

Your New Tecumseth Home Evaluation Preparation Guide

Use this guide before you request a home evaluation, prepare for an evaluation visit, or compare Realtor advice. It is evergreen -- it focuses on documents, questions, methodology, and interpretation rather than dated market statistics. Call Kevin Flaherty at 226-270-6433 with any questions.

Evaluation Preparation Checklist

Complete these items before your evaluation appointment to ensure the most accurate valuation and productive conversation with your Realtor.

- Confirm your property type segment (subdivision, village, commuter, adult community, rural, condo)
- Locate your most recent property tax bill and assessment notice
- Gather utility cost records for the past 12 months (gas, hydro, water/well, propane)
- List all renovations and upgrades with approximate year and cost
- Collect permits for any additions, renovations, or structural changes
- Locate your property survey or lot sketch if available
- Note the age and condition of roof, furnace, A/C, water heater, and appliances
- Prepare a list of features not visible online (insulation upgrades, wiring updates, etc.)
- Identify any known issues that may need disclosure or pricing adjustment
- Review your mortgage terms, penalties, and remaining balance
- Confirm your preferred timeline for selling (urgent, flexible, monitoring only)
- Gather any previous appraisals or evaluations for reference

Documents to Gather by Property Type

Different property types in New Tecumseth require different documentation. Use the checklist below that matches your segment.

Alliston Subdivision Homes (Treetops, Honey Hill, Newer Builds)

- Builder warranty documentation and transferability details
- Tarion warranty history and any claims filed
- Lot premium paid at purchase (corner, backing onto green space, etc.)
- Upgrade list from builder (kitchen, flooring, lighting packages)
- Landscaping and hardscaping additions since closing
- HOA or community fees if applicable

Beeton Village Homes

- Renovation history for older homes (electrical, plumbing, insulation)
- Heritage designation status if applicable
- Lot survey showing property boundaries and setbacks
- Septic or municipal sewer connection confirmation
- Well or municipal water confirmation
- Parking and garage details (original vs. converted)

Tottenham Commuter Homes

- Commute-time documentation or transit proximity notes
- Neighbourhood amenity proximity (schools, parks, recreation)
- Renovation and upgrade receipts with contractor details
- Lot grading certificate if newer construction
- Fence and landscaping survey compliance
- Any rental history or income potential documentation

Briar Hill Adult Lifestyle Community

- Status certificate and reserve fund study (most recent)
- Monthly fee breakdown (maintenance, amenities, insurance)
- Age restriction documentation and community bylaws
- Parking allocation and locker assignment details
- Upgrade list beyond builder standard
- Community amenity access details (clubhouse, pool, trails)

Rural New Tecumseth (Acreage, Hobby Farms, Estate Homes)

- Septic system records: installation date, pumping history, bed location
- Well records: depth, flow rate, water quality test results
- Water treatment system details (softener, UV, iron filter)
- Propane or oil tank ownership vs. rental documentation
- Survey showing acreage, easements, and right-of-way
- Outbuilding details: barns, sheds, workshops (size, age, condition)
- Fencing inventory and condition notes
- Zoning confirmation and permitted uses

New Tecumseth Home Evaluation Guide

Flaherty.ca | Kevin Flaherty, Broker | 226-270-6433

- Driveway and laneway maintenance history
- Heating source details and annual fuel costs

Questions to Ask Your Realtor About Methodology

A strong evaluation should be transparent about methodology. Use these questions to compare Realtor approaches and ensure the advice is specific to New Tecumseth.

- Which comparable sales did you use, and why did you choose them?
- Which recent sales did you reject as comparables, and why?
- How does active competition affect my likely price range right now?
- How does my property type change the buyer pool compared to general Alliston inventory?
- What preparation or documentation could improve buyer confidence in my home?
- How do you separate value-protecting repairs from money-wasting improvements?
- What is your pricing strategy recommendation, and what evidence supports it?
- How will you market my home differently based on its segment?
- What is your experience selling this property type in New Tecumseth specifically?
- How do you handle rural properties with septic, well, or acreage complexities?
- What happens if the home does not sell within the expected timeline?
- How do you use online presentation to reduce unnecessary showings?
- What is your approach to new-construction competition in Alliston?
- How do you evaluate Briar Hill homes differently from general resale?
- Can you explain your sale-to-list ratio and what it means for my pricing?

How to Interpret Comparable Sales

Comparable sales are the foundation of any evaluation, but not all comparables are equal. Use this framework to understand what your Realtor is showing you.

What Makes a Good Comparable?

A strong comparable should match your property in segment (subdivision, village, rural, adult community), approximate size, age, condition, lot utility, and location. The sale should be recent enough to reflect current market conditions.

Red Flags in Comparable Selection

- Sales from a different property segment used to inflate or deflate value
- Sales older than 6 months without adjustment for market changes
- Power-of-sale, estate, or distress sales used without disclosure
- Properties with significantly different lot sizes or land utility
- Homes in different condition brackets compared without adjustment
- Ignoring active competition that buyers are currently comparing

Adjustment Factors to Discuss

Ask your Realtor how they adjust for these differences between your home and the comparable sales:

- Lot premium or deficiency (backing onto green space vs. neighbour)
- Renovation quality and recency (kitchen, bathrooms, flooring)
- Mechanical updates (furnace, A/C, roof age)
- Garage configuration (single, double, no garage)
- Basement finish level and walkout potential
- Rural systems confidence (septic age, well flow, documentation)
- Community fees and restrictions (Briar Hill, condo)
- Seasonal timing differences between sale dates

Building a Defensible Range

A single number is less useful than a range supported by evidence. Your Realtor should explain the low end (conservative, quick-sale scenario), the midpoint (most likely outcome with proper preparation), and the high end (best-case with strong marketing, timing, and buyer competition). The pricing strategy then decides where to launch within that range.

New Tecumseth Home Evaluation Guide

Flaherty.ca | Kevin Flaherty, Broker | 226-270-6433

Next Steps After Your Evaluation

Once you have a clear value range and understand your property segment, use this checklist to move toward a confident selling decision.

- Review the value range and ask questions about any number you do not understand
- Decide whether to sell now, prepare first, or monitor the market
- Identify the 3-5 preparation items most likely to protect or improve value
- Gather any missing documents identified during the evaluation
- Review current market data at flaherty.ca (New Tecumseth Real Estate Market Report)
- Discuss pricing strategy options: speed, exposure, negotiation room, or premium window
- Understand how marketing will present your home to the right buyer pool
- Ask about the Video Narrated VR Animated Online Showing process
- Confirm your preferred timeline and possession flexibility
- Choose your real estate lawyer and notify your mortgage lender
- Schedule any pre-listing inspections recommended by your Realtor
- Plan your next home search if buying and selling simultaneously

Ready to get started? Book your free New Tecumseth home evaluation today.

flaherty.ca/homeeval | 226-270-6433 | Kevin Flaherty, Broker

Serving Alliston, Beeton, Tottenham, Briar Hill, and rural New Tecumseth since 1988.