

Mono Cost of Selling Breakdown Flaherty

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Use this worksheet to separate money paid before launch from money deducted at closing. A clear cost plan helps you decide which preparation expenses are worth approving, how much cash is needed before the sign goes up, and what conservative net proceeds may look like after mortgage, commission, legal, adjustment, and moving costs.

Mono sellers often need a different cost plan than sellers in a subdivision. Well water, septic systems, wood heat, propane, long driveways, acreage, outbuildings, drainage, rural internet, and seasonal access can all affect buyer confidence, conditions, inspections, insurance, and timing. The goal is not to spend everywhere; it is to spend where documentation, safety, presentation, and marketability protect value.

Key rule

Plan the net result before you list. Do not judge a selling decision only by the expected sale price. Build the conservative net proceeds first, then decide which costs are necessary, optional, or avoidable.

Durable 2026 planning ranges

Cost category	Budgeting structure	When it is usually paid
Commission	Structure varies by listing agreement	Usually deducted on closing
Legal and discharge	\$1,500-\$3,000+ planning range	Usually closing
Mortgage penalty	Lender-specific; can be significant	Payout/closing
Preparation	\$500-\$15,000+ depending on strategy	Before listing
Rural systems	\$0-\$1,500+ depending on well/septic/WETT/propane	Before listing or during conditions
Moving and storage	\$1,000-\$10,000+	Before and after closing

Phase 1: Build the net-proceeds baseline

- Confirm your realistic sale-price range before calculating costs.
- Ask your lender for the current mortgage payout amount.
- Ask whether the mortgage is fixed, variable, open, closed, portable, or assumable.
- Request a written mortgage penalty estimate for at least two possible closing dates.
- Ask about mortgage discharge, registration, administration, and statement fees.
- Identify any secured line of credit, private mortgage, lien, or registered notice on title.
- Confirm whether bridge financing may be needed for the next purchase.
- Estimate commission according to the listing agreement structure you are considering.
- Include HST on real estate commission when building the net sheet.
- Request a legal-fee planning range from your real estate lawyer.
- Include title search, courier, bank, software, and registration disbursements where applicable.
- Check the current property-tax account and any unpaid supplementary bills.
- Estimate property-tax adjustments to the expected closing date.
- Identify rented equipment, propane tank agreements, water treatment rentals, or contracts.
- Set aside a preparation budget before deciding which projects to approve.
- Separate pre-list cash spending from closing deductions.
- Decide the minimum acceptable conservative net proceeds number.
- Build best-case, expected-case, and conservative sale-price scenarios.
- Review whether selling timing affects mortgage penalty, taxes, or moving costs.
- Confirm whether capital-gains, HST, or accounting advice is needed for non-primary-residence use.
- Keep all quotes, invoices, and warranties in one selling folder.
- Update the net sheet whenever a quote, offer, or closing date changes.
- Do not approve cosmetic spending until the net-proceeds baseline is clear.
- Review the baseline with Kevin before the listing launch plan is finalized.

Phase 2: Prepare rural documents and buyer-confidence items

- Locate septic permits, pump records, inspection notes, and repair invoices.

- Confirm the age, type, location, and known service history of the septic system.
- Identify the well type, water-treatment equipment, and any maintenance records.
- Consider whether a pre-list water potability test would increase buyer confidence.
- Gather well-flow, UV, softener, iron filter, or reverse-osmosis documentation if available.
- Collect WETT inspection records for wood stoves, fireplaces, inserts, or outdoor wood systems.
- Confirm propane supplier, tank ownership or rental status, and recent delivery details.
- Prepare furnace, heat pump, air conditioner, boiler, and water-heater service records.
- List any generator, sump, drainage, culvert, or lane-maintenance information.
- Find permits and warranties for additions, decks, pools, shops, barns, and major renovations.
- Clarify hydro, internet, garbage, snow, road, and private-lane service details.
- Check whether any conservation, zoning, Niagara Escarpment, or source-water rules may affect use.
- Disclose known rural system issues early so pricing and conditions can be planned.
- Organize documents so buyers see a maintained rural property, not a mystery file.

