Selling Commuter Homes in Tottenham

Show the home.
Explain the working week.



A practical preparation, marketing and moving checklist

Five selling phases, a commute-planning worksheet and a personal selling timeline. Use the items that apply to your property.

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Book your free home evaluation | 226-270-6433

The Commuter Buyer Mindset

A commuter buyer is choosing both a home and a daily routine. Explain how the actual address, layout, upkeep and connectivity could fit that routine. Let the buyer test the journey rather than promising a fixed travel time.

Commute Story Worksheet

Record the route, direction, travel date and departure time. Include access, parking, waiting, transfers and the final leg when considering total travel time. Estimates change with traffic and service conditions.

Route to Highway 400 / estimate details	
Drive or other access to Bradford GO	
Verified stop / service / access to stop	
Work destination / date / departure	
Internet provider / test date / results	

Phase 1: Understand Your Commuter Buyer

- ☐ Identify whether your home best suits a young family, a downsizer, or a first-time buyer.
- ☐ Note the closest commuter routes: Highway 9 to Highway 400, and the drive to Bradford GO.
- ☐ Record the actual route, destination, date and departure time for any travel estimate.
- ☐ Check access to Bradford GO separately; LINX Route 5 does not pick up in Tottenham.
- ☐ Confirm and document your home internet speed and provider - critical for remote-work buyers.
- ☐ Map walking distance to schools, parks, and the Tottenham Conservation Area.
- ☐ Highlight lot size and yard space versus comparable inner-905 properties.
- ☐ Identify your home's single strongest commuter-friendly feature to lead with.
- ☐ Note proximity to grocery, pharmacy, and everyday errands for time-pressed commuters.
- ☐ Decide which lifestyle story best fits your home: heritage character or modern family living.

Prepare the home for real-life use

Choose practical repairs and presentation work with a clear budget. Keep records available so buyers can understand maintenance and system questions without assuming every improvement returns its cost.

Phase 2: Pre-Listing Preparation

- ☐ Declutter to show each room’s function, finishes and usable storage.
- ☐ Deep clean the entire home, including windows, baseboards, and light fixtures.
- ☐ Depersonalize by removing family photos and highly personal decor.
- ☐ Address visible deferred maintenance: leaky faucets, sticking doors, scuffed paint.
- ☐ Touch up paint in neutral, broadly appealing tones.
- ☐ Maximize curb appeal: tidy landscaping, clean walkways, and a welcoming entry.
- ☐ Test and document internet speed; consider an upgrade if it is slow.
- ☐ Service the furnace and have HVAC paperwork ready.
- ☐ If applicable, gather septic records and arrange advice on a suitable inspection scope.
- ☐ If applicable, arrange bacterial water tests; discuss chemicals and well yield separately.
- ☐ Locate your property survey and any renovation permits.
- ☐ Gather warranties and manuals for appliances and major systems.

Key Principle: Sell Time, Not Just Square Footage

An organized, maintained home can help buyers picture their routine. Show useful storage, everyday access and manageable upkeep. A good presentation does not remove the need to test the commute.

Routine bacterial well-water tests do not establish chemical safety or well yield. Pumping alone does not establish septic condition. Ask the relevant professionals what testing or inspection is appropriate.

Show a workable space for home-working

Where the layout supports it, present a credible workspace. Different buyers have different office schedules; do not assume everyone works a hybrid week.

Phase 3: Stage for the Hybrid Worker

- ☐ Create at least one clearly defined, quiet workspace - even a well-lit corner or den.
- ☐ Ensure the space photographs well: clear desk, good lighting, tidy cabling.
- ☐ Show a believable video-call backdrop free of clutter and distractions.
- ☐ Arrange furniture to show easy flow and a sense of spaciousness.
- ☐ Maximize natural light: open blinds, clean windows, add lamps where needed.
- ☐ Keep decor neutral so buyers can picture their own routine.
- ☐ Create an organized drop zone for keys, bags, and coats - the commuter's daily landing pad.
- ☐ Add hooks or a bench if space allows to suggest a smooth weekday morning.
- ☐ Keep the entry spotless; it sets the tone for the entire showing.
- ☐ Stage the yard or patio as a place to decompress after the commute.
- ☐ Highlight low-maintenance landscaping that won't eat into weekend time.
- ☐ Document the actual lot size and compare only relevant properties.

Document connectivity without overpromising

Record the provider, plan, connection type, test date and whether the result was wired or Wi-Fi. A speed test is a snapshot, not a guarantee of future service. Ask the provider to confirm availability and transfer arrangements for the actual address.

