

The Complete Checklist for Selling a House in Caledon, Ontario

Every step — from pre-listing preparation through to closing day.

99.2%

Sale-to-List

52%

Faster Sales

30+

Years in Caledon

HOW TO USE THIS CHECKLIST

Work through each phase in order. Check off each item as you complete it. Keep this document with you throughout the selling process. For the full guide with explanations, visit flaherty.ca/checklist-for-selling-a-house-in-caledon

CALEDON MARKET SNAPSHOT — MAY 2026

Know the Numbers Before You List

Metric	Caledon — May 2026	Note
Average Sold Price	\$1,204,892	7th most expensive in GTA
Detached Home Average	~\$1.3M	3-bed avg \$1.3M; 4-bed avg \$1.3M
Townhouse Average	~\$754K	3-bed townhouse avg \$832K
Average Days on Market	26 days	9th fastest-selling in GTA
Sale-to-List Ratio	96%	Buyers' market — price accuracy critical
Kevin Flaherty Sale-to-List	99.2%	3.2 points above market average
Kevin Flaherty DOM Speed	52% Faster	Than market average

■ Buyers' Market Warning

With a 96% sale-to-list ratio and 276 active listings, Caledon is a buyers' market. Overpriced homes sit and get discounted. Accurate pricing from day one is critical. See: flaherty.ca/how-to-price-your-house-to-attract-buyers-in-caledon

1

Before You List — Preparation & Due Diligence

6–8 weeks before your target list date

Get a professional opinion of value — not an online estimate

CRITICAL

Caledon values vary enormously. Book free evaluation: flaherty.ca/caledon-home-evaluation

Locate your property survey or reference plan

CRITICAL

If missing, order one early — allow 2–4 weeks. Rural properties: note easements and right-of-ways.

Commission a septic inspection (if on private sewage)

CALEDON

Buyers will request this as a condition. A clean report removes a major buyer objection.

- Get a well water test (if on private well)**

CALEDON

Bacteria and chemical test through a licensed lab. Allow 5–10 business days.
- Obtain a WETT certificate (if wood-burning appliance)**

CALEDON

Required by most buyers and insurers. Book early — 2–3 week lead times in Caledon.
- Understand your Greenbelt / Oak Ridges Moraine / Niagara Escarpment status**

CALEDON

~80% of Caledon land is under conservation plans. Affects what buyers can build or alter.
- Gather permits for any additions or renovations**

IMPORTANT

Unpermitted work is a common deal-killer. Locate building permits and final inspection certificates.
- Confirm heating fuel type and owned vs. rented equipment**

CALEDON

Propane tank, water heater, furnace, water softener — owned or rented? Buyers need to know.
- Review your mortgage and understand discharge costs**

IMPORTANT

Know your balance, mortgage type, and prepayment penalty. See: flaherty.ca/costs-of-selling-a-home-in-caledon
- Choose your real estate lawyer**

RECOMMENDED

Engage early — especially for rural properties with conservation easements or shared systems.

2

Preparing the Property — Presentation & Staging

3–4 weeks before listing

- Declutter every room — including storage areas**

CRITICAL

Remove 30–40% of items from every room. Buyers are acutely aware of storage space.
- Deep clean — including windows, baseboards, and appliances**

CRITICAL

A professionally cleaned home photographs better and signals well-maintained care.
- Address deferred maintenance — but choose wisely what to fix**

IMPORTANT

Fix what buyers notice: dripping faucets, cracked caulking, sticking doors. Skip costly renos.
- Freshen paint in key areas**

RECOMMENDED

Front entry, living room, kitchen, primary bedroom. Warm whites and soft greiges photograph best.
- Maximize curb appeal — especially for rural and estate properties**

CALEDON

Trim trees/shrubs, repair fencing, clean outbuildings, maintain the laneway.
- Consider professional staging for key rooms**

RECOMMENDED

Staged homes sell faster and for more. Minimum: living room, primary bedroom, kitchen.
- Prepare outbuildings, barns, and secondary structures**

CALEDON

Clean, repair, and ensure accessibility. Buyers who want these features will scrutinize them.

3

Choosing Your Realtor & Marketing Plan

2–3 weeks before listing

- Interview at least two realtors — and ask the right questions**
 Ask: How many Caledon homes sold? What's your marketing plan? Do you offer narrated online showings?

CRITICAL
- Demand a written marketing plan — not just an MLS listing**
 99% of buyers find homes online. Your home needs a full online showing, not just photos.

