

Caledon Home Selling Checklist

10 Steps to a Successful Sale in Caledon, Ontario

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Use this checklist to stay organized throughout your Caledon home sale -- from village homes in Alton and Bolton to rural estates in Palgrave and Belfountain. Check off items as you complete them.

1 Decide If You Are Ready to Sell

- Define your motivation (relocation, downsizing, estate, etc.)
- Set your ideal and acceptable timelines
- Determine your minimum acceptable sale price
- Research your next home or living arrangement
- Discuss with family members who will be affected

2 Get a Professional Home Evaluation

- Schedule a free evaluation with Kevin Flaherty
- Review recent comparable sales in your specific community
- Understand current Caledon market conditions
- Get a realistic price range (not just an algorithm estimate)
- Request a net proceeds estimate

CALEDON TIP: Rural properties with acreage require specialized valuation. Ensure your evaluator understands land quality, outbuildings, and agricultural zoning.

3 Choose the Right Caledon Realtor

- Interview 2-3 local Caledon agents
- Verify their recent Caledon sales experience
- Ask about rural property expertise (wells, septic, acreage)
- Review their marketing plan and sample listings
- Check their average days on market and sale-to-list ratio
- Download the 10 Questions to Ask Before Hiring a Realtor guide

4 Prepare Your House for the Market

- Deep clean every room (or hire professionals)
- Declutter -- remove personal items, excess furniture
- Repair leaky faucets, squeaky doors, burned-out bulbs
- Touch up paint with neutral colours
- Boost curb appeal: mow, trim, plant flowers
- Power wash driveway, deck, and exterior
- For rural properties: service well and septic systems
- Clear overgrown areas and maintain fences

CALEDON TIP: City buyers expect move-in ready. Focus on presentation over major renovations -- you rarely recoup renovation costs.

5 Price It Right for Your Caledon Community

- Review comparable sales from your specific area (not just 'Caledon')
- Factor in unique features: acreage, views, outbuildings
- Consider seasonal market trends
- Analyze current competition
- Set a strategic list price with room for negotiation
- Establish your bottom-line acceptable price

6 Launch Marketing with VR Showings

- Professional photography scheduled
- Video-narrated VR showing created
- Drone footage captured (for acreage/rural)
- Floor plans with measurements prepared
- Listing syndicated to MLS, Realtor.ca, Zillow, etc.
- Buyer database notified (2,300+ active buyers)

- Social media promotion launched

CALEDON TIP: VR showings are essential for out-of-town buyers who cannot visit in person. This technology sells homes faster and for more money.

7 Manage Showings and Collect Feedback

- Keep home show-ready at all times
- Be flexible with showing times (evenings/weekends)
- Remove pets during showings when possible
- Leave the house for all showings
- Request feedback from every showing agent
- Review feedback weekly with your realtor
- Adjust strategy if showings don't convert to offers

8 Review Offers and Negotiate

- Evaluate price, conditions, closing date, and deposit
- Assess buyer qualifications and financing strength
- Consider multiple offer strategies if applicable
- Negotiate terms with your realtor's guidance
- Accept the offer that best meets your goals

9 Handle Inspections and Conditions

- Prepare well water test results (if applicable)
- Gather septic system maintenance records
- Locate survey or boundary documents
- Compile zoning and permit documentation
- Address any inspection issues promptly
- Work with your lawyer on condition removals

CALEDON TIP: Rural properties need extra documentation. Organized records build buyer confidence and lead to firmer offers.

10 Close the Sale and Move Forward

- Coordinate with your lawyer for closing documents
- Schedule final walkthrough with buyer
- Transfer utilities to new owner
- Set up mail forwarding with Canada Post
- Update address with banks, government, subscriptions
- Book movers and arrange move-out timing
- Leave keys and garage remotes for new owner
- Do a final clean before handing over

Typical Caledon Selling Timeline

Decision & Evaluation	Week 1	Home evaluation, realtor selection
Preparation	Weeks 2-3	Cleaning, repairs, staging
Listing & Marketing	Week 4	Photos, VR showing, MLS launch
Showings & Offers	Weeks 5-8	Buyer visits, feedback, negotiations
Conditions & Closing	Weeks 9-12	Inspections, lawyer work, closing day

Need Help Selling Your Caledon Home?

Kevin Flaherty has guided hundreds of Caledon homeowners through successful sales.

226-270-6433

Free home evaluations | No obligation | Local expertise
www.flaherty.ca