



Caledon Pre-Sale Renovation Scorecard

Your step-by-step guide to smart pre-sale improvements in Caledon

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Step 1: Property Profile

Knowing your property type determines which improvements matter most. A Bolton commuter home needs different upgrades than an Inglewood estate.

- Address:** _____
- Property Type:** Estate Subdivision Heritage Equestrian Acreage Other: _____
- Neighbourhood:** Bolton Caledon East Palgrave Inglewood Belfountain Alton Cheltenham Mayfield West Rural Caledon Other: _____
- Target Price Range:** \$ _____
- Renovation Budget:** \$ _____
- Target Listing Date:** _____
- Days Until Listing:** _____

How to Use This Scorecard

Follow This Process:

1. **Assess** — Walk through each section and check what needs attention
2. **Score** — Rate each area (1=Poor, 2=Fair, 3=Good, 4=Excellent)
3. **Prioritize** — Focus on HIGH-ROI items first (green cards)
4. **Budget** — Allocate money to items that actually affect sale price
5. **Execute** — Complete projects 2-4 weeks before listing photos
6. **Review** — Re-score after completion to confirm readiness

Remember: The goal is not perfect — it's strategic. Buyers notice clean, bright, and maintained. They don't notice expensive perfection that exceeds neighbourhood standards.

✔ Step 2: HIGH-ROI Improvements (Do These First)

These improvements consistently return more than they cost because they directly impact buyer confidence and first impressions.

Interior Paint

Fresh neutral paint in warm whites, soft greys, or beige throughout main living areas, hallways, and bedrooms.

Why: Paint is the highest-ROI improvement. It makes spaces feel clean, bright, and move-in ready. Buyers mentally deduct for every scuffed wall.

- Main floor walls painted neutral
- Upstairs hallways and bedrooms
- Trim and baseboards touched up
- Ceilings checked for stains/patches
- Front door refreshed

Lighting Upgrades

Replace dim or dated fixtures. Add LED bulbs. Maximize natural light with clean windows and strategic pruning.

Why: Caledon's mature tree canopy darkens interiors. Bright rooms feel larger, cleaner, and more inviting. Dark rooms feel small and dated instantly.

- All fixtures have matching LED bulbs (3000K-4000K)
- Dim fixtures replaced or repaired
- Windows professionally cleaned inside and out
- Tree pruning for natural light
- Under-cabinet kitchen lighting added

Driveway & Entrance

Repair cracks, seal asphalt, power wash concrete. Ensure proper drainage. Clean or replace entryway hardware.

Why: Caledon's freeze-thaw cycles destroy driveways. It's the first thing buyers see and touch. A damaged driveway signals deferred maintenance throughout.

- Cracks filled and sealed
- Potholes repaired
- Edges trimmed and tidy
- Front walkway power washed
- House numbers visible and clean
- Front door hardware polished/replaced

Curb Appeal & Landscaping

Clean edges, fresh mulch, trimmed shrubs, mowed lawn, weeded beds. Not elaborate — just tidy and maintained.

Why: Buyers decide within 30 seconds of arrival. Overgrown landscaping suggests neglect. Tidy landscaping suggests pride of ownership.

- Lawn mowed and edged
- Garden beds weeded and mulched
- Dead plants removed
- Shrubs trimmed away from house
- Walkways cleared and clean
- Porch/stoop swept and staged

Deferred Maintenance

Fix everything broken: leaky faucets, loose handles, squeaky doors, cracked outlets, damaged screens.

Why: Buyers mentally add up repair costs and discount their offer accordingly. \$500 in repairs can cost \$5,000 in lost value.

- All faucets drip-free
- Doors and drawers operate smoothly
- Outlets and switches functional
- Windows and screens intact
- Grout and caulk fresh in baths/kitchen
- HVAC filters replaced

Deep Clean & Declutter

Professional clean top to bottom. Remove personal items, excess furniture, and clutter. Organize closets and storage.

Why: Zero cost, massive impact. Clean homes feel maintained. Decluttered spaces feel larger. Buyers imagine their life in your space, not yours.

- Professional deep clean completed
- Personal photos and items removed
- Closets organized (30% empty ideal)
- Countertops cleared
- Storage areas tidy
- Pet odors eliminated

⚠ Step 3: MODERATE-ROI Improvements (Evaluate Carefully)

These can add value but depend heavily on your property type, neighbourhood, and buyer pool. Get professional advice before investing.

Kitchen Refresh

Cabinets painted or refaced, hardware updated, countertops refreshed, appliances cleaned or replaced if dated.