CRITICAL
- Insist on a video-narrated 3D animated online showing**
 Answers buyer questions before they visit. Drives higher offers. See: flaherty.ca/sellers

IMPORTANT
- Confirm syndication — how many platforms will your listing appear on?**
 MLS alone is not enough. Ask for a full list of syndication platforms.

IMPORTANT
- Ask about the buyer database**
 Kevin Flaherty's team has 2,300+ active buyers. Some Caledon homes sell before MLS.

RECOMMENDED
- Review and sign the listing agreement carefully**
 Confirm price, commission, listing period, exclusions, and marketing commitments in writing.

CRITICAL

■ The First 7 Days Are Critical

The first week generates the most buyer interest. Launch with everything in place — preparation, pricing, and full marketing — from day one. A home that launches poorly rarely recovers its initial momentum.

4

Pricing & Going Live on MLS

Listing week

- Set the right list price — based on data, not hope**
 In a buyers' market, overpricing is the most costly mistake. See: flaherty.ca/how-to-price-your-house-to-attract-buyers-in-caledon

CRITICAL
- Review all listing details before going live**
 Check: sq ft, lot size, bed/bath count, heating type, water source, sewage, parking, inclusions.

CRITICAL
- Confirm the online showing is live before the listing goes active**
 The video-narrated showing must be linked from the listing at the moment it goes live.

IMPORTANT
- Prepare your home for showings — and keep it show-ready**
 Dishes away, beds made, pets secured, lights on, temperature comfortable.

IMPORTANT
- Understand the showing feedback system**
 Ask your realtor how buyer interest data will be reported and how often.

RECOMMENDED

5

Reviewing Offers & Negotiating

When offers arrive

- Evaluate the full offer — not just the price**

CRITICAL

Also evaluate: deposit, closing date, conditions, and inclusions/exclusions.
- Understand the conditional period for Caledon properties**

CALEDON

Septic/well/conservation conditions = 10–15 business days is common. Plan accordingly.
- Negotiate strategically — know your walk-away number**

IMPORTANT

Know your minimum acceptable net before any offer arrives. See: flaherty.ca/costs-of-selling-a-home-in-caledon
- Use buyer interest data to inform your negotiating position**

RECOMMENDED

High repeat traffic on your listing page = leverage. Low traffic = market feedback.

6

Satisfying Conditions & Closing Day

After acceptance through to closing

- Cooperate fully with the buyer's home inspection**

CRITICAL

Provide access to all areas. Have documentation ready: maintenance records, warranties, permits.
- Facilitate the septic and well water inspections promptly**

CALEDON

Ensure septic tank lid and well are accessible and clearly marked.
- Engage your lawyer immediately after offer acceptance**

CRITICAL

Send the accepted offer right away. Early engagement prevents last-minute title surprises.
- Arrange for utilities, mail, and address changes**

IMPORTANT

Notify: utility providers, Canada Post, CRA, OHIP, banks, propane supplier, service contracts.
- Complete the final walkthrough with your realtor**

IMPORTANT

Confirm property condition, all included items present, excluded items removed, grounds maintained.
- Sign closing documents and hand over keys**

CRITICAL

Your lawyer arranges signing 1–2 days before closing. Funds transfer on closing day.

TAG LEGEND

CRITICAL — Must not be skipped	IMPORTANT — Strongly recommended	CALEDON — Caledon-specific item	RECOMMENDED — Best practice
---------------------------------------	---	--	------------------------------------

QUICK REFERENCE — KEY CALEDON LINKS

Caledon Resources

<p>Free Home Evaluation flaherty.ca/homeeval</p>	<p>Caledon Realtors flaherty.ca/caledon-realtors</p>
<p>Bolton Realtors flaherty.ca/bolton-realtors</p>	<p>Costs of Selling in Caledon flaherty.ca/costs-of-selling-a-home-in-caledon</p>
<p>How to Price Your House flaherty.ca/how-to-price-your-house-to-attract-buyers-in-caledon</p>	<p>How Long to Sell in Caledon flaherty.ca/how-long-does-it-take-to-sell-a-house-in-caledon</p>
<p>Should You Renovate? flaherty.ca/should-you-renovate-before-selling-in-caledon</p>	<p>10 Questions to Ask a Realtor flaherty.ca/10questions</p>
<p>Marketing System (Sellers) flaherty.ca/sellers</p>	<p>Book a Call flaherty.ca/kevinscalendar</p>

Kevin Flaherty — Real Estate Broker | eXp Realty

226-270-6433 | flaherty.ca | flaherty.ca/kevinscalendar | flaherty.ca/kevinscalendar-zoom

This checklist is provided for informational purposes. Market statistics sourced from MLS/Zolo, May 2026. Individual results may vary.