

ALLISTON / NEW TECUMSETH

Home Selling Costs Guide

Know the costs. Plan the cash remaining.

Use your agreement, current quotes and lender information to plan the sale. This printable guide covers fees, financing, preparation, adjustments and a worksheet for amounts paid and still due.

The graphic is an illustrated overview, not a fee quote or a standard rate. Use your written agreement and current quotes for actual costs.

Request a Free Home Evaluation | Book a Call with Kevin

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1. Build Your Selling-Cost Plan

Avoid a fixed percentage budget

In my 30+ years of helping sellers in New Tecumseth, I have seen how lender charges and transaction details can change the cash available after a sale. Start with actual agreements, quotes and a lender payout estimate instead of a universal total-cost range.

Cost area	How to establish the amount
Brokerage remuneration	Use the negotiated percentage, fixed amount or combination and check exactly what the agreement includes.
Tax on brokerage services	Apply the tax treatment confirmed for the fee; Ontario's current harmonized sales tax rate is 13% for applicable taxable supplies.
Legal and closing work	Obtain a written quote showing professional fees, disbursements, taxes and any additional services or unexpected issues.
Lender charges	Ask for a payout estimate and identify amounts already included, such as accrued interest, penalties, discharge or administration charges.
Preparation and moving	Use the work you choose and current quotes for repairs, cleaning, staging, inspections, moving, storage or temporary arrangements.
Closing adjustments	Have the lawyer calculate applicable debits and credits using the agreement, statements and completion date.
Transaction-specific tax	Ask your tax adviser about actual use, ownership, designation, any taxable sale and any amount to reserve for later tax obligations.

Two different questions

Selling costs are expenses and applicable adjustments. Mortgage principal and other secured debt reduce the cash released but are not the same as selling expenses. Costs paid before closing still belong in the overall budget; they must not be deducted again from cash still to be paid.

Financial Consumer Agency of Canada (FCAC): selling a home

2. Brokerage and Legal Preparation

Understand the negotiated fee

Brokerage remuneration may be a percentage, a fixed amount or a combination. Confirm the agreed services, applicable tax, any seller-funded buyer-brokerage payment and the circumstances in which payment is due or changes. Do not add a share again if it is included in the total.

An illustration, not a standard rate

Assumed agreement	Calculation
Sale price	$800,000
Assumed agreed fee of 5%, before tax	$40,000
Assumed applicable Ontario HST of 13% on that fee	$5,200
Fee plus HST	$45,200

The 5% rate is an illustrative input, not a quote, recommendation or industry standard. The illustration excludes all other costs and secured debt. HST means harmonized sales tax.

Legal and agent preparation checklist

[ ] Compare agents and their complete written service and marketing plans, responsibilities, communication and negotiated remuneration.

[ ] Confirm the full agreed brokerage fee, applicable tax and any seller-funded buyer-brokerage payment; do not add a component again if it is already included.

[ ] Engage an Ontario real estate lawyer who can handle your transaction and ask for a written scope, fee, disbursement and tax breakdown.

[ ] Gather available property-tax and utility bills, survey/title information and other requested records; redact private details before suitable sharing.

Real Estate Council of Ontario: negotiated payment and agreement terms

Canada Revenue Agency (CRA): applicable GST/HST rates

3. Lender Payout and Tax Questions

Ask for the full lender picture

Prepayment charges, accrued interest, discharge and administration costs depend on the contract and transaction. A lender payout estimate may already include several amounts. Ask which other charges remain outside it and whether an estimate must be refreshed for a different completion date.

Porting needs confirmation

Moving a mortgage to another property can depend on eligibility, lender approval, loan amounts and dates. It does not automatically remove every penalty or charge. Compare the actual options before relying on a saving.

[ ] Request a lender payout estimate for your proposed completion date, including secured debt, accrued interest and any applicable prepayment, discharge or other charges.

[ ] Ask whether porting is available and suitable for the actual sale and purchase; confirm eligibility, dates, amounts, costs and conditions rather than assuming penalties disappear.

[ ] Obtain tax advice for rental, investment, secondary-home, business-use, rural-land or other relevant history, including principal-residence eligibility and reporting.

Keep taxes separate from fee tax

The principal residence exemption depends on the property and history, and reporting can still be required. Rental or business use, rural land, other residences and short-term resale rules can change the treatment. Eligible selling expenses and debt repayment are different tax questions. Obtain individual advice rather than applying a universal tax fraction.

Ontario land transfer tax is generally a purchaser cost. If you are also buying, plan purchase costs separately from the cash released by this sale.

FCAC: prepayment penalties

FCAC: discharging a mortgage

FCAC: mortgage choices and porting

CRA: principal residence eligibility and reporting

Ontario: land transfer tax

4. Preparation, Inspections and Moving

Choose the scope for the actual home

Obtain quotes for useful cleaning, repairs, staging, inspections, moving, storage and temporary accommodation. Record what is included, applicable tax, deposits, cancellation or rental terms and the balance still due. No fixed cost or preparation return applies to every Alliston property.

Presentation and online showings

The team uses technology to show rooms furnished and unfurnished during Video Narrated VR Animated Online Showings. VR means virtual reality. Identify digital staging or alterations without concealing condition, and compare any physical staging choices using the actual home and quote.

Kevin’s proprietary marketing system includes Video Narrated VR Animated Online Showings, professional photography and drone footage, fully included in his service without extra marketing costs to the seller.

Home preparation checklist

[ ] Choose useful organizing and presentation, with practical storage arrangements if needed; compare scope, quotes, timing and actual condition.