Why: Kitchens sell homes, but major remodels rarely pay off in Bolton/Mayfield West. In estates, quality matters more. Match to your price point.

- Cabinets clean and functional
- Hardware updated if dated
- Countertops stain-free and intact
- Appliances clean and working
- Backsplash clean/grout fresh

Bathroom Updates

Fixtures refreshed, vanities updated, re-caulked, grout cleaned, mirrors replaced if dated, lighting improved.

Why: Bathrooms signal cleanliness and maintenance. Dated but clean is better than partially renovated. Avoid mid-range renovations that look cheap.

- Grout and caulk fresh and white
- Fixtures polished or replaced
- Vanity hardware updated
- Mirrors clean and streak-free
- Ventilation fan working
- Toilet seats replaced

Flooring Improvements

Refinish hardwood, replace worn carpet, repair damaged tiles. Avoid luxury materials beyond neighbourhood standard.

Why: Floors are touched and walked on. Worn flooring makes buyers assume the whole house needs work. But \$20/sqft tile in a \$800K home wastes money.

- Hardwood refinished if scratched
- Carpet cleaned or replaced if stained
- Tile grout cleaned
- Squeaky floors fixed
- Transitions and thresholds secure

Deck & Outdoor Repairs

Structural safety first, then staining/sealing. Clean and stage outdoor furniture. Repair railings and steps.

Why: Outdoor living matters in Caledon. But unsafe decks are liability issues. Fix structure first, cosmetics second. Family buyers in Caledon East/Palgrave value this.

- Structure inspected and sound
- Railings secure and code-compliant
- Boards replaced if rotten
- Stained or sealed if needed
- Outdoor furniture clean and staged

✖ Step 4: LOW-ROI Improvements (Usually Skip These)

These rarely recover costs and can actually hurt your sale by over-improving beyond what buyers will pay for.

Luxury Upgrades

High-end finishes, imported materials, custom features beyond neighbourhood standards.

Why skip: A \$100K kitchen in a \$900K Bolton home won't return value. Buyers compare to neighbours, not to design magazines.

- I have NOT installed luxury finishes beyond area standard
- I have NOT added custom features buyers may not want

Major Structural Changes

Additions, wall removals, layout changes, room conversions close to listing.

Why skip: Too expensive, too time-consuming, and too risky. Unfinished projects kill deals. Buyers fear DIY structural work.

- I have NOT started major structural work
- All rooms are in their original configuration

Personalized Design Choices

Bold colours, unique fixtures, themed rooms, custom built-ins specific to your taste.

Why skip: Personal style limits buyer appeal. Neutral sells. Your dream kitchen may be a buyer's renovation project.

- Bold colours have been neutralized
- Personal themes removed

Pool Installation

Adding a pool solely to increase sale value.

Why skip: Never install a pool just to sell. Some buyers see pools as liabilities (maintenance, insurance, safety). Only stage existing pools beautifully.

- I have NOT installed a new pool pre-sale
- Existing pool is clean and functional

Step 5: Property-Type Specific Checklists

Caledon has distinct property types with different buyer expectations. Check the boxes that apply to your home.

Bolton / Mayfield West (Commuter Homes)

Buyers compare to Brampton/Mississauga. They want modern, efficient, and move-in ready. Commute convenience matters.

- Kitchen feels contemporary (not necessarily luxury)
- Home office or flexible workspace staged
- Low-maintenance exterior (no elaborate gardens)
- Finished basement adds value
- Neutral, contemporary finishes throughout
- Garage clean and functional
- Commute time to Highway 50/410 highlighted

Estate Properties (Inglewood, Belfountain, Rural)

Luxury buyers expect excellence in specific areas. Presentation matters more than perfection. Outdoor living is essential.

- Driveway pristine and welcoming
- Landscaping mature and professionally maintained
- Pool area clean, functional, and staged
- Outdoor kitchen/fire feature functional
- Primary suite feels spa-like
- Kitchen is chef-quality or clearly high-end
- Outbuildings maintained and useful
- HVAC, water, electrical systems documented
- Security system operational
- Privacy features highlighted (fencing, trees)

Heritage Homes (Alton, Cheltenham, Caledon Village)

Buyers want character preserved, not modernized. Authenticity sells. Updates must be invisible or period-appropriate.

- Original trim and mouldings intact
- Hardwood floors refinished (not replaced)
- Plaster walls repaired (not covered with drywall)
- Electrical updated to code discreetly
- Plumbing modernized without visible changes
- Windows original or period-matched replacements
- Exterior maintains heritage character
- Original features highlighted in listing
- Staged with era-appropriate or complementary furniture
- Heritage designation documents available (if applicable)

□ Equestrian Properties (Rural Caledon)

Equestrian buyers prioritize function over form. A failing barn kills deals faster than a dated kitchen. Focus on what horses need.

