

New Tecumseth Selling Timeline Guide

Your Complete Decision-to-Keys Roadmap

Alliston | Beeton | Tottenham | Rural New Tecumseth

The total time it takes to sell a house in New Tecumseth is typically between 2 to 4 months from the day you decide to sell until the day you hand over the keys. However, the 'days on market' (the time your home is actively listed before an offer is accepted) is much shorter, typically ranging from 14 to 45 days for a properly priced home.

This guide breaks down every phase of the selling timeline so you can plan your move without the stress of overlapping mortgages or missed deadlines. Use it alongside a property-specific evaluation from Kevin Flaherty to build your selling plan.

What's Inside:

- Phase 1: Pre-Listing Preparation (2-4 weeks)
- Phase 2: Active Listing and Showings (14-45 days)
- Phase 3: The Conditional Period (5-10 business days)
- Phase 4: The Closing Period (30-90 days)
- Timeline by property type (subdivision, village, rural, adult lifestyle)
- Factors that speed up or slow down your sale
- Documents to gather before listing
- Red flags that your timeline is slipping

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Phase 1: Pre-Listing Preparation (2 to 4 Weeks)

The timeline begins before your home is ever seen by the public. This phase involves meeting with your Realtor, establishing an accurate price range, and preparing the property for maximum buyer appeal. Skipping or rushing this phase is the #1 reason homes sit longer than expected.

Week 1-2: Planning and Assessment

- Meet with Kevin Flaherty for a property-specific evaluation and pricing strategy
- Review comparable sales and current competition in your community
- Decide on your ideal closing date and work backward to set listing date
- Get a pre-listing home inspection to identify potential deal-breakers
- Gather all required documents (property tax bill, survey, utility costs, mortgage info)
- Obtain quotes for any recommended repairs or improvements

Week 3-4: Preparation and Marketing Setup

- Declutter and neutralize decor (remove personal photos, bold paint colours)
- Complete minor repairs and touch-up paint (patch holes, fix leaky faucets)
- Professional deep cleaning (carpets, windows, grout, appliances)
- Professional staging consultation or full staging (if recommended)
- Professional photography and Video Narrated VR Animated Online Showing creation (2-4 days)
- Review and approve all marketing materials before launch
- Confirm showing schedule and lockbox/access plan

PRO TIP: The Golden 14 Days

The first 14 days on market generate the most buyer interest. Homes that are fully prepared before listing day attract stronger offers faster. Never list 'early' to 'test the market' - you only get one first impression on MLS.

Phase 2: Active Listing and Showings (14 to 45 Days)

This is the 'Days on Market' phase. Your home is live on MLS, marketing campaigns are active, and buyers are touring the property. The first 14 days are the most critical for securing top dollar.

Typical DOM by Property Type in New Tecumseth

Property Type	Typical DOM Range	Notes
Subdivision Homes (Alliston)	14-25 days	Highest demand, GTA commuters
Village Core (Beeton/Tottenham)	20-35 days	Character homes, smaller pool
Rural Properties (5+ acres)	30-60 days	Niche buyers, financing challenges
Adult Lifestyle (Briar Hill)	25-45 days	Specific demographic, premium pricing
New Construction Competition	20-40 days	Depends on builder incentives

Active Listing Checklist

- Launch listing on MLS and syndicate to all real estate portals
- Deploy targeted digital marketing and VR online showings
- Accommodate all buyer showings (be flexible, especially for out-of-town buyers)
- Keep the home in showing-ready condition daily
- Review showing feedback with your Realtor after each visit
- Evaluate market response after 7 days - adjust strategy if needed
- Review pricing position after 14 days if no offers received
- Consider open house strategy for maximum weekend exposure
- Receive and negotiate offers (may involve multiple offer situations)

WHAT IF NO OFFERS AFTER 21 DAYS?

If your home has been on market for 21+ days without a serious offer, something needs to change. The three levers are: price, condition, or marketing. Kevin's system tracks showing-to-offer ratios to diagnose exactly which lever needs adjustment.

Phase 3: The Conditional Period (5 to 10 Business Days)

When you accept an offer, it is usually conditional. During this 1-to-2 week window, your home is marked 'Sold Conditionally.' The buyer will arrange their home inspection and finalize their financing. This is normal and expected - not a reason to panic.

- Buyer deposits earnest money (usually within 24 hours of acceptance)
- Buyer completes professional home inspection (3-7 days)
- Negotiate any inspection findings (repairs, credits, or as-is)
- Buyer secures formal mortgage approval from their lender
- Rural: Buyer completes well water and septic inspections (if applicable)
- Condo: Buyer's lawyer reviews status certificate (corporation has up to 10 days to provide)
- All conditions waived in writing - sale becomes FIRM

CONDITIONAL PERIOD RED FLAGS

If the buyer requests multiple extensions, asks for unusual conditions, or their agent becomes unresponsive - these are warning signs. Kevin monitors every conditional sale daily and maintains backup buyer interest until conditions are waived.

Phase 4: The Closing Period (30 to 90 Days)

Once conditions are waived, the sale is firm. The closing period is the waiting time until the agreed-upon completion date. During this phase, lawyers process the title transfer and you prepare to move out.

- Hire a real estate lawyer (if not already done) to handle closing
- Sign closing documents with your lawyer
- Arrange your move - hire movers, change address, notify utilities
- Cancel or transfer home insurance on closing day
- Complete any agreed-upon repairs before closing
- Buyer completes final walkthrough (usually 24-48 hours before closing)
- Closing day: Title transfers, funds are exchanged, and keys are handed over
- Mortgage discharged and net proceeds deposited to your account

Factors That Speed Up Your Sale

- Price accurately from day one (based on comparable sales, not wishful thinking)
- Professional marketing with Video Narrated VR Animated Online Showings
- Complete preparation before listing (no 'we will fix it later')
- Flexible showing schedule (including evenings and weekends)
- Clean, decluttered, and staged presentation
- Pre-listing inspection completed (eliminates surprise deal-breakers)
- All documents gathered and ready for buyer's lawyer
- Motivated and responsive communication with your Realtor

Factors That Slow Down Your Sale

- Overpricing (even by 5% can double your days on market)
- Poor online presentation (dark photos, no virtual tour, weak description)
- Deferred maintenance visible to buyers (peeling paint, dated kitchens)
- Limited showing availability (buyers move on to easier-to-see homes)
- Competing against new construction without a differentiation strategy
- Rural properties without updated septic/well documentation
- Unrealistic expectations about the market or your home's value
- Choosing an agent without a proven marketing system

Documents to Gather Before Listing

- Property tax bill (most recent)
- Survey or site plan
- Utility bills (12 months - hydro, gas, water)
- Mortgage statement (current balance and any penalties)
- Home insurance declaration page
- Renovation receipts and permits
- Septic pump-out records (rural properties)
- Well water test results (rural properties)
- Status certificate (condos/townhomes with fees)
- HOA documents (if applicable)

Ready to Start Your Timeline?

Get a free, no-obligation home evaluation to understand your current equity.

Visit [Flaherty.ca/homeeval](https://flaherty.ca/homeeval) or call 226-270-6433