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SELLING A HOME IN ERIN

ONTARIO

FLAHERTY TEAM

Sell your Erin home with local **pricing, marketing, and preparation strategy** for **village, rural, and new-subdivision** properties.

38 **38 YEARS**
TOP 1% IN ONTARIO

THOUSANDS
OF HOMES SOLD

LOCAL EXPERTISE | TARGETED MARKETING | MAXIMUM EXPOSURE | PROVEN RESULTS

FREE PDF DOWNLOAD
Erin-Home-Selling-Guide-Flaherty.pdf

Your Erin Home Selling Guide

Plan each stage. Prepare the home. Keep the move coordinated.

A practical checklist for village homes, Erin Glen resales, Hillsburgh properties, rural acreage, hobby farms and estate homes.

Use the ten sections and two worksheets to choose priorities, record questions and agree responsibilities before listing. Confirm property-specific legal, financial and technical questions with the appropriate advisers.

Start with a [free property-specific home evaluation](#)

Kevin Flaherty, Broker with eXp Realty | 226-270-6433

1. Selling Timeline Overview

Plan the sequence around your property, responsibilities and next move. Preparation, accepted offers, conditions and closing are different milestones and some can overlap.

- ☐ Choose the desired moving window and the latest acceptable closing date.
- ☐ Book a property-specific home evaluation before deciding on upgrades.
- ☐ Separate your home into the correct segment: Erin Village, Erin Glen, Hillsburgh, rural acreage, hobby farm, or estate home.
- ☐ Review current competition and visit flaherty.ca/erin-real-estate-market for fresh market context.
- ☐ Identify the likely buyer pool and the questions those buyers will ask first.
- ☐ Build the preparation list around buyer confidence, not personal preference.
- ☐ Gather property documents before photography and showings begin.
- ☐ Choose the marketing launch date after the home, documents, photos, and pricing are aligned.
- ☐ Plan showing access, pet arrangements, valuables, security, and privacy rules.
- ☐ Review offer strategy before the first offer arrives.
- ☐ Keep lawyer, mortgage, moving, utility, and closing details organized from the start.

2. Evaluation and Pricing Checklist

Use relevant sales and current competition for the actual property. A comparative market analysis (CMA) is a price opinion, not a formal appraisal or guaranteed sale price.

- ☐ Confirm the lot size, frontage, depth, services, and property tax information.
- ☐ List major updates with approximate completion years, including roof, windows, furnace, air conditioning, electrical, plumbing, kitchen and bathrooms.
- ☐ Investigate how privacy, walkability, garages, workshops, barns, paddocks, lawful basement space and newer systems affect relevant comparisons; do not assume automatic premiums.
- ☐ Identify possible buyer questions about deferred maintenance, odours, dated finishes, steep driveways or unclear property information.
- ☐ Review comparable sales by segment rather than relying only on nearby addresses.
- ☐ Compare your home against active listings buyers can choose today.
- ☐ Consider actual inquiry evidence and relevant alternatives rather than assume a buyer origin, budget or demographic.
- ☐ Discuss an evidence-based asking strategy, the risks of testing a higher price and your timing priorities; no strategy guarantees activity.
- ☐ Estimate proceeds using negotiated commission and applicable HST, legal/lender charges, preparation, moving and closing credits/charges. Separate mortgage principal repayment from selling expenses and avoid counting paid costs twice.
- ☐ Decide whether a fast sale, maximum exposure, privacy, or transition timing is the top priority.
- ☐ Review how Erin Glen inventory may affect newer or renovated resale comparisons.
- ☐ Review how Hillsburgh and rural Erin sales compare if your property is outside Erin Village.
- ☐ Confirm whether current market data supports your preferred timing or suggests waiting until preparation is complete.

3. Documents to Gather Before Listing

Gather available records, identify gaps and confirm what may be shared. Records do not certify condition, title, lawful use or every aspect of safety. Discuss disclosure with your lawyer and Realtor.

