

## New Tecumseth Home Pricing Guide

A segment-by-segment pricing checklist for Alliston, Beeton, Tottenham, Briar Hill, and rural sellers

---

Pricing your New Tecumseth home correctly starts with identifying which market segment your property belongs to. This guide provides a checklist for each property type, the key factors that affect value, common pricing mistakes to avoid, documents you should gather, and next steps for getting a professional pricing strategy.

Work through the checklist that matches your property type. Check off each item as you gather the information. Then contact Kevin Flaherty at 226-270-6433 or visit [flaherty.ca/homeeval](http://flaherty.ca/homeeval) for a property-specific evaluation.

### Pricing Checklist: Alliston Subdivision Home

- Identify your subdivision name, builder, and approximate build year
- List recent sales (last 6 months) of similar homes in the same subdivision
- Note active competing listings in your price range and neighbourhood
- Document upgrades beyond builder standard (kitchen, bath, landscaping, basement)
- Confirm lot premium position (backing onto park, ravine, or corner)
- Check proximity to schools, retail, transit, and Highway 89/400 access
- Note any new-construction competition from active builders in Alliston
- Record age and condition of roof, HVAC, windows, and major systems
- Gather property tax amount and any recent MPAC reassessment
- Review current market conditions at [flaherty.ca](http://flaherty.ca) (New Tecumseth Market Report)

# New Tecumseth Home Pricing Guide

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

---

## Pricing Checklist: Beeton Village Home

- Identify property age, style (bungalow, two-storey, side-split), and lot size
- List recent village sales with similar lot depth, frontage, and condition
- Note active competing listings in Beeton and nearby Tottenham
- Document updates: kitchen, bathrooms, electrical, plumbing, insulation
- Confirm servicing: municipal water and sewer vs. well and septic
- Assess walkability to Main Street, schools, parks, and community amenities
- Note any heritage or character features that add or limit value
- Record garage/parking situation and driveway condition
- Gather property tax amount and utility cost history
- Compare buyer alternatives in Alliston and Tottenham at similar price points

## Pricing Checklist: Tottenham Resale Home

- Identify property type (detached, semi, townhome) and approximate age
- List recent Tottenham sales of similar property type and size
- Note active competing listings and days on market trends
- Document condition of finishes, flooring, kitchen, and bathrooms
- Confirm lot size and any usable outdoor space or parking
- Assess commuter access to Highway 9, Highway 400, and GO Transit
- Note first-time buyer appeal: price point, layout, move-in readiness
- Record basement status (finished, unfinished, walkout, apartment potential)
- Gather property tax and condo/maintenance fees if applicable
- Understand Tottenham buyer ceiling vs. Alliston pricing expectations

# New Tecumseth Home Pricing Guide

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

---

## Pricing Checklist: Briar Hill Adult Lifestyle Community

- Identify floor plan model, square footage, and number of bedrooms/bathrooms
- List recent Briar Hill resales of similar model and upgrade level
- Document upgrades beyond builder standard (flooring, kitchen, ensuite, garage)
- Note lot position within the community (backing onto green space, corner, interior)
- Confirm current monthly maintenance fee and what it includes
- Assess condition of exterior (maintained by community vs. owner responsibility)
- Note proximity to clubhouse, pool, fitness centre, and walking trails
- Understand the buyer pool: active adults seeking maintenance-free lifestyle
- Record any accessibility features (main-floor laundry, walk-in shower, wider doors)
- Compare to competing adult lifestyle communities in Simcoe County

## Pricing Checklist: Rural Acreage / Hobby Farm

- Confirm total acreage, usable land, and zoning designation
- List recent rural sales with similar acreage, privacy, and road access
- Document outbuildings: barns, workshops, garages, sheds (size, condition, use)
- Confirm septic system type, age, last pump date, and inspection status
- Confirm well capacity, water quality test results, and treatment systems
- Note road frontage, access type (paved, gravel, seasonal), and exposure
- Assess fencing, paddocks, riding rings, and agricultural infrastructure
- Record conservation authority restrictions or environmental features
- Gather survey, permits for additions, and any severance history
- Identify the lifestyle buyer pool: equestrian, hobby farmer, privacy seeker, or estate buyer

# New Tecumseth Home Pricing Guide

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

## Key Factors That Affect Home Value in New Tecumseth

### Location and Community

Alliston, Beeton, and Tottenham each have different price ceilings, buyer pools, and competitive dynamics. A home in south Alliston near Highway 89 and retail attracts different buyers than a rural property on a concession road. Briar Hill attracts active adults seeking maintenance-free living with resort-style amenities.

### Condition and Updates

Buyers discount for uncertainty. Updated kitchens, bathrooms, mechanical systems, roofing, and windows reduce the risk premium buyers apply. Deferred maintenance increases negotiation pressure and can reduce showing activity.

### Lot and Land Utility

In subdivisions, lot premiums (backing onto park, ravine, or pond) add measurable value. For rural properties, usable acreage, privacy, outbuildings, and road access can matter more than interior square footage.

### Market Conditions and Competition

Active inventory, sales-to-new-listings ratio, days on market, and buyer demand all influence what price the market will accept. For current data, visit the New Tecumseth Real Estate Market Report at [flaherty.ca](http://flaherty.ca).

### Servicing and Documentation

Municipal services (water and sewer) simplify buyer confidence. Private services (septic and well) require documentation: inspection reports, pump records, water tests, and treatment system details. Missing documentation creates buyer discount risk.

## Common Pricing Mistakes to Avoid

- Using a town-wide average instead of segment-specific comparables
- Ignoring active competition and pricing only against sold data
- Pricing high to "leave room for negotiation" in a buyer-friendly market
- Comparing a Beeton or Tottenham home to Alliston subdivision prices
- Treating a Briar Hill resale like a standard subdivision home
- Underweighting land, outbuildings, and systems for rural properties
- Ignoring new-construction competition when pricing an older resale
- Failing to adjust after clear market feedback (low showings, no offers)
- Overvaluing renovations that exceed neighbourhood price ceiling
- Not gathering documentation before listing (septic, well, permits, survey)

# New Tecumseth Home Pricing Guide

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

## Documents to Gather Before Pricing Your Home

### All Property Types

- Property survey or reference plan
- Property tax bill (current year)
- Utility cost history (hydro, gas, water) for the past 12 months
- List of improvements with approximate dates and costs
- Permits for any additions, renovations, or structural changes
- Mortgage statement showing balance and any discharge penalties
- Home insurance policy details

### Rural and Hobby Farm Properties (Additional)

- Septic inspection report and pump records
- Well water test results (bacteriological and chemical)
- WETT inspection certificate (if wood-burning appliance)
- Conservation authority correspondence or restrictions
- Zoning confirmation and any severance history
- Outbuilding details: size, age, condition, permitted use
- Fencing, paddock, and agricultural infrastructure inventory

### Briar Hill (Additional)

- Current maintenance fee schedule and what is included
- Community rules, bylaws, and resale process requirements
- List of upgrades beyond builder standard with receipts if available

## Next Steps

1. Complete the checklist for your property type above.
2. Gather all relevant documents before meeting with your Realtor.
3. Review current market conditions at [flaherty.ca](http://flaherty.ca) (New Tecumseth Market Report).
4. Request a property-specific home evaluation from Kevin Flaherty.
5. Discuss pricing strategy, preparation, and timing before choosing a list price.

**Ready to price your New Tecumseth home? Book your free evaluation today.**

[flaherty.ca/homeeval](http://flaherty.ca/homeeval) | 226-270-6433