Support the price, then explain the property

Phase 4: Pricing and Marketing Strategy

- ☐ Request a detailed, data-driven Opinion of Value from Kevin Flaherty.
- ☐ Review recent comparable sales in your specific Tottenham neighbourhood.
- ☐ Adjust for lot size, upgrades, finished basement, and commuter convenience.
- ☐ Set a launch price aligned to comparable sold data, not wishful thinking.
- ☐ Confirm your home's custom webpage syndicates to 50-plus online locations.
- ☐ Insist on a Video Narrated VR Animated Online Showing to expose the home fully.
- ☐ Ensure marketing copy names commute routes, GO access, and home-office space.
- ☐ Verify professional photography captures light, space, and lifestyle.
- ☐ Plan launch timing around preparation, your move and current competing listings.
- ☐ Confirm predictive-analytics targeting reaches active GTA buyers.

My Pricing Notes and Questions for Kevin

Relevant sales / differences	
Competing listings / total costs	
Preparation budget / questions	

Current market context

Consult the dated New Tecumseth report at flaherty.ca/new-tecumseth-real-estate-market. Compare the actual property with relevant alternatives. No permanent affordability ranking or commute premium is assumed.

How the Flaherty Marketing System Reaches Commuters

The Flaherty Team's system presents the home online so buyers can understand its layout and features before deciding to visit.

- ☐ Video Narrated VR Animated Online Showing flies buyers through an accurate 3D model of your home.
- ☐ Narration calls out upgrades, layout, lot size, and the surrounding area and commute benefits.
- ☐ Rooms can be shown with and without furniture so buyers picture their own life there.
- ☐ Flat floor plans with exact square footage and measurements remove guesswork.
- ☐ Your custom webpage is syndicated across a large network of online locations.
- ☐ Predictive analytics and re-marketing keep your home in front of the most likely GTA buyers.
- ☐ A salaried buyer team works to match active buyers to your home seven days a week.

Why This Matters for a Commuter Home

Because serious buyers tour your home online first, the people who book a visit have already accepted the commute and fallen for the layout. That means fewer wasted showings, more qualified offers, and a faster, stronger sale - which is how the team sells homes about 52 percent faster than the market average.

Keep the journey description accurate

Link to current GO and LINX information. Bradford GO must be reached separately from Tottenham. LINX Route 5 serves Alliston, Beeton, Bond Head and Bradford, rather than a Tottenham pickup. The South Simcoe Railway is a heritage excursion attraction; it is not GO commuter service.

Phase 5: Showings, Offers, and Closing

- ☐ Keep the home show-ready: quick daily tidy routine for clutter and surfaces.
- ☐ Accommodate flexible showing times for commuters who view evenings and weekends.
- ☐ Gather feedback after each showing and adjust if a pattern emerges.
- ☐ Evaluate each offer on full terms - price, conditions, closing date, deposit.
- ☐ Negotiate with a clear walk-away number in mind.
- ☐ Consider flexible closing or lease-back if you are relocating.
- ☐ Cooperate fully with the buyer's home inspection.
- ☐ Involve your real estate lawyer early; review important terms before committing.
- ☐ Arrange utilities transfer and update your address.
- ☐ Arrange any agreed walkthrough, closing documents and secure key handover.

Handling Common Commuter-Buyer Objections

- ☐ The commute might be too long: provide route/date/time context and encourage a trial trip.
- ☐ Is the internet suitable? Record provider, plan, test date and connection conditions.
- ☐ Will I hear trains? Explain nearby railway features accurately; discuss disclosure with advisers.
- ☐ Is it move-in ready? Document work and condition without concealing defects.
- ☐ How does it compare with new construction? Compare actual features and included items.
- ☐ What about resale? Use relevant evidence; do not promise steady demand or future value.
- ☐ What about schools and amenities? Identify actual resources; buyers confirm eligibility and access.
- ☐ Will my furniture fit? Provide accurate measurements and floor plans.

Review the full offer and deadlines with your advisers. Any lease-back needs agreed terms and legal/insurance review. Showings and walkthroughs follow the agreement and any applicable tenancy requirements.

Your Selling Timeline Worksheet

Bring your dates, priorities and questions to the consultation. Coordinate the sale with financing, the next home and possession arrangements.

Target listing launch date	
Ideal closing / possession date	
Flexible close / lease-back questions	
Top three goals for the sale	

Research, Resources and Important Information

GO Transit trip planner

Bradford GO station information

County of Simcoe LINX Route 5

Ontario 511

Town of New Tecumseth maps

Public Health Ontario well-water testing

RECO Information Guide

Travel estimates, schedules and internet results can change. Confirm the actual journey and address-specific services. This guide is general selling information; obtain appropriate legal, tax, inspection and insurance advice.

What Happens After You Call

There is no pressure and no obligation. Kevin Flaherty will view your home, listen to your goals, and present a customized marketing plan along with a precise Opinion of Value. You decide if and when to move forward. Call or text 226-270-6433, or book your free evaluation at flaherty.ca/homeeval.

Read the complete Tottenham commuter-home guide online