ ] Review the listing description and marketing materials for accuracy, including identification of digital alterations.

[ ] Agree showing times, lockbox security, pets, valuables, privacy and applicable tenant access and photography requirements.

Choose readiness over a fixed countdown

Agree the essential work and information before launch where practical. A first-week response is useful feedback, not proof of a universal fourteen-day opportunity or a required later price cut.

2. Active Listing and Showings

Launch, appointments and review

[ ] Confirm the agreed MLS listing and distribution arrangements; check the live property details and links.

[ ] Launch the agreed targeted digital marketing and Video Narrated VR Animated Online Showing.

[ ] Offer suitable showing availability, including practical arrangements for distant visitors, without compromising safety or lawful access.

[ ] Keep agreed routes and rooms ready for visits, with practical lighting, equipment and household arrangements.

[ ] Review available showing feedback with Kevin; one comment or visit does not establish a diagnosis.

[ ] Agree a review point using actual enquiries, exposure, visits, relevant sales and new competition.

[ ] Reassess the pricing position when the evidence warrants it, without an automatic day-count or reduction rule.

[ ] Discuss whether an open house fits the property, privacy, access and marketing plan.

[ ] Compare and negotiate actual offers, including price, deposit, conditions, completion and other obligations.

If offers have not arrived

Review price, condition, presentation, access, meaningful enquiries, feedback and actual competition. Kevin's system tracks showing-to-offer ratios; those figures can inform the conversation but cannot identify one cause by themselves. An agreed review date is a checkpoint, not an automatic reduction or relisting instruction.

Market time is not the whole move

Listing days describe the sold listing's market exposure. Property days can include repeat listings under the report's definition. Neither is a preparation-to-keys total. Use the separately dated market report for current figures, and the actual agreement for deadlines.

New Tecumseth real estate market report

Property Considerations, Not Fixed Day Ranges

Property context	What to review
Alliston subdivision homes	Compare the actual layout, condition, location and competing homes; do not assign a standard selling-time band.
Beeton and Tottenham village homes	Use relevant sales and records for the particular home, including additions, access and services where applicable.
Rural properties	Identify well, septic, land-use, boundary and access questions early. Assessment needs depend on the property and agreement.
Briar Hill and adult lifestyle	Confirm actual ownership, fees, rules, maintenance responsibilities and amenities; do not infer a universal age rule or selling speed.
Homes competing with new construction	Compare the available homes and written builder terms rather than assuming resale or new construction is always faster or cheaper.

Communities and employment

Alliston, Beeton and Tottenham are communities within the Town of New Tecumseth. Briar Hill, Green Briar and Treetops require property-specific comparisons and records. Honda has a manufacturing presence in Alliston; it does not establish a guaranteed stream of buyers, funding or a selling deadline.

Honda: Alliston facility contact

Question about my property	Who / what is needed

3. Any Conditional Period

Follow the signed agreement

[ ] Confirm the deposit amount, due time, delivery and holding arrangements in the signed agreement; seek advice promptly if a deadline is at risk.

[ ] Arrange any agreed inspection with an appropriate professional, suitable access and enough time for the report and follow-up.

[ ] Obtain advice on any proposed repair, credit or amendment; findings do not automatically change the signed agreement.

[ ] Follow the financing condition and lender requirements for the actual buyer and property; pre-approval alone is not final approval.

[ ] For private well or septic systems, confirm any agreed assessment and sampling scope with appropriate professionals and safe access.

[ ] For condominium property, discuss status documents and legal review early. A townhouse layout or a fee alone does not establish condominium ownership.

[ ] Have the appropriate professionals confirm how conditions are satisfied, waived, amended or otherwise resolved and when the sale is firm.

A firm sale and changing deadlines

An accepted offer can be firm from the outset. For a conditional offer, confirm the actual wording, required notices and deadlines. A buyer's right to withdraw, an extension or a deposit return is not automatic simply because a condition exists. Ask the lawyer about the actual terms.

Kevin monitors every conditional sale daily and maintains backup buyer interest until conditions are waived.

Discuss any extension or change promptly. Continuing marketing or backup offers must respect the existing agreement and professional advice.

