Selling Your Home in Green Briar

Prepare with confidence.
Show what makes your home fit.



Your practical selling checklist and preparation worksheets

Five selling phases, room-by-room planning and the questions to discuss before listing.

Kevin Flaherty, Real Estate Broker
Book your free home evaluation | 226-270-6433

Your Green Briar selling plan

Price against relevant community sales, prepare the condominium documents early and explain the home's actual layout, costs and responsibilities. A clear presentation helps buyers judge the home and their next move.

Understand the buyer's questions

Buyers may be comparing a smaller home, a change in upkeep or a different daily routine. Show usable space, storage and outdoor access accurately. Do not assume every buyer is retired, eligible only by age or seeking the same features.

Phase 1: Pre-Listing Due Diligence

- ☐ Get an Opinion of Value using relevant Green Briar sales and the actual condominium documents.
- ☐ Arrange a status certificate early; ask your lawyer and manager about timing and needed updates.
- ☐ Review the declaration, by-laws and rules, including pets, alterations and use of common areas.
- ☐ Confirm your exact monthly condo fee amount and document what it covers
- ☐ Locate any warranties for recent interior updates (HVAC, appliances, windows)
- ☐ Review your mortgage terms and any penalties for early discharge
- ☐ Choose a real estate lawyer familiar with condo/freehold structures
- ☐ Gather recent utility bills (hydro, gas) to show buyers typical operating costs
- ☐ Locate any community-centre keys/cards and confirm the actual access and transfer arrangements.
- ☐ Compile a list of any special assessments recently paid or pending
- ☐ Note the age and condition of the roof, furnace, and air conditioning
- ☐ Verify the actual outlook and surroundings; do not imply protected views or access rights.

Why the status package matters

Green Briar includes separate condominium corporations. Identify the one governing your home and have the current package reviewed as appropriate. Ordering early can reduce document delays; not every buyer will use identical conditions, and the certificate is not a guarantee that no costs or issues will arise.

Prepare the home within a sensible budget

Choose work after checking condition, responsibilities and competing homes. Exterior work may need corporation approval. Present real features clearly without concealing defects or assuming every renovation returns its cost.

Phase 2: Property Preparation & Decluttering

- ☐ Declutter to show each room’s function, natural light and usable space.
- ☐ Pack away personal photos and highly personalized decor
- ☐ Deep clean the entire property, including baseboards, vents, and windows
- ☐ Freshen paint in key areas using neutral, universally appealing colours
- ☐ Ensure the front entrance and walkway are immaculate
- ☐ Consider professional staging to help downsizers visualize furniture placement
- ☐ Clean out the garage or basement to showcase storage capacity
- ☐ Repair minor interior defects (leaky faucets, loose cabinet hardware, sticky doors)
- ☐ Use working bulbs of a consistent colour within each fixture’s safe rating.
- ☐ Have carpets professionally cleaned if you are not replacing them
- ☐ Organize closets and pantries to demonstrate ample storage space
- ☐ Clean and tidy outdoor areas using methods suitable for the materials and corporation rules.
- ☐ Discuss small fixture updates within your preparation budget; use qualified help as needed.
- ☐ Service the furnace and have receipts available for buyers

Show the everyday layout

Where the home supports it, show how main-floor living, storage and outdoor access work together. Identify stairs and level changes accurately. “Main-floor living” is not proof of full accessibility.

Room-by-Room Preparation Worksheet

Score each room from 1 (needs major work) to 5 (ready to show). Note one practical improvement; check budget and responsibility before proceeding.

Room / score (1-5) / improvement notes	
Kitchen	
Primary Bedroom	
Ensuite Bath	
Living / Dining	
Guest Bedroom	
Main Bathroom	
Lower Level	
Garage	
Deck / Patio	
Front Entrance	

Pricing Strategy Questions

- ☐ What have comparable Green Briar homes sold for in the last 6 to 12 months?
- ☐ How does the actual outlook compare with relevant sales, without assuming a premium?
- ☐ How does my interior condition compare to recently sold homes?
- ☐ What is my ideal closing timeline, and does it affect my pricing flexibility?
- ☐ Are the listing details, documents and presentation ready for the first buyer inquiries?

