

Your Complete Alliston Condo Selling Guide

Selling a condo in Alliston is different from selling a freehold house. Buyers are not just evaluating your unit - they are evaluating the financial health of your condo corporation, the building rules, and how your unit compares to identical floor plans for sale nearby. This guide walks you through every phase, from pre-listing due diligence to closing, so you can sell faster and for the strongest possible price. Work through each phase in order, and check off every item before moving on. For current Alliston and New Tecumseth market data, visit flaherty.ca/new-tecumseth-real-estate-market. Call or text Kevin Flaherty at 226-270-6433 with any questions.

Phase 1: Pre-Listing Due Diligence

- Order your status certificate from the property management company (allow up to 10 days)
- Review the status certificate with your real estate lawyer before listing
- Confirm the current reserve fund balance against the latest reserve fund study
- Check for any pending or recently completed special assessments
- Pay off any outstanding condo fee arrears to avoid a lien on your unit
- Verify whether your parking spot and locker are owned (titled) or exclusive-use
- Gather copies of the declaration, by-laws, and rules for buyer questions
- Confirm pet, rental, and renovation rules so your listing is accurate
- Locate your most recent property tax bill and condo fee statement
- Confirm what is included in your monthly fees (water, heat, building insurance)
- Gather receipts and approval letters for any unit renovations
- Choose your real estate lawyer early so they can review documents quickly
- Get a professional opinion of value from a local condo specialist
- Review your current mortgage terms and any discharge penalties

Phase 2: Preparing Your Unit to Stand Out

- Declutter ruthlessly - remove 30-40% of furniture and personal items
- Clear all kitchen and bathroom countertops completely
- Empty closets to half-full to showcase storage capacity
- Deep clean the entire unit including windows, baseboards, and light fixtures
- Touch up or repaint walls in neutral, modern tones
- Replace dated or burnt-out light bulbs for a bright, airy feel
- Address minor repairs: leaky faucets, sticky doors, loose handles
- Clean and stage any balcony, patio, or outdoor space
- Eliminate pet and cooking odours well before showings begin
- Arrange professional or virtual staging if the unit is vacant
- Maximize natural light - open blinds and curtains for every showing
- Ensure the unit entrance and hallway approach are clean and welcoming
- Remove valuables and medications before showings begin
- Stage for the camera - clean, bright, neutral rooms photograph best

Phase 3: Marketing and Reaching the Right Buyers

- Identify your most likely buyer (downsizer, first-time buyer, commuter, investor)
- Insist on a Video Narrated VR Animated Online Showing of your unit
- Confirm professional photography is scheduled for the listing
- Ensure a flat floor plan with exact measurements is included
- Verify the listing highlights lock-and-go and maintenance-free benefits
- Confirm the listing reaches out-of-town and GTA downsizer buyers online
- Double-check the MLS listing details: fee amount, unit number, parking, locker
- Highlight building amenities (gym, party room, golf, walking trails)
- Market proximity to the Honda plant and local employment if relevant
- Confirm syndication of your listing across major online portals
- Review re-marketing strategy to reach buyers who viewed but did not act

Phase 4: Pricing Your Condo Precisely

- Pull recent sold comparables of similar units in your building or complex
- Adjust for floor level, exposure, square footage, and upgrades
- Factor in how your condo fees compare to competing buildings
- Account for parking and locker inclusions in your price
- Avoid overpricing - buyers can easily compare identical units nearby
- Set a price that creates urgency and competition among buyers
- Review current market conditions at flaherty.ca/new-tecumseth-real-estate-market
- Confirm your list price with a current professional home evaluation

Phase 5: Offers, Conditions, and Closing

- Evaluate the full offer - price, conditions, closing date, and deposit
- Expect a status certificate review condition in most offers
- Understand the conditional period timeline for financing and inspection
- Provide your status certificate promptly to keep the deal moving
- Order an updated status certificate if the original is over 60 days old
- Engage your lawyer immediately once the offer is accepted
- Notify the property management company of the pending sale
- Cooperate with the buyer's home inspection if requested
- Confirm appliances and chattels are in working order for the walkthrough
- Prepare for the buyer's final walkthrough before closing
- Arrange utility transfers and your address change
- Sign closing documents and arrange key and fob handover

Marketing by Condo Type

Your marketing strategy should match your specific condo type. Each draws a different buyer, and speaking directly to that buyer's motivations is how you stand out.

Briar Hill Bungaloffs

Market the maintenance-free adult lifestyle, golf, and Nottawasaga Valley views. Target GTA downsizers who often buy remotely using virtual tours.

Townhome Condos

Emphasize the house-like feel with low-maintenance living. Appeals to first-time buyers, young families, and commuters wanting affordability.

Apartment-Style Condos

Highlight security, amenities, and lock-and-go convenience. Note stricter move-in rules and elevator booking procedures for buyers.

