

## Your Complete Beeton Historic Home Selling Checklist

Selling a heritage or century home requires a specialized approach. Work through each phase in order to prepare your property, highlight its architectural charm, and address the specific concerns of character-home buyers. Check off every item before moving to the next phase. Call Kevin Flaherty at 226-270-6433 with any questions.

### Phase 1: Heritage Documentation & History

- Locate any documentation regarding the home's heritage status (e.g., Part IV individual designation or Part V Beeton Heritage Conservation District).
- Gather records of past heritage permits for exterior alterations.
- Compile a written history of the home, including the year built, original builder, and notable previous owners.
- Identify and list key architectural styles present (e.g., Victorian, Edwardian, Queen Anne, Gothic Revival, Italianate).
- Document specific original features (e.g., ashlar stone, original hardwood, pocket doors, stained glass, original fireplaces).
- Find old photographs of the property or streetscape if available.
- Verify if the home is listed on the New Tecumseth Municipal Heritage Register (even if not fully designated).
- Review any easements or restrictive covenants on the property title related to heritage preservation.
- Gather utility bills for the past 12 months to show energy costs.
- Create a timeline of all major renovations and who performed the work.

Key Principle: Buyers of historic homes are buying a story as much as a structure. The more complete the historical documentation you provide, the more value you build in the minds of prospective buyers.

### Phase 2: Systems & Infrastructure Verification

- Commission a pre-listing home inspection by an inspector experienced with century homes.
- Verify the status of the electrical system (specifically looking for active knob-and-tube wiring or aluminum wiring).
- If knob-and-tube is present, obtain quotes for removal or prepare a credit strategy for the buyer.
- Check the electrical panel capacity (minimum 100 amp, preferably 200 amp).
- Inspect all plumbing for galvanized steel or lead pipes and document any updates to copper or PEX.
- Have the roof inspected, noting the age of the shingles and the condition of original slate or cedar if present.
- Check the foundation (rubble, stone, or block) for significant settling, moisture, or mortar deterioration.
- Have the HVAC system serviced and document the age of the furnace/boiler.
- If the home uses radiators, ensure they are bled and functioning properly.
- Inspect all original windows for rot, drafts, or broken sash cords.
- If applicable (rural Beeton), obtain a recent well water potability test.
- If applicable, have the septic system pumped and inspected, keeping the receipt.
- Check the attic and basement for proper insulation and ventilation.

- [ ] Identify any potential asbestos (e.g., pipe wrap, old floor tiles) and decide on a mitigation or disclosure plan.
- [ ] Ensure all smoke and carbon monoxide detectors are functional and meet current codes.

Rule: Transparency is your best defense against lost deals. Century home buyers expect quirks, but they fear hidden, expensive structural or mechanical failures. A pre-listing inspection puts you in control of the narrative.

## Phase 3: Visual Preparation & Staging

- [ ] Declutter every room, removing 30-40% of items to make spaces feel larger.
- [ ] Remove heavy window treatments that block natural light; let the original window trim be seen.
- [ ] Deep clean the entire property, paying special attention to original woodwork, banisters, and baseboards.
- [ ] Freshen paint in key areas using period-appropriate or neutral colors that complement the architecture.
- [ ] Ensure all original hardware (doorknobs, hinges, registers) is clean and polished.
- [ ] Repair any minor plaster cracks or peeling wallpaper.
- [ ] Maximize curb appeal: trim overgrown shrubs that hide the home's historic facade.
- [ ] Clean and repair the front porch, ensuring the entryway is welcoming and structurally sound.
- [ ] Consider professional staging to blend modern, transitional furniture with the home's historic character.
- [ ] Ensure the lighting is bright and warm; replace harsh cool-white bulbs with soft-white.
- [ ] Depersonalize the space by removing family photos and highly specific decor.
- [ ] Organize the basement and attic to show they are dry and usable spaces.
- [ ] Clean all windows inside and out to maximize light.
- [ ] Power wash the exterior siding, brick, or stone (using gentle methods appropriate for historic masonry).

