

Arthur Home Sellers Guide

Your Step-by-Step Checklist for Selling in
Canada's Most Patriotic Village & Wellington North

Kevin Flaherty Team

38 Years of Local Real Estate Experience

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Welcome to Your Arthur Selling Journey

Selling a home in Arthur is different from selling in a big city. As Canada's Most Patriotic Village, Arthur offers a tight-knit community, strong agricultural roots, and a growing residential base within Wellington North township. Buyers here range from local families and downsizers to GTA buyers seeking affordable, small-town living with room to grow.

Whether you are selling a character home near the downtown murals, a property in one of the newer subdivisions, or a rural hobby farm just outside the village, this guide walks you through every step. Use the checklists to stay organized and confident from preparation through closing.

The Flaherty Advantage

The Flaherty Team sells homes for 99.2% of market value (vs 97.7% for the average agent), putting an average of \$13,358 more in our clients' pockets. We sell homes 52% faster than the average days on market, and we maintain a database of more than 2,300 buyers actively looking to purchase within the next three months. Your home's custom webpage is syndicated to over 57 locations online.

Our proprietary Video Narrated VR Animated Online Showings let buyers explore your home in detail before they ever step inside - attracting serious, qualified buyers and reducing unnecessary foot traffic. Learn more at flaherty.ca/sellers.

How to Use This Guide

- Read through each phase before you list so you know what to expect.
- Check off each item as you complete it to stay organized.
- Note that village homes, rural properties, and hobby farms each have unique sections - complete the ones that apply to you.
- Book a free, no-obligation home evaluation at flaherty.ca/homeeval when you are ready.

Phase 1: Preparing Your Home for Sale

Curb Appeal & First Impressions

- Tidy the front entry, porch, and walkway - this sets the first impression.
- Mow, trim, and edge the lawn; clear leaves and debris from the yard.
- Power-wash siding, decks, and driveways where needed.
- Touch up or repaint the front door and trim.
- Add seasonal plantings or potted flowers for warmth.

Interior Preparation

- Declutter every room and remove excess furniture to maximize space.
- Deep-clean kitchens, bathrooms, floors, and windows.
- Depersonalize by storing family photos and personal collections.
- Make minor repairs: leaky faucets, squeaky doors, cracked caulking.
- Apply a fresh coat of neutral paint in worn or boldly coloured rooms.
- Ensure all light fixtures work and use bright, warm bulbs.

Documents to Gather

- Property tax bills and recent utility costs (hydro, propane, oil, water).
- Survey of the property (if available).
- Records of recent upgrades: roof, furnace, windows, electrical.
- Warranties and manuals for appliances and mechanical systems.
- List of rented equipment (water heater, propane tank, water softener).

Phase 2: Rural Properties, Wells & Septic

Many Wellington North homes rely on private wells and septic systems. Buyers - and their lenders - will scrutinize these. Being proactive prevents deals from falling apart during the conditional period.

Well Water Checklist

- Arrange a recent well water potability test (E. coli and total coliforms).
- Consider a flow-rate test to confirm adequate water supply.
- Locate the well record / drilling report if you have it.
- Service or document any water treatment equipment (UV, softener, filters).

Septic System Checklist

- Have the septic tank pumped and inspected before listing.
- Keep the pump-out receipt and inspection report on hand for buyers.
- Locate the septic permit / use permit and bed location if available.
- Note the tank size, type, and approximate age.

Acreage & Hobby Farm Considerations

- Document outbuildings, barns, drive sheds, and their condition.
- Clarify zoning and any agricultural tax classification.
- Identify which fixtures/equipment stay with the property.
- Speak with a tax professional about capital gains on the land portion vs the principal-residence exemption on the home.
- Highlight fencing, pasture, water sources, and usable land in marketing.

Phase 3: Village & Residential Homes

Character & Older Village Homes

- Highlight original features: trim, hardwood, high ceilings, brickwork.
- Address any knob-and-tube wiring, galvanized plumbing, or old panels.
- Consider a pre-listing inspection to surface hidden issues early.
- Showcase walkability to Arthur's downtown, shops, and parks.

Newer Subdivision & Standard Residential Homes

- Emphasize mature lots, established neighbourhoods, and upgrades vs new builds.
- Stage open-concept spaces to feel bright and spacious.
- Gather builder warranty / Tarion information if still applicable.

Phase 4: Pricing Your Home Right

- Request a professional comparative market analysis - not just an online estimate.
- Review recent comparable sales in Arthur and across Wellington North.
- Factor in lot size, outbuildings, updates, and unique features.
- Set a competitive list price - overpricing causes homes to sit; underpricing leaves money behind.
- Discuss multiple-offer and timing strategy with your Realtor.

Phase 5: Marketing & Showings

- Use Video Narrated VR Animated Online Showings to reach GTA and out-of-town buyers.
- Ensure professional photography and accurate floor plans with measurements.
- Syndicate the listing widely online for maximum exposure.
- Prepare the home for showings: clean, bright, de-cluttered, and pet-free.

Phase 6: Offers, Negotiation & Closing

- Review every offer's price, conditions, deposit, and closing date carefully.
- Anticipate common conditions: financing, home inspection, well & septic.
- Lean on your Realtor's negotiation experience to protect your interests.
- Retain a local real estate lawyer early (legal fees often average ~\$2,000).
- Confirm what stays vs goes (chattels and fixtures) in writing.
- Coordinate your closing and possession dates with your next move.
- Complete required disclosures, including any rented equipment contracts.
- Plan utility transfers, mail forwarding, and moving logistics.

Ready to Get Started?

The first step is a no-obligation consultation. Kevin Flaherty and the team will tour your home, review its features and updates, and provide a comprehensive opinion of value along with a marketing strategy tailored specifically to your Arthur property.

Take the Next Step:

- Start Your Home Evaluation: flaherty.ca/homeeval
- Book a Call with Kevin: flaherty.ca/kevinscalendar
- Book a Zoom with Kevin: flaherty.ca/kevinscalendar-zoom
- Call or Text Kevin Directly: 226-270-6433

This guide is provided for general information only and is not legal, tax, or financial advice. Always consult qualified professionals regarding your specific situation. Kevin Flaherty Team - Flaherty.ca.