

Erin Home Evaluation Guide

A practical, evergreen checklist for Erin village, Hillsburgh, rural, farm, acreage, and estate homeowners before requesting a valuation or deciding whether to sell.

Use This Before You Request a Value Opinion

This guide does not use dated market statistics. For current Erin market data, review flaherty.ca/erin-real-estate-market. Then use this checklist to prepare the documents, questions, and property details that make a home evaluation more accurate.

A useful evaluation should explain the likely value range, the strongest comparable sales, the active competition, the buyer pool, and the preparation steps that could protect your net result. Erin properties need careful interpretation because a village home, a Hillsburgh home, a rural acreage, a hobby farm, and an estate property are not valued the same way.

1. Core Information to Gather First

- Legal address, mailing address, property type, approximate lot size, and any secondary access points.
- Most recent property tax bill and any municipal assessment information you have available.
- Approximate ages for the roof, furnace, air conditioner, water heater, windows, doors, electrical panel, and major appliances.
- Utility costs for hydro, gas, propane, oil, water, water treatment, rental equipment, and other recurring services.
- Renovation receipts, warranty documents, contractor invoices, and permit information where available.
- A room-by-room list of improvements, including approximate year completed and whether the work was professional or owner-completed.
- A list of rented equipment such as hot water tank, propane tank, water softener, furnace, alarm, or HVAC components.
- A short summary of why you bought the home and what buyers tend to like about the property.

2. Rural, Septic, Well, Acreage, and Outbuilding Documents

- Septic pumping records, inspection records, tank location information, bed location information, and installation details if available.
- Well records, water treatment invoices, water test results, well flow information, and details about filters or UV systems.
- Heating fuel details, propane contracts, oil tank age, wood stove or fireplace details, and WETT information if relevant.
- Any survey, sketch, site plan, fence map, trail map, drainage information, or conservation-related correspondence.
- Outbuilding details for barns, sheds, garages, workshops, paddocks, run-ins, fencing, stalls, hydro service, water service, and condition notes.
- Usable acreage notes separated from total acreage, including lawn, bush, paddocks, gardens, trails, wetlands, slopes, or rented land.
- Driveway condition, laneway length, snow removal needs, parking capacity, and access for trailers or equipment.
- Agricultural, hobby farm, equestrian, contractor, storage, or home-business use that buyers may ask about.
- Known easements, right-of-way issues, shared driveways, encroachments, boundary uncertainty, or neighbour agreements.

3. Prepare for the Evaluation Visit

- Walk the property as a buyer would, starting at the road or driveway entrance and ending in the least visible storage areas.
- Identify the first three positives buyers will notice and the first three objections they may raise.
- Open utility rooms, mechanical rooms, storage areas, outbuildings, and exterior access points so key systems can be reviewed.
- Make notes about room function, special features, upgrades, and any hidden value that photos alone may not communicate.
- Prepare questions about price range, preparation priorities, listing timing, buyer profile, and likely negotiation issues.
- Review curb appeal, landscaping, driveway condition, exterior lighting, entrances, porches, decks, patios, and outdoor living spaces.

4. Erin Segment Worksheet

Segment	Buyers Usually Compare	Value Questions to Ask
Erin Village	Walkable village homes, older streets, updated homes, and nearby newer inventory.	Do lot, condition, updates, and walkability support the price range?
Erin Glen Area	Newer subdivision homes, nearby resales, builder alternatives, and move-in-ready options.	How should resale value be positioned against newer competition?
Hillsburgh	Hillsburgh homes, north-Erin inventory, rural-edge options, and commuter-friendly choices.	Does Hillsburgh need its own comparable set instead of a broad Erin average?
Rural Acreage	Lifestyle acreage, privacy buyers, contractor buyers, rural family homes, and GTA overflow.	Are land utility, systems, access, and documentation strong enough for buyer confidence?
Hobby Farm or Estate	Equestrian, lifestyle, luxury, multigenerational, and privacy-focused buyers.	Which premium features are marketable, and which are personal preferences?

5. Questions to Ask Your Realtor About Valuation Methodology

- Which sold properties are the strongest comparisons, and why were they chosen?
- Which apparent comparable sales were rejected because they were misleading?
- How are active listings and unsold competition influencing the suggested price range?
- How does the strategy change for Erin Village, Hillsburgh, rural acreage, hobby farms, or estate homes?
- What buyer objections are most likely to affect price or conditions?
- Which documents should be gathered before listing to reduce buyer uncertainty?
- Which preparation items are likely to protect value, and which are unlikely to return enough to justify the cost?
- Should inspections, water tests, septic information, or system documents be completed before the public launch?
- How will the marketing plan explain features that are not obvious from photos alone?

6. How to Interpret the Evaluation Results

- Separate the estimated value range from the recommended list price; they are related but not identical.
- Ask whether the lower end, middle, or upper end of the range is supported by the most recent and most relevant evidence.
- Look for the reasoning behind adjustments for condition, land, updates, services, location, and buyer pool.
- Confirm whether the value opinion assumes repairs, cleaning, staging, documentation, or marketing improvements still need to happen.
- Identify the difference between what the property is worth to the broad market and what it may be worth to a narrow premium buyer.
- Use current data from flaherty.ca/erin-real-estate-market for time-sensitive context instead of relying on old market snapshots.
- Ask what could cause the range to change before launch: new competing listings, condition discoveries, or buyer feedback.
- Estimate net proceeds using expected commission, legal costs, mortgage discharge, adjustments, moving costs, and preparation costs.

7. Pricing and Preparation Decision Checklist

- I understand which Erin segment my property belongs in.
- I understand which comparable sales matter and which ones are misleading.
- I have a realistic range, not just a hopeful number.
- I know which preparation items should be completed before photos or showings.
- I know which repairs should be disclosed, priced, corrected, or left alone.
- I have gathered documents that buyers may request for rural systems, upgrades, or property features.
- I understand how active competition could affect my launch price.
- I know whether speed, price, certainty, or flexibility is my top selling priority.

8. Before You Decide to Sell

A home evaluation is most helpful when it turns a rough estimate into a plan. Ask what must be done before launch, what can wait, what buyers are likely to question, and how your chosen price supports your timeline. A strong plan should connect value, preparation, exposure, negotiation, and net proceeds.

Final Readiness Checklist

- I have reviewed the current Erin market report before making a timing or pricing decision.
- I know whether I am evaluating for immediate sale, future planning, estate purposes, downsizing, refinancing discussion, or curiosity.
- I know which buyer profile is most likely for my property type and location.
- I understand how the marketing plan will explain features that are not obvious in still photos.
- I understand the likely showing, inspection, financing, water, septic, and closing questions buyers may raise.
- I have a clear next step: gather more documents, complete preparation, request a formal evaluation, or plan a listing timeline.

Ready to Start?

Request your Erin home evaluation at flaherty.ca/homeeval or call 226-270-6433. Kevin Flaherty, Broker, can help you understand value, preparation, pricing, and next steps before you decide whether to sell.