## Phase 4: Realtor Selection & Marketing Strategy

- [ ] Interview realtors who have specific experience selling historic or century homes.
- [ ] Demand a written marketing plan that goes beyond MLS syndication.
- [ ] Insist on Video Narrated VR Animated Online Showings to pre-qualify buyers and showcase the layout.
- [ ] Ensure the marketing materials highlight the home's history, architectural style, and specific upgrades.
- [ ] Confirm the agent has a database of buyers actively looking for character homes.
- [ ] Discuss the strategy for marketing to buyers outside of the immediate Beeton area (e.g., GTA buyers looking for small-town charm).
- [ ] Review the pricing strategy, ensuring it accounts for the home's unique heritage value and is not just based on standard subdivision comparables.
- [ ] Sign the listing agreement and review all property disclosures.
- [ ] Provide the agent with the timeline of upgrades and the home's written history for the listing description.
- [ ] Discuss the plan for handling showings and open houses (if applicable).

Note: Standard open houses often attract 'looky-loos' who just want to see inside an old house. Video Narrated VR Animated Online Showings allow buyers to explore the home fully online, ensuring that those who book a physical showing are serious and qualified.

## Phase 5: Navigating Offers & Closing

- Evaluate the full offer, including the price, closing date, and specific conditions.
- Be prepared for conditions related to home inspections, financing, and insurance (especially for older wiring or plumbing).
- Understand that buyers may request repairs or credits for issues found during the inspection.
- Negotiate with a clear understanding of your bottom line and the cost of any requested repairs.
- Use the pre-listing inspection report and upgrade timeline to defend your asking price.
- Review the deposit amount to ensure the buyer has meaningful commitment to the deal.
- Consider the buyer's financing pre-approval status before accepting a conditional offer.
- Once the offer is firm, engage your real estate lawyer immediately.
- Ensure your lawyer is familiar with the Ontario Heritage Act if the property is designated.
- Provide your lawyer with all heritage documentation, surveys, and disclosure statements.
- Cooperate with the buyer's appraiser and provide them with the list of upgrades.
- Be available and flexible during the conditional inspection period.
- Arrange for utility transfers and address changes well in advance of closing.
- Cancel or transfer any specialized service contracts (e.g., propane, security monitoring, water treatment).
- Maintain the property's condition right up until the closing date.
- Gather all manuals, warranties, and spare keys for the new owners.
- Complete a final walkthrough to ensure nothing has been damaged during the moving process.
- Sign the final closing documents and hand over the keys to the new owners.

Closing Tip: Heritage and century home transactions can involve more conditions than a standard sale. Staying organized with your documentation and responsive to your lawyer and agent keeps the deal moving smoothly toward a successful close.

## Heritage Feature Inventory Worksheet

List the standout heritage features of your home below. This list will become the backbone of your listing description and marketing narrative. The more specific you are, the easier it is to attract the right buyer.

Year built / era: \_\_\_\_\_

Architectural style: \_\_\_\_\_

Original builder or notable owners: \_\_\_\_\_

Standout interior features: \_\_\_\_\_

\_\_\_\_\_

Standout exterior features: \_\_\_\_\_

\_\_\_\_\_

Major upgrades & year completed: \_\_\_\_\_

\_\_\_\_\_

Heritage status (listed / designated / none): \_\_\_\_\_

## Room-by-Room Heritage Preparation Guide

When buyers tour a historic home, they are looking for specific heritage features in each room. Use this guide to ensure every space highlights its best attributes.

### The Foyer & Entryway

- Polish original brass or bronze doorknobs and hinges.
- Ensure the original staircase banister is clean and free of dust.
- If you have stained glass sidelights or transoms, clean them thoroughly so they catch the light.
- Remove bulky modern coat racks that distract from the historic entryway feel.

### The Formal Living Room (Parlour)

- Highlight the fireplace: clean the surround, polish the grate, and stage it appropriately.
- Ensure original pocket doors (if present) slide smoothly; leave them partially open to show they function.
- Clean original hardwood floors; avoid covering them with overly large modern rugs.
- Draw attention to original plaster moldings, ceiling medallions, and high baseboards.