Phase 3: Decide where preparation spending protects value

- Fix active leaks, unsafe steps, loose rails, and visible hazards first.
- Repair items that would create inspection friction or insurance concerns.
- Service heating, cooling, fireplace, water, and septic-related systems where needed.
- Improve driveway, grading, drainage, and entrance presentation before photography.
- Trim brush around the home, lane, outbuildings, signs, and key views.
- Remove scrap, unused equipment, and debris from barns, sheds, and acreage areas.
- Clean windows, screens, gutters, patios, decks, and exterior surfaces.
- Refresh mulch, gravel, porch areas, and simple landscape edges.
- Touch up paint where scuffs, patches, or strong colour choices distract buyers.
- Replace burned-out bulbs and use consistent warm lighting where possible.
- Deep clean kitchens, bathrooms, appliances, baseboards, and high-touch surfaces.
- Deodorize pet, smoke, must, oil, damp-basement, and wood-smoke odours before showings.
- Declutter counters, closets, mechanical rooms, mudrooms, garages, barns, and storage areas.
- Pack personal collections before listing to improve buyer focus.
- Stage the main living spaces to show scale, flow, and natural light.
- Keep rural lifestyle cues visible without overcrowding the home.
- Prepare outbuildings so buyers can understand function and condition quickly.
- Ensure livestock, pets, gates, fencing, and access routes are showing-ready.
- Plan seasonal photography for acreage, gardens, trails, ponds, or long views if available.
- Use professional photography rather than phone images.
- Consider aerial photography where lot layout, views, or outbuildings matter.
- Decide whether floor plans, video, or 3D tours would help remote buyers.
- Avoid over-renovating finishes that buyers may replace.
- Compare each proposed spend with its likely effect on buyer confidence and pricing.
- Get more than one quote for larger repairs.
- Confirm which work must be completed before photos and which can be disclosed or credited.
- Keep invoices available for completed improvements.
- Stop spending once the property is clean, safe, documented, and market-ready.

Phase 4: Understand listing, marketing, and commission inclusions

- Confirm the commission structure in writing before signing.
- Clarify what services are included in the listing side of the agreement.
- Confirm whether buyer-agent compensation is offered and how it is documented.
- Ask whether HST is included or added to quoted commission amounts.
- Review the listing term, holdover period, and cancellation rights.
- Confirm professional photography, aerials, video, floor plans, feature sheets, and copywriting.
- Confirm MLS, flaherty.ca, social, email, and digital advertising exposure.

- Ask how rural features will be described without overpromising or under-explaining.
- Confirm how well, septic, WETT, propane, zoning, and acreage details will be handled.
- Review showing instructions for gates, animals, tenants, alarms, and rural access.
- Decide whether open houses are useful for the property type and location.
- Confirm how feedback will be gathered, summarized, and used.
- Ask how price adjustments will be evaluated if traffic or offers are weak.
- Clarify whether pre-list consultation, staging advice, or contractor coordination is included.
- Confirm the process for reviewing offers and comparing net results.
- Understand how multiple-offer, bully-offer, and conditional-offer situations will be managed.
- Confirm document storage and communication expectations during the listing.
- Ask which costs are paid only at closing and which may be incurred before launch.
- Review any administration, marketing, or cancellation fees, if applicable.
- Ensure the agreement matches the plan you actually want executed.
- Keep a signed copy of all listing and representation documents.

Phase 5: Plan offer, condition, and adjustment costs

- Know which buyer conditions are common for Mono rural properties.
- Plan for inspection, water, septic, insurance, financing, and sale-of-property conditions.
- Decide in advance how you will respond to repair requests after inspection.
- Use written quotes when considering credits, reductions, or seller-completed repairs.
- Avoid informal promises that are not written into the agreement.
- Understand holdbacks and why lawyers may need precise wording.
- Confirm included and excluded fixtures, appliances, equipment, and chattels.
- Clarify propane, fuel oil, firewood, rented tanks, and equipment adjustments.
- Estimate property-tax, utility, rental, and fuel adjustments to the closing date.
- Identify any vacant-possession, tenant, farm, or seasonal-access complications.
- Keep receipts for work completed during conditional periods.
- Update the net sheet after every offer change, credit, repair, or closing-date revision.
- Compare the certainty of the offer with the headline price.
- Do not treat sale price as net proceeds until conditions and adjustments are known.

Phase 6: Moving, closing, and final budget control

- Obtain moving quotes early, especially for acreage, shops, equipment, and long driveways.
- Budget for storage if the sale and purchase dates do not align.
- Plan disposal bins, charity pickup, scrap removal, and hazardous-material handling.
- Transfer or close hydro, propane, internet, water-treatment, alarm, and rental contracts.
- Record propane or fuel levels close to closing if adjustments are expected.
- Collect keys, remotes, gate openers, mailbox keys, manuals, and warranties.
- Prepare instructions for water shutoffs, filters, generator, alarms, gates, and equipment.
- Confirm final cleaning expectations after move-out.
- Arrange snow removal, lawn care, and insurance coverage until closing.
- Notify the lawyer of payout statements, liens, and discharge requirements.
- Review the statement of adjustments carefully before closing.
- Confirm commission, HST, legal fees, mortgage payout, and adjustments on the closing statement.
- Keep funds available for costs that must be paid before sale proceeds arrive.
- Update mailing address, tax account, utilities, insurers, and service providers.
- Do a final walkthrough of barns, sheds, crawl spaces, attics, and outdoor areas.
- Remove all excluded items and leave included items in agreed condition.
- Photograph meter readings and fuel levels when appropriate.
- Keep closing documents, invoices, permits, and tax records after the sale.
- Compare final net proceeds with the original plan to identify any variance.