- ☐ Property tax bill and legal description.
- ☐ Survey, site plan or available sketch; identify its date and limits. A sketch or orientation map does not prove title, boundaries or access rights.
- ☐ Utility bills or average monthly operating costs.
- ☐ Water heater, furnace, propane tank, water softener, alarm, or equipment rental contracts.
- ☐ Septic permit, pumping records, inspection records, or installation details where available.
- ☐ Well record, treatment details, maintenance history and available test results. Bacterial results do not establish chemical safety or supply; discuss suitable investigations with qualified advisers.
- ☐ Receipts and warranties for major repairs or renovations.
- ☐ Building permits, final inspection documents, or contractor records where applicable.
- ☐ Wood-stove/fireplace records and available inspection reports from WETT-certified professionals, where applicable; confirm insurer requirements.
- ☐ Oil, propane, generator, solar, battery, or specialty equipment details if applicable.
- ☐ Outbuilding descriptions, approximate sizes, power, water access, insulation, concrete floors, and permitted uses.
- ☐ Fence, paddock, barn, shelter, and water access information for hobby farm or equestrian properties.
- ☐ Appliance list, inclusions, exclusions, and chattels that must be named clearly in offers.
- ☐ Any known easements, right-of-way issues, shared driveway details, or conservation-related restrictions.
- ☐ For a deceased-owner sale, ask the estate lawyer which authority/certificate is required before signing an agreement. Distinguish this from a luxury estate property and from a living owner's power of attorney.
- ☐ Written lender payout information, discharge/penalty charges and any bridge financing needs; confirm availability, expiry and terms rather than assume portability.
- ☐ Condominium, shared-road or association information, agreements, charges and available records where applicable.

4. Preparation Checklist

Choose useful, safe preparation suited to the materials and condition. Do not conceal defects or assume that spending produces an automatic return.

- ☐ Remove excess items from entryways, counters, closets, basements, garages, and utility rooms.
- ☐ Clean windows, glass, mirrors, appliances, light fixtures, vents, baseboards, and high-touch areas.
- ☐ Replace burned-out bulbs and use consistent light colour where possible.
- ☐ Repair dripping taps, running toilets, loose handles, missing trim, damaged screens, and obvious minor defects.
- ☐ Investigate odours from pets, smoking, moisture or stored items; address the source rather than mask it, and obtain qualified advice where needed.
- ☐ Improve curb appeal with lawn care, gardens, driveway cleanup, porch cleaning, and visible exterior maintenance.
- ☐ Move vehicles, trailers, equipment, bins, and clutter away from key exterior photo angles.
- ☐ Make mechanical rooms, panels, pumps, and utility areas clean and accessible.
- ☐ Identify shutoffs, panels and water-treatment equipment using accurate records; have qualified professionals handle electrical or other technical work.
- ☐ Prepare bedrooms so buyers understand size, light, and function.
- ☐ Prepare kitchens and bathrooms to look clean, bright, and low-maintenance.
- ☐ Create clear walking paths in barns, sheds, shops, basements, and garages.
- ☐ Consider lawful, safe pruning where vegetation blocks access or light; check tree, boundary, conservation and habitat restrictions before work.
- ☐ Compare the cost and usefulness of painting, flooring, hardware, landscaping or staging with Kevin; no fixed return is assumed, and older finishes/moisture need suitable assessment.
- ☐ Secure valuables, medication, personal records, family photos, firearms, collections, and sensitive documents.
- ☐ Arrange pet care before showings begin.
- ☐ Prepare winter access plans or spring mud-season plans if timing affects the property experience.
- ☐ Check applicable smoke/CO alarm, handrail and other safety obligations; have qualified people address technical or hazardous work.
- ☐ Remove anything that distracts from the strongest feature of each room.

Home Readiness Worksheet

Part of Section 4. Score only for your own planning: 1 needs attention, 5 ready for your agreed plan. The score does not certify safety or predict price.

Area	Score 1-5	Best action	Notes
Entry and foyer			
Kitchen			
Bathrooms			
Bedrooms			
Basement			
Garage or shop			
Exterior			

5. Marketing Readiness Checklist

Explain the home accurately before visits. Confirm the photography, floor plans, online showing, documents and outreach included in your agreed service scope.

- ☐ Define the top five reasons the right buyer should care about the property.
- ☐ Explain supported features and benefits without implying unverified permitted uses, access rights or financial returns.
- ☐ Prepare the home for professional photography and video on the same day whenever possible.
- ☐ Create a feature list that includes upgrades, systems, outbuildings, land, setting, and lifestyle value.
- ☐ Use the correct local context: Erin Village, Erin Glen, Hillsburgh, Ospringle, Orton or rural Erin. Confirm actual services, connection status and applicable charges with the Town and records.
- ☐ Show how the home compares with alternatives buyers may consider in Caledon, Halton Hills, Guelph, Orangeville, or rural Wellington.
- ☐ Use online presentation to answer the questions buyers ask before booking a showing.
- ☐ Explain layout and supported features through a Video Narrated VR Animated Online Showing where appropriate; presentation does not financially qualify buyers.
- ☐ Confirm that listing remarks are accurate, clear, and compliant.
- ☐ Prepare showing instructions, access details, alarm instructions, pets, parking, and property-specific cautions.
- ☐ Avoid overpromising on property use, zoning, development, income, or future potential unless verified.
- ☐ Agree evidence-based feedback reviews; no universal launch deadline, view count or showing threshold guarantees an offer or dictates a price cut.