CAO: resale condominium status documents | PHO: well-water testing limits

A status certificate is due within ten days after request and payment; arrange suitable review rather than assuming that period is added to every sale. PHO tests bacterial indicators, not chemical safety, well capacity or septic condition.

4. Closing and Possession

[ ] Engage a real-estate lawyer early and confirm the actual closing requirements and deadlines.

[ ] Arrange identification, signing appointments and any documents the lawyer requests.

[ ] Plan movers, address changes and utility arrangements around the agreed completion and possession terms.

[ ] Coordinate insurance changes with the lawyer and insurer so appropriate coverage continues through the required period.

[ ] Complete any agreed repairs or other seller obligations and retain suitable records.

[ ] Arrange any buyer visits or final walkthrough only as provided by the agreement or a later written arrangement.

[ ] Confirm the lawyer's completion process for funds, title, possession and keys; do not release keys merely because the date has arrived.

[ ] Confirm applicable mortgage discharge, lender charges and the lawyer's final accounting and proceeds-release arrangements.

Work back from the agreed date

Confirm responsibilities and unresolved items with the lawyer, lender, insurer and movers. Funds, mortgage discharge, adjustments and remaining proceeds follow the actual completion process. A firm sale is not the same as having completed the transfer.

Completion item / question	Deadline / person responsible

What Can Help - and What to Review

Useful preparation and communication

[ ] Use relevant sales, competition and the actual property to set and review the pricing position.

[ ] Prepare accurate photography, plans and Video Narrated VR Animated Online Showings.

[ ] Resolve essential preparation and information gaps before launch where practical, or explain outstanding items accurately.

[ ] Agree feasible showing availability with suitable safety, privacy and household arrangements.

[ ] Choose useful cleaning, organizing and staging work for the actual home.

[ ] Consider a pre-listing inspection or specialist assessment where useful; it cannot eliminate all surprises or buyer conditions.

[ ] Gather available records early and identify gaps, access limits and appropriate professional follow-up.

[ ] Keep responsive communication with Kevin and the other professionals handling your sale.

If the response is weaker than expected

[ ] Compare your asking position with relevant sales and actual alternatives; a fixed percentage does not predict days on market.

[ ] Check whether photographs, descriptions, plans and links explain the actual home clearly.

[ ] Assess unresolved maintenance and condition concerns; a dated finish is not itself proof that renovation is needed.

[ ] Review practical showing access and feedback without assuming every missed appointment costs a sale.

[ ] Compare actual builder and resale offerings, inclusions, incentives and completion terms.

[ ] Identify missing rural-service records or assessment needs; do not infer system condition from appearance.

[ ] Review expectations against relevant current evidence and your moving priorities.

[ ] Discuss the agreed marketing work, reporting and service with your agent; if already listed, review the agreement before any change of brokerage.

Records to Gather and Your Plan

[ ] Current property-tax bill and any available assessment information.

[ ] Available survey, reference or site plans; ask the lawyer about boundaries, encroachments and access rather than marking them yourself.

[ ] Available utility bills with dates and use context; past bills do not guarantee future costs.

[ ] Current mortgage and payout information, including applicable lender charges, for private discussion with the lender and lawyer.

[ ] Insurance details for the lawyer and insurer; redact private account information before appropriate sharing.

[ ] Available renovation receipts, permits, warranties and service records.

[ ] Available septic installation, maintenance and pump-out records where applicable.

[ ] Available dated well and water-treatment records and tests; bacterial results do not establish chemical safety, well yield or septic condition.

[ ] Applicable condominium status documents, fees and legal review; distinguish condominium from freehold townhouse ownership.

[ ] Applicable corporation, community or shared-service documents, rules, maintenance duties, fees and amenity arrangements.

Town: available property records | RECO: property information statements

Planning milestone	My date / follow-up
Essential preparation and records	
Proposed launch / review point	
Actual offer / condition deadlines	
Agreed completion / possession	

Your next step

Request a free, no-obligation home evaluation. Bring your moving priorities, available records and questions so the timeline reflects your actual property and circumstances.

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Confirm legal, tax, financing, insurance and technical matters with the appropriate professional.