Net proceeds mini worksheet

Line item	Amount	Notes
Estimated sale price	\$	
Mortgage payout	- \$	
Mortgage penalty/discharge	- \$	
Commission plus HST	- \$	
Legal/disbursements/HST	- \$	
Repairs, staging, cleaning	- \$	
Well/septic/WETT/propane	- \$	
Moving, storage, disposal	- \$	
Tax/fuel/utility adjustments	+/- \$	
Conservative net proceeds	= \$	

Decision questions before spending

- Will this expense solve a buyer-confidence problem or only satisfy personal preference?
- Is there evidence that the spending will protect price, reduce conditions, or shorten market time?
- Would a buyer likely prefer a credit or price adjustment instead of seller-selected work?
- Can the work be finished before photography without rushing quality?
- Will the repair need permits, warranties, inspections, or specialist documentation?
- Does the spending improve the first showing impression from the driveway to the main rooms?
- Could the same money be more useful for cleaning, staging, documentation, or marketing?
- After this expense, does the conservative net-proceeds number still meet your goal?

Talk before you spend

Before approving a major repair, renovation, inspection, staging package, or rural-system expense, talk with Kevin Flaherty about whether the cost is likely to protect value, reduce friction, or simply consume proceeds. The best selling plan is usually targeted, documented, and calm.

Contact

Kevin Flaherty, Realtor | eXp Realty

Phone: 226-270-6433 | Website: flaherty.ca | Mono home evaluation: flaherty.ca/mono-home-evaluation

Use this worksheet as a planning guide, then confirm exact figures with your lender, lawyer, accountant, and service providers before making final decisions.

Final review before you list

- Current mortgage payout requested from lender.
- Mortgage penalty estimate requested for likely closing dates.
- Mortgage discharge and administration fees included.
- Secured line of credit, lien, or second mortgage checked.
- Commission structure reviewed in writing.
- HST on commission included in the net worksheet.
- Legal-fee range requested from lawyer.
- Property-tax balance and adjustment estimate reviewed.
- Pre-list spending separated from closing deductions.
- Minimum acceptable conservative net proceeds identified.
- Best, expected, and conservative sale-price scenarios created.
- Septic records, permits, and pump invoices located.
- Well information and water-treatment records organized.
- Water potability testing decision made.
- WETT or fireplace documentation checked.
- Propane supplier and tank ownership or rental status confirmed.
- Heating, cooling, and water-heater service records gathered.
- Outbuilding, deck, pool, shop, and renovation permits searched.
- Conservation, zoning, or source-water considerations flagged.
- Rural utility, internet, garbage, and snow details summarized.

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- Safety repairs and active leaks addressed first.
- Driveway, drainage, grading, and entrance presentation reviewed.
- Brush, debris, and scrap around buildings removed.
- Windows, gutters, decks, patios, and exterior surfaces cleaned.
- Interior deep cleaning completed.
- Pet, smoke, must, damp, or wood-smoke odours addressed.
- Main rooms decluttered and staged.
- Closets, basement, garage, barns, and sheds organized.
- Outbuildings prepared for buyer viewing.
- Professional photography plan approved.
- Aerial, video, floor-plan, or 3D-tour decision made.
- Invoices and warranties for improvements saved.
- Listing inclusions and marketing services confirmed.
- MLS, website, social, email, and digital exposure reviewed.
- Rural feature descriptions checked for accuracy.
- Showing instructions prepared for gates, animals, alarms, and access.
- Open-house strategy discussed.
- Feedback and pricing-review process agreed.
- Listing term, holdover, cancellation, and fees understood.
- Common buyer conditions discussed in advance.
- Repair-credit and holdback strategy reviewed.
- Fixtures, chattels, inclusions, and exclusions clarified.
- Fuel, propane, rental-equipment, tax, and utility adjustments estimated.
- Moving quotes or rough moving budget prepared.
- Storage, disposal, and cleanout costs considered.
- Utility, propane, internet, alarm, and rental transfer list created.
- Keys, remotes, manuals, warranties, and access instructions gathered.
- Insurance, snow, lawn, and property care planned until closing.
- Lawyer closing statement review scheduled.
- Kevin Flaherty contacted before approving major spending or listing launch.

Next step

Before you list, request a Mono home evaluation and a practical selling-cost review with Kevin Flaherty. The aim is to understand likely market value, choose the right preparation plan, and protect conservative net proceeds before you commit to unnecessary spending. Call 226-270-6433 or visit flaherty.ca/mono-home-evaluation.