Present the home and the community clearly

Phase 3: Realtor and Marketing Strategy

- ☐ Interview realtors about relevant condominium and community-selling experience.
- ☐ Request a written marketing plan for relevant local and out-of-town buyers.
- ☐ Discuss Video Narrated VR Animated Online Showings that explain the layout before a visit.
- ☐ Confirm syndication reach beyond the local MLS (target the wider GTA)
- ☐ Ask the agent about the size of their active buyer database
- ☐ Describe nearby resort amenities separately; verify actual access, membership and charges.
- ☐ Have your lawyer confirm ownership wording and explain unit/common-element interests.
- ☐ Support the actual unit fee and inclusions with current corporation records.
- ☐ Discuss the optimal day and time of week to launch the listing
- ☐ Review and sign the listing agreement once you are confident in the plan
- ☐ Confirm professional photography and floor plans are included
- ☐ Ask how the agent will report showing feedback to you

Marketing the Green Briar Lifestyle

Show the actual home's setting, layout, views and convenient access to community activities. Green Briar's community website places it in the Nottawasaga River valley. Verify each home's outlook and access rather than assuming it backs onto water or golf.

Explain community-centre access separately from nearby Nottawasaga Resort services. Confirm current availability, terms and charges directly; do not describe every resort amenity as included in the condominium fee. Choose an open-house or appointment strategy for the actual circumstances rather than assuming one format never works.

The Power of Online Showings

Video Narrated VR Animated Online Showings help buyers understand the layout and features before deciding to visit. Accurate floor plans and measurements support that decision. A viewing request does not establish financing approval or replace inspection and document review. Learn more at flaherty.ca/sellers.

Phase 4: Pricing and Going Live

- ☐ Set the right list price using recent sold comparables within Green Briar
- ☐ Review all listing details, descriptions, and photos before going live
- ☐ Confirm the online VR showing is live the moment the listing launches
- ☐ Prepare the home for showings (turn on all lights, open blinds)
- ☐ Understand the feedback reporting system your agent uses
- ☐ Plan to be out of the house during all scheduled showings
- ☐ Secure valuables, jewellery, and prescription medications
- ☐ Ensure the home smells fresh and avoid strong artificial air fresheners
- ☐ Provide a feature sheet separating included services from optional resort activities.
- ☐ Set up a system for approving quick, last-minute showing requests

Common Buyer Objections and How to Respond

The fees seem high
Give the exact current unit fee, effective date and supported inclusions. Explain owner costs, known assessments and changes separately; avoid a “maintenance-free” promise.

The home needs updating
Show the actual condition and discuss preparation costs or pricing with Kevin. There is no universal renovation return or automatic discount.

We are not ready to move yet
Discuss dates and conditions that work for both parties, considering your own next move and carrying costs. Flexibility does not guarantee a sale.

Is the community right for us?
Provide the current community information and actual property documents. Buyers should confirm activities, access, rules and eligibility rather than relying on an age label or general lifestyle promise.

Phase 5: Offers, Conditions, and Closing

- ☐ Evaluate the full offer (price, closing date, deposit, and conditions)
- ☐ Understand conditional period timelines (financing and status certificate review)
- ☐ Negotiate with a clear walk-away number in mind
- ☐ Cooperate fully with the buyer's home inspection
- ☐ Involve your lawyer early; review important terms before committing.
- ☐ Arrange utilities, mail forwarding, and address changes for your move
- ☐ Complete the final walkthrough preparation
- ☐ Sign closing documents with your lawyer
- ☐ Arrange keys/cards and possession under the agreement and actual closing confirmation.
- ☐ Confirm closing and adjustments with your lawyer before changing condominium payments.

Your Selling Timeline at a Glance

Use these stages to plan your own dates with Kevin and your lawyer. Preparation, buyer response and conditions vary; this is not a promised sale or closing schedule.

- ☐ Due diligence: identify the corporation, request documents and choose advisers.
- ☐ Preparation: declutter, complete appropriate repairs and arrange staging.
- ☐ Presentation: photography, floor plans and online showing production.
- ☐ Launch: review the listing details and coordinated marketing.
- ☐ While listed: showings, feedback review and negotiation.
- ☐ After acceptance: conditions, legal closing work and the move.

Key Contacts and Information

Keep these contacts and the relevant document dates together. Confirm final payments, insurance and possession after the lawyer confirms actual completion.

Condominium corporation / property manager	
Real estate lawyer	
Moving company	
Utility providers / hydro / gas	
Community-centre administration	
Insurance provider	

Research, Resources and Important Information

Green Briar Community Centre: community background

Green Briar Community Centre: operations

Condominium Authority of Ontario: status certificates

Condominium Authority of Ontario: resale condos

Condominium Authority of Ontario: Owners' Guide

Nottawasaga Resort: current amenities and information

Town of New Tecumseth: maps

RECO Information Guide

General selling information, not legal, financial or insurance advice. Confirm fees, rights, restrictions, maintenance obligations, access and transaction terms for the actual home.

Ready to plan your sale? Book your free Opinion of Value.
226-270-6433