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## Caledon Home Buyer Red Flags Checklist

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### Before You List: Walk Through Your Home Like a Buyer

Buyers decide emotionally within minutes. This checklist helps you spot the issues that silently kill buyer confidence in Caledon homes.

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### EXTERIOR & CURB APPEAL

- Driveway condition** — Gravel washouts, potholes, or excessive length can signal maintenance burden
  - Septic area** — Any odours, soggy ground, or visible tank lids? Buyers will ask about age and last pump-out
  - Well infrastructure** — Is the wellhead protected, accessible, and clearly marked?
  - Outbuildings & barns** — Stable, safe, and structurally sound? Dilapidated outbuildings raise insurance concerns
  - Fencing** — Boundary fencing in good repair? Broken fencing raises livestock and liability questions
  - Acreage maintenance** — Overgrown fields, dead trees, or invasive species suggest deferred land management
  - Seasonal access** — Is the driveway passable in winter? Long rural driveways worry buyers unfamiliar with snow removal
  - Caledon Hills erosion** — Any visible slope erosion or drainage issues on hillside properties?
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## INTERIOR FIRST IMPRESSIONS

- Odour check** — Pet smells, smoke, moisture, or well water sulphur odours? Open windows 24 hours before showings
  - Lighting** — Dark rooms feel smaller. Open blinds, add lamps, replace dim bulbs
  - Ceiling stains** — Any water stains on vaulted ceilings or exposed beams? Common in estate homes with complex rooflines
  - Window condition** — Fogged argon windows, rotting sills, or drafty older frames?
  - Flooring transitions** — Uneven floors between additions? Estate homes often have multiple additions over decades
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## MECHANICAL & SYSTEMS (RURAL PROPERTY RED FLAGS)

- Well water quality** — Have you tested recently? Hard water, iron staining, or sulphur smell scares buyers
  - Water pressure** — Adequate pressure throughout the house, including upper floors and outbuildings?
  - Septic system age** — How old? When was it last pumped? Buyers will want records
  - Heating system** — Propane, oil, wood, or geothermal? Multiple systems? Buyers fear replacement costs
  - Electrical panel** — 100 amp or 200 amp? Any knob-and-tube remnants in older Caledon farmhouses?
  - Propane tank** — Owned or leased? Size and location? Buyers need to know
  - Wood-burning appliances** — WETT-certified? Insurance requires this in Caledon
  - Backup power** — Generator hookup? Rural buyers expect this conversation
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## KITCHEN & LIVING SPACES

- Kitchen workflow** — Can multiple people function without bumping? Estate kitchens are often oversized but poorly laid out
  - Countertop condition** — Burn marks, knife gouges, or dated laminate?
  - Appliance age** — Buyers factor replacement costs into offers
  - Great room scale** — Does furniture suit the room? Oversized empty rooms feel cold
  - Fireplace functionality** — Clean, working, and safe? Buyers test these in Caledon showings
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## BEDROOMS & BATHROOMS

- Master suite proportion** — Does it match the home's price point? Buyers expect luxury in Caledon estate homes
- Ensuite condition** — Dated fixtures, worn grout, or poor ventilation?
- Guest rooms** — Clearly functional? Buyers count bedrooms against their needs
- Bathroom count vs. bedroom count** — 5 bedrooms, 2 bathrooms? That's a buyer concern
- Low water pressure in showers** — Well-dependent homes sometimes struggle here

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## ONLINE PRESENTATION vs. REALITY

- Photo accuracy** — Do your listing photos show the home as it currently exists? (Not 5 years ago)
  - Acreage representation** — Do photos accurately show usable land vs. wetland/cedar swamp?
  - Room size perception** — Wide-angle lenses create false expectations. Supplement with floor plans
  - Seasonal photos** — Winter snow hides acreage flaws. Summer overgrowth exaggerates them
  - Drone shots** — Do they show neighbouring properties, roads, and context accurately?
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## CALEDON-SPECIFIC BUYER CONCERNS

- Conservation authority boundaries** — Is part of your land in a regulated area? Disclose early
  - Agricultural zoning** — Can the buyer keep horses? Run a business? Zoning surprises kill deals
  - Property taxes** — Caledon estate homes carry higher taxes. Buyers will research this
  - Fire department response time** — Rural buyers ask. Know your station and response zone
  - Internet connectivity** — Fibre, LTE, or satellite? Remote Caledon areas have connectivity gaps
  - School bus routes** — Families with children will verify. Long rural bus rides concern parents
  - Commute reality** — Honest minutes to Mississauga, Brampton, or Toronto? Buyers test this
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## THE FINAL WALKTHROUGH (DO THIS 48 HOURS BEFORE LISTING)

1. Enter through the front door — note your immediate emotional reaction
  2. Stand in each room for 60 seconds — what draws your eye negatively?
  3. Flush every toilet and run every tap — any issues become buyer concerns
  4. Turn on every light switch — any non-functional bulbs or fixtures?
  5. Open every closet and cupboard — buyers will
  6. Walk the property perimeter — note anything a buyer would question
  7. Drive to your home from the nearest main road — what does the approach signal?
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## REMEMBER

**One small issue rarely scares a buyer away. But 3–4 unchecked concerns compound emotionally and create hesitation that shows up as low offers or no offers at all.**

Caledon buyers are typically purchasing the largest asset of their lives — often a lifestyle upgrade to country living. They need confidence in the property, the systems, and the transition.

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*30+ years serving Caledon, Orangeville, Bolton, and all surrounding communities.*