- Barn structure sound and safe
- Stalls adequate, ventilated, and clean
- Fencing secure and horse-safe (no barbed wire)
- Paddocks well-drained and mud-free
- Water sources reliable and frost-free
- Electrical service adequate for barn
- Hay/storage area dry and organized
- Riding arena or suitable space available
- Trails or hacking access nearby
- House is clean and functional (cosmetics secondary)

Step 6: Property Condition Scorecard

Rate each area honestly. Score 1=Poor (needs major work), 2=Fair (needs minor work), 3=Good (acceptable), 4=Excellent (show-ready). Focus improvement budget on 1s and 2s.

Area	Score 1 2 3 4	Priority	Budget Allocated
Exterior / Curb Appeal	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Driveway & Entrance	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Interior Paint & Walls	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Kitchen Condition	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Bathroom Condition	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Flooring Condition	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Lighting Throughout	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Deferred Maintenance	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Landscaping / Property	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Outbuildings / Barns	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Fencing & Boundaries	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____
Overall Presentation	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4	<input type="checkbox"/> High <input type="checkbox"/> Med <input type="checkbox"/> Low	\$ _____

Tip: Any area scored 1 or 2 should be addressed before listing. Areas scored 3 may need minor touch-ups. Areas scored 4 are show-ready.

Step 7: Your Action Plan

Write down your specific tasks, deadlines, and budget. Having a written plan prevents scope creep and keeps you on track.

Priority 1 (Do first – highest impact):

Priority 2:

Priority 3:

Priority 4 (if budget allows):

Total Budget Allocated: \$ _____

Expected Completion Date: _____

Professional Help Needed: Contractor Designer Stager Landscaper Other: _____

Step 8: Pre-Listing Timeline

Timing matters. Start too late and projects won't finish. Start too early and improvements may deteriorate before showing.

Weeks Before Listing	Action Items	<input type="checkbox"/> Done
8-12 weeks	Major repairs, painting, flooring, kitchen/bath updates	<input type="checkbox"/>
4-6 weeks	Landscaping, driveway, exterior touch-ups, deep clean	<input type="checkbox"/>
2-3 weeks	Declutter, stage, final paint touch-ups, light maintenance	<input type="checkbox"/>
1 week	Final deep clean, fresh flowers, scent neutralization, photoshoot prep	<input type="checkbox"/>
Listing day	All lights on, temperature comfortable, music soft, property perfect	<input type="checkbox"/>

🚫 Step 9: Mistakes to Avoid (Checklist)

These errors cost Caledon sellers thousands. Check each box to confirm you're not making these mistakes.

- I have NOT over-renovated beyond my neighbourhood standard
- I have NOT stripped heritage character from my home
- I have NOT spent on house cosmetics while barns/fences deteriorate
- I have NOT ignored driveway and exterior presentation
- I have NOT installed luxury finishes in a commuter-targeted home
- I have NOT started major projects less than 4 weeks from listing
- I have NOT made emotionally-driven renovation choices
- I have NOT over-improved land beyond area expectations
- I have NOT left personal items or clutter visible
- I have NOT forgotten to address pet odors or smoking smells
- I have NOT skipped professional photography after improvements
- I have NOT priced based on renovation cost rather than market value

✅ Step 10: Final Readiness Check

Before calling your realtor to list, confirm these basics are handled.

- All high-ROI improvements completed
- Property scored 3 or higher in all critical areas
- Professional photos scheduled (after improvements, before listing)
- Home staged or decluttered to show-ready condition
- All maintenance items addressed
- Curb appeal at maximum impact
- Lighting optimal for showings and photos
- Odors eliminated (pets, cooking, smoke)
- Temperature comfortable for showings
- All personal items removed or stored
- Action plan completed on time and on budget
- Realtor consulted before major renovation decisions

Final Reminder: The best renovation strategy is the one that matches your property type to your likely buyer. A Bolton commuter wants different things than an Inglewood estate buyer or an Alton heritage enthusiast. When in doubt, consult with a Caledon real estate expert before spending money on improvements. Strategic advice before renovating can save thousands in unnecessary spending.

Ready to sell? Contact Kevin Flaherty for a free pre-sale consultation. Get expert guidance on which improvements will actually increase your sale price — and which ones will not.

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Serving Caledon, Bolton, Orangeville & all of Dufferin & Peel Regions

This scorecard is for informational purposes. Market conditions vary. Consult a qualified real estate professional for advice specific to your property.