Uncertainty Audit Checklist

Kevin Flaherty | Listing and selling homes in Orangeville since 1988



Walk the home with the listing in hand

Start at the street. Follow the photos through the home, open the rooms offered for viewing and note the first detail you cannot explain with confidence. Take the list to your listing agent before photographs or showings.

Kevin Flaherty flags slightly unfinished renovations and repairs sellers have grown used to seeing. He advises sellers to finish those items or make the repairs. Page three shows how to apply that advice to one room.

What is the first thing you noticed on a fresh walkthrough?

Read the Orangeville seller guide online

What might a buyer ask?

Use the questions below as prompts. Write the first unresolved one on page three and assign the work on page four.

Check	Buyer question	What the seller can do
Price	Which homes support this asking price?	Compare recent sales and current choices with similar layout, lot and condition. Note one difference that matters.
Photos and layout	How do these rooms connect?	Follow the photo sequence from the front door. Show the doorway, adjoining room and any level change.
Unfinished work	Is only the trim unfinished, or does the room still need work?	List each outstanding item. Complete the repair where practical and check the finished work before photographs.
Repair records	What was repaired, and when?	Read the dated invoice. Describe the component and work it names. Identify any remaining question.
Odour and moisture	Where is this smell or stain coming from?	Investigate the source. Arrange qualified assessment where needed and keep the findings with the repair record.
Showing access	Can I see the space shown in the listing?	Agree showing times with your agent and arrange access to the rooms, parking and storage the listing describes.
Inclusions and rentals	Does that appliance stay, and is the equipment owned?	Check agreements and make the listing, feature sheet and proposed offer terms consistent.

When a renovation looks unfinished

Kevin’s walkthrough advice is to finish slightly incomplete renovations and make outstanding repairs. The example below illustrates how to apply his advice to a room. It is a hypothetical exercise.

What is visible?

Imagine a renovated hallway with one length of baseboard missing beside a doorway. The seller knows it is the last item on the job. Someone seeing the hallway for the first time cannot tell how much work remains.

What would settle the question?

Check the actual scope of work with the person who did it. If only the trim is outstanding, fit and finish it before photographs. Walk the room again. If other work is outstanding, describe it accurately and give your agent a record of what is complete.

Room and visible detail

What could someone reasonably ask about it?

What work, record or clearer photograph would answer that question?

Close the loop before a showing

Record a specific action, the person responsible and what will count as finished. If timing changes, tell the listing agent so the photos, feature sheet and showing instructions stay accurate.

- [ ] Finish the outstanding item, then inspect the work.
- [ ] Gather the dated invoice, measurement, agreement or photograph.
- [ ] Describe what is complete and what is still open.
- [ ] Discuss the remaining trade-off with the listing agent.

What is the next action?

Who will handle it?

Target date

What confirms completion, and who will check the listing?

After a showing, your agent can request feedback from the buyer's representative. If no feedback arrives, the buyer's reason remains unknown. Use the checklist to identify facts you can verify for the next showing.