[ ] Identify repairs and suspected defects, obtain suitable professional help and permissions, and avoid cosmetic work that conceals a concern.

[ ] Discuss whether a pre-listing inspection is useful for this home, its scope and limitations; it does not guarantee safety, compliance, price or removal of a buyer condition.

[ ] For a private well or septic system, gather records and agree appropriate assessment, sampling and any pump-out sequence with the professional. Bacterial results do not establish chemical safety, ongoing supply or septic condition.

Separate the decision from the promise

An inspection can inform a preparation decision. It does not guarantee a clean bill of health, remove a buyer condition, establish funding or ensure a particular offer. Agree safe access and suitable specialist follow-up for concerns.

Public Health Ontario: bacterial testing and its limits

Alliston home-preparation guide

Work / service	Quote / paid / still due

5. Closing Adjustments and Documents

Use the actual agreement and statements

Area	What to confirm
Property taxes and other prepaid amounts	The statement may include a credit or debit based on actual payments, arrears, the agreement and completion date. Avoid entering the same arrears in both debt and adjustments.
Condominium fees and documents	Check actual common expenses, any arrears or special assessments and the agreement. Discuss the status certificate and governing documents with the lawyer; a townhouse is not automatically a condominium.
Fuel, equipment and other items	Fuel adjustments, tank ownership, lease assignments and included items depend on actual contracts and agreed terms. Do not assume automatic reimbursement or transfer.

Condominium status documents

A condominium status certificate and governing documents help inform review; their availability does not guarantee condition removal. The Condominium Authority of Ontario states the corporation can charge up to $100 including applicable taxes, with delivery within 10 days after request and payment. Confirm actual ordering arrangements; do not assume a rush fee or universal pre-listing order.

Survey and title questions

Gather existing survey/title records and have the lawyer identify any further work needed. Title insurance has coverage and exclusions; it does not replace legal advice or resolve every boundary issue. Do not assume a seller or buyer automatically bears every related charge.

Condominium Authority of Ontario (CAO): resale documents and status certificates

Financial Services Regulatory Authority of Ontario (FSRA): title insurance

Other tax and closing questions

The tax status of the property sale is separate from HST on service fees. Confirm any exemptions, taxable parts, reporting or amounts to reserve with your lawyer and tax adviser. The lawyer's final statement determines actual adjustments and funds released.

6. Your Own Quotes and Payment Record

Keep the same cost in one place

For each service, identify the quote scope and applicable tax, what is already paid and what remains due. Include non-refundable deposits only once. Keep secured debt in the separate payout line.

Service / source	Full amount	Paid	Still due
Brokerage fee + HST			
Legal / disbursements			
Lender charges outside payout			
Repairs / inspections			
Cleaning / staging			
Moving / storage			
Other agreed costs			

Follow-up before committing to dates

Ask the lender and lawyer what can change by completion. Confirm costs for equipment assignments, condominium matters, title issues or a purchase/move where relevant. Keep a contingency suited to your circumstances; it is not a universal percentage.

Alliston selling-costs guide and interactive planner

7. Cash Remaining and Total-Cost Worksheet

Use the same categories as the online planner

Your own amount	Record
A. Sale price	
B. Full agreed brokerage fee before tax	
C. Applicable tax on brokerage fee	
D. Brokerage fee/tax already paid (part of B + C)	
E. Brokerage fee/tax still due = B + C - D	
F. Mortgage and other secured debt principal	
G. Accrued interest / penalties / other lender charges	
H. Legal/closing costs still due (tax included)	
I. Preparation/moving/other costs still due (tax included)	
J. Closing adjustment debits	
K. Closing adjustment credits	
L. Cash remaining = A - E - F - G - H - I - J + K	
M. Other selling costs already paid (exclude D and debt)	
N. Total costs and net adjustments = B + C + G + H + I + M + J - K	

The online planner supports percentage, fixed or combined brokerage fees. Include the whole agreed fee once, with prepaid brokerage tax included in D. Obtain a lender breakdown: principal in F, interest and charges in G; do not repeat charges. Include applicable tax within other quoted amounts.

N excludes secured debt principal and can include a net adjustment credit. L is estimated cash still available from the sale, not total profit. Do not deduct D or M again from L; those amounts were already paid. Reserve any applicable tax due later and plan next-home purchase costs separately. Some costs may be paid before or after closing; this is a planning balance, not the bank disbursement. The final legal statement and lender payout govern.

8. Confirm the Plan and Next Steps

Bring the records to the conversation

Have your written brokerage agreement, legal quote, lender estimate, tax and utility information, chosen preparation/moving quotes and payment record available. Use the worksheet to identify gaps before relying on a completion-day balance.

Useful official resources

RECO: written agreements and remuneration

FCAC: selling a home

FCAC: mortgage prepayment charges

FCAC: mortgage discharge

CRA: GST/HST rates and applicable treatment

CRA: principal residence eligibility and reporting

CRA: real estate sales, business income and capital gains

CAO: resale condominiums and status documents

FSRA: title insurance coverage and exclusions

Ontario: purchaser land transfer tax

Public Health Ontario: well-water bacterial testing

Your next step

Contact Kevin Flaherty for a free, no-obligation home evaluation and property-specific selling plan. Compare the expected sale price with the actual costs, debt and moving arrangements. A market evaluation is not a lender payout statement, tax calculation or guarantee of funds at closing.

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Use appropriate legal, tax, lender, insurance and technical advice for your circumstances.