Investor-Held Units

Document rental income and lease terms. Steady demand from Honda contract associates makes these attractive to investors.

Know Your Most Likely Buyer

Alliston condos attract several distinct buyer profiles. Identifying yours early lets you tailor your preparation, pricing, and marketing to the people most likely to write an offer.

Downsizers & Retirees

Often selling a larger GTA home. Value main-floor living, accessibility, and community amenities. Frequently buy remotely - virtual tours are essential.

First-Time Buyers

Priced out of detached homes. Focus on affordability, manageable condo fees, and move-in-ready condition.

Honda Plant Workers & Commuters

Want lock-and-go convenience and a short commute. Steady, year-round demand from hiring and relocation.

Investors

Look for rental potential from contract Honda associates. Provide lease terms and income documentation.

Pricing Factors to Review With Your Realtor

- Recent sold prices of identical or similar units in your building or complex
- Floor level and view (higher floors and better exposures command more)
- Interior upgrades, renovations, and finishes versus competing units
- Whether parking and a locker are included and owned versus exclusive-use
- How your monthly condo fees compare to competing buildings
- Current supply of competing units and overall market conditions
- Building amenities and reserve fund health relative to comparables

Seller Decision Questions

Before you list, work through these questions with your Realtor. Honest answers here prevent stalled deals and surprises later.

- Who is the most likely buyer for my specific unit type and price point?

- Is my reserve fund healthy, or do I need to disclose a funding concern?

- Are there any upcoming special assessments I must disclose to buyers?

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- Do my listing details exactly match my status certificate?
- Have I priced my unit against the identical floor plans currently for sale?
- Is my unit show-ready, decluttered, and staged for the camera?
- Will my marketing reach out-of-town downsizers who buy remotely?

Status Certificate Quick Reference

- Cost: Capped at \$100 (including taxes) under the Ontario Condominium Act; online convenience fees of \$30-\$50 may apply.
- Rush service: 3-5 business days, often \$150-\$400 extra.
- Turnaround: The corporation has up to 10 days by law to provide it.
- Validity: Treat it as current for about 60 days; older reports may need an update.
- Who pays: Negotiable, but ordering it early as the seller speeds up the sale.
- What it reveals: Fees, arrears, reserve fund, special assessments, by-laws, rules, insurance, and lawsuits.

Documents to Gather Before Listing

- Current status certificate and all attachments
- Most recent reserve fund study summary
- Declaration, by-laws, and rules
- Recent condo fee statement and proof fees are current
- Latest property tax bill
- Parking and locker ownership confirmation
- Receipts and approval letters for any unit renovations
- Appliance manuals and warranty information
- Building insurance certificate (corporation coverage)
- Any notices of upcoming special assessments or fee changes

Common Condo Selling Mistakes to Avoid

- Overpricing when an identical unit is listed for less down the hall
- Waiting until an offer arrives to order the status certificate
- Failing to disclose a special assessment or low reserve fund
- Listing details that do not match the status certificate (fees, parking, locker)
- Weak online presentation - no floor plan, no virtual tour, dark photos
- Leaving the unit cluttered so it photographs and shows smaller than it is
- Misrepresenting pet or rental rules and losing the deal at lawyer review
- Marketing to the general public instead of the most likely condo buyer

Selling in Briar Hill & Adult Communities

- Lead your marketing with the maintenance-free, lock-and-go lifestyle
- Showcase community amenities: golf, walking trails, recreation centre
- Highlight main-floor living and bungalow layouts for accessibility
- Feature the Nottawasaga Valley setting and proximity to Alliston shopping
- Target GTA downsizers who buy remotely using virtual tours
- Confirm whether the unit is freehold-on-common-elements or standard condo
- Clarify monthly common-element fees and exactly what they cover

What to Expect After You Accept an Offer

- Offer accepted: notify your lawyer and the property management company
- Conditional period: buyer reviews status certificate, financing, and inspection
- Conditions waived: the deal becomes firm and binding
- Order an updated status certificate if the original is over 60 days old
- Pre-closing: confirm appliances work and arrange utility and address changes
- Final walkthrough: buyer confirms the unit's condition
- Closing day: sign documents, transfer title, and hand over keys and fobs

Why the Flaherty Home Selling System Works for Condos

Condo buyers - especially downsizers and out-of-town buyers - shortlist homes online before they ever drive to Alliston. The Flaherty Team's Video Narrated VR Animated Online Showings act as a 24/7 open house, walking each buyer through your unit with narration that highlights every key feature, upgrade, and benefit, plus the surrounding area and amenities. Combined with professional photography and an exact floor plan, this gives distant buyers the confidence to act. The result is maximum exposure, fewer wasted showings, and buyers who arrive already prepared to make an offer.

Ready to sell your Alliston condo? Book your free home evaluation today.

flaherty.ca/homeeval | 226-270-6433

Kevin Flaherty, Broker - Serving Alliston, New Tecumseth & south-central Ontario