### The Dining Room

- Stage with a table that fits the scale of the room without crowding the walls.
- If the room features original wainscoting or a plate rail, ensure it is clean and well-painted.
- Update the chandelier to a period-appropriate or tasteful transitional fixture.
- Keep window treatments minimal to show off original window casings.

### The Kitchen

- Clean and declutter all countertops completely.
- If you have an original tin ceiling, ensure it is clean and rust-free.
- Highlight modern appliances that contrast beautifully with the historic space.
- Ensure adequate lighting; historic kitchens can sometimes feel dark.

### The Bathrooms

- If you have an original clawfoot tub, ensure it is spotless and the hardware is polished.
- RegROUT and recaulk all tiles to present a clean, maintained appearance.
- Update lighting fixtures to ensure the space feels bright and sanitary.
- Remove all personal toiletries from surfaces.

### The Bedrooms

- Stage the primary bedroom to show it can accommodate modern furniture (like a Queen or King bed) if possible.

- Organize closets meticulously, as historic homes are notorious for lacking storage space.
- Highlight any original built-in cabinetry or window seats.
- Keep decor simple and elegant to let the room's proportions speak for themselves.

## The Basement & Attic

- Ensure the basement is dry, well-lit, and smells clean (run a dehumidifier).
- Organize storage to show the space is usable.
- If the attic is unfinished, ensure the access point is clear and the space is well-lit for inspection.
- Point out any upgraded insulation or structural reinforcements.

## The Exterior & Grounds

- Repair or repaint any peeling trim, fascia, or soffits on the historic facade.
- Ensure original architectural details (gingerbread trim, brackets, corbels) are intact and visible.
- Tidy garden beds and define edges to frame the home attractively.
- Repair walkways, steps, and railings for both safety and curb appeal.
- Clean and stage any porches, verandas, or outdoor sitting areas.
- Ensure house numbers and exterior lighting are clean and in working order.

## Century Home Buyer Objections & Responses

Buyers love the idea of a historic home, but they often get cold feet when considering the practicalities. Here is how to prepare for and address the most common objections.

### **Objection: 'The heating bills will be astronomical.'**

Response: Provide 12 months of utility bills. Highlight any insulation upgrades, new windows, or high-efficiency furnace installations.

### **Objection: 'I won't be able to get home insurance.'**

Response: Proactively address knob-and-tube wiring, galvanized plumbing, and the roof condition. Provide documentation that these have been updated, or offer a clear credit/plan for the buyer to update them upon closing.

### **Objection: 'The layout is too choppy and closed off.'**

Response: Use VR Animated Online Showings to help buyers understand the flow of the home before they visit. Highlight the distinct purpose of each room, a feature many buyers are returning to after years of open-concept living.

### **Objection: 'I can't make any changes because it's a heritage home.'**

Response: Clearly explain the difference between being 'listed' on a register and being 'designated.' If designated, provide the specific Heritage Conservation District guidelines to show exactly what is and isn't allowed (usually only exterior alterations require permits).

### **Objection: 'The basement is damp and smells musty.'**

Response: Ensure the basement is clean, well-lit, and running a dehumidifier. Point out any weeping tile, sump pump, or exterior grading improvements you have made.

## Why Sellers of Historic Homes Choose the Flaherty Team

Selling a century or heritage home is not the same as selling a standard subdivision property. It takes an agent who understands how to tell the story of your home, how to reach the specific buyers who value character and craftsmanship, and how to navigate the disclosures and conditions that come with older properties. Kevin Flaherty and the Flaherty Team have successfully marketed and sold numerous heritage and century homes across south-central Ontario, including in and around Beeton and the wider New Tecumseth area.

Our approach pairs detailed historical documentation with aggressive digital marketing, including Video Narrated VR Animated Online Showings that let buyers explore every detail of your home before they ever step inside. The result is more qualified showings, fewer wasted weekends, and a sale price that reflects the true character of your property. When you are ready, we would be glad to walk through your home, review its heritage features, and build a custom marketing plan with no obligation.

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

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