

BOLTON SELL-FAST GUIDE

The Complete Checklist for Selling Your Bolton Home Fast & For Top Dollar

Kevin Flaherty | flaherty.ca | 226-270-6433 | May 2026

KEVIN FLAHERTY BOLTON PERFORMANCE STATS



Phase 1: Price It Right From Day One

- Get a Professional CMA**
Request a free Comparative Market Analysis from Kevin Flaherty. Online estimates can be off by 10-15% in Bolton's micro-market. Call 226-270-6433.
- Study Recent Bolton Solds**
Review comparable sales in Bolton East, North, and West from the past 60-90 days. Sub-community data matters -- prices can vary by \$50,000-\$100,000.
- Price to Create Competition**
Pricing at or just below fair market value generates more showings in the first week -- the most critical window for a fast sale.
- Avoid the Overpricing Trap**
Overpricing by 5% in Bolton can triple your days on market. The first 14 days are your best window.

Phase 2: Prepare for Maximum Appeal

- Declutter -- Remove 30%+ of furniture and all personal items**
Buyers are buying the space, not your belongings. Show them the space.
- Deep clean -- windows, baseboards, appliances, bathrooms**
A spotless home signals that it has been well maintained.
- Curb appeal -- fresh mulch, trimmed hedges, painted front door**
The first impression is formed before buyers walk through the door.
- Fix deal-breakers only -- leaks, broken fixtures, damaged flooring**
Skip cosmetic upgrades with poor ROI. Focus on what fails inspection.
- Organize the garage -- Bolton buyers value functional garages**
Garage condition is a significant factor for Bolton buyers.
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Stage key rooms -- living room, primary bedroom, kitchen

Professional staging returns 3-5x its cost in final sale price.

Phase 3: Create Maximum Online Exposure

- Commission professional photography and video**
99%+ of Bolton buyers start online. Poor photos = no showings.
- Request Video Narrated VR Animated Online Showing**
Kevin Flaherty's proprietary system -- the most comprehensive online presentation in Bolton.
- Confirm full MLS syndication**
Realtor.ca, Zillow, Zolo, Houseful, Point2Homes, and all major portals simultaneously.
- Ask about the buyer database match**
Kevin Flaherty's 2,300+ active buyers -- your home may sell before MLS goes live.

Phase 4: Execute a Strategic Launch

- List on Thursday or Friday**
Captures the full weekend showing cycle -- the highest-traffic window.
- Hold a targeted open house in the first weekend**
Creates urgency and social proof. Promoted to the active buyer database.
- Respond to all inquiries within 24 hours**
Delayed responses signal desperation. Fast responses keep buyers engaged.
- Track showing feedback after each visit**
Patterns in feedback reveal pricing or presentation issues early.

Phase 5: Negotiate and Accept the Right Offer

- Evaluate all terms -- not just price**
Closing date, deposit, conditions, and inclusions all affect net proceeds.
- Consider no-condition offers carefully**
A lower no-condition offer may be better than a higher conditional offer.
- Counter strategically -- aim for 99%+ of asking**
Kevin Flaherty's clients average 99.2% of asking price in Bolton.
- Do not wait for a 'better offer' that may not come**
The first serious offer is often the best offer.

Phase 6: Close Successfully

- Hire a real estate lawyer -- budget \$1,500-\$2,500**
Handles title transfer, mortgage discharge, and closing adjustments.
- Complete all agreed repairs before closing**
Incomplete items can delay or derail the transaction.
- Confirm mortgage discharge with your lender**
Get a written penalty quote early -- this can be a significant cost.
- Plan your move-out logistics**
Coordinate moving date with closing date. Most Bolton closings are 30-60 days after firm agreement.
- Do a final walkthrough of the property**

Ensure the home is in the condition agreed to in the contract.

BOLTON HOME SELLING COST SUMMARY

Cost Item	Typical Range	Notes
Realtor Commission (4-5%)	\$40,000 - \$55,000	Split between listing and buyer's agent
Legal Fees	\$1,500 - \$2,500	Title transfer, mortgage discharge, adjustments
Home Staging	\$1,500 - \$4,000	Returns 3-5x cost in final sale price
Pre-Listing Repairs	\$500 - \$5,000	Deal-breakers only; skip cosmetic upgrades
Pre-Listing Inspection	\$400 - \$600	Recommended for homes 20+ years old
Mortgage Discharge Penalty	\$0 - \$15,000	Get written quote from lender before listing
Moving Costs	\$1,500 - \$4,000	Local Bolton move
Property Tax Adjustment	\$500 - \$2,000	Pro-rated to closing date
TOTAL ESTIMATED SELLING COSTS	\$46,000 - \$88,000	On a \$1,000,000 Bolton home

Ready to Sell Your Bolton Home Fast?

Get a free, no-obligation home evaluation from Kevin Flaherty -- the Bolton realtor who sells 52% faster than the market average and achieves 99.2% of asking price.

Free Home Evaluation: flaherty.ca/homeeval

Book a Call: flaherty.ca/kevinscalendar

Book a Zoom: flaherty.ca/kevinscalendar-zoom

Phone: 226-270-6433

Website: flaherty.ca