6. Showing Preparation Checklist

Agree workable access and preparation that respect safety, privacy and occupants. Showings help buyers investigate a property; they do not prove funding or guarantee offers.

- ☐ Open blinds and curtains before showings when privacy allows.
- ☐ Turn on lights in darker rooms, basements, utility rooms, and outbuildings.
- ☐ Agree workable showing readiness for counters, beds, floors and entrances, respecting occupants, safety, privacy and applicable tenancy obligations.
- ☐ Remove pets or secure them according to the showing instructions.
- ☐ Make sure driveways, walkways, decks, barns, garages, and sheds are safe to access.
- ☐ Provide any special rural access instructions before the showing.
- ☐ Agree suitable arrangements for occupants during showings, respecting safety, consent, privacy, occupancy and tenancy requirements.
- ☐ Track repeated buyer questions because they often reveal what the marketing needs to explain better.
- ☐ Review showing feedback by pattern, not by one emotional comment.
- ☐ If showings do not lead to offers, investigate recurring feedback, price, condition, records, access and competition together before changing strategy.
- ☐ If online response is weak, review reach, listing accuracy, photographs, asking position and access together; views alone do not isolate the cause.
- ☐ If rural buyers are hesitant, review documentation and answer gaps.

7. Offer and Negotiation Checklist

Consider price and terms together. Confirm your understanding of the agreement, conditions, deposits, financing/appraisal risk and closing arrangements with appropriate advisers before committing.

- ☐ Review offer price against the current strategy and recent feedback.
- ☐ Review deposit amount and deposit timing.
- ☐ Review available evidence of funding and actual financing/appraisal conditions with your advisers; neither cash wording nor online engagement guarantees completion.
- ☐ Review actual inspection conditions, deadlines, consent and safe access. Pre-listing investigations are optional unless specific requirements apply; they do not replace disclosure duties.
- ☐ Review private-service, insurance, sale-of-property, lawyer-review and due-diligence terms with advisers; scope, tests and capacity questions depend on the actual property and agreement.
- ☐ Check closing date against your next move, bridge financing, school schedules, tenancy, or estate deadlines.
- ☐ Have fixtures, chattels, equipment rentals and contractual inclusions/exclusions recorded accurately before signing; do not assume an item may be removed.
- ☐ Decide whether to counter price, conditions, deposit, closing date, inclusions, or a combination.
- ☐ Do not accept vague wording that could create closing confusion.
- ☐ Keep communication organized while conditions are outstanding.
- ☐ Negotiate repair requests based on evidence, cost, risk, and leverage.
- ☐ Remember that certainty can be more valuable than a slightly higher but riskier offer.

8. Closing Checklist

Coordinate the actual agreement, lender requirements, insurance and possession with your lawyer, lender and other providers. Do not assume every transaction follows the same dates.

- ☐ Send accepted agreement and amendments to the lawyer promptly.
- ☐ Confirm mortgage payout and discharge instructions with the lender.
- ☐ Confirm insurance cover, vacancy requirements and the actual transfer/possession arrangements with your insurer and lawyer; do not cancel on an assumed date.
- ☐ Arrange movers, storage, disposal, cleaning, and utility changes.
- ☐ Confirm final reading or account transfer requirements for utilities, propane, water treatment, or rentals.
- ☐ Prepare keys, remotes, alarm codes, mailbox keys, manuals, warranties, and helpful property information.
- ☐ Leave inclusions in the agreed condition and location.
- ☐ Remove excluded items only as the agreement allows and without damaging the property; confirm lawful arrangements with your lawyer.
- ☐ Keep receipts or evidence for any agreed repairs.
- ☐ Plan safe cleaning appropriate to the material and condition, and meet the actual agreement's obligations; investigate moisture or hazardous finishes before cosmetic work.
- ☐ Stay available for lawyer questions on closing day.
- ☐ Do not cancel services or insurance too early.

9. Erin-Specific Strategy Notes

Use these local prompts for the property's actual setting and records. "Estate home" can mean a luxury property or a deceased-owner sale; the legal questions differ.

- ☐ If the property is in Erin Village, make convenience, walkability, character, updates, parking, and maintenance simple to understand.
- ☐ If the property is near Erin Glen, compare actual resale/new-home alternatives, warranty terms, completion and servicing arrangements without assuming a fixed premium or discount.
- ☐ If the property is in Hillsburgh, present it as a distinct village segment, not only as a general Erin listing.
- ☐ If the property is rural, answer service, access, maintenance, and land-use questions early.
- ☐ If the property is a hobby farm, document barns, paddocks, water, storage and equipment access; verify lawful uses, livestock permissions and any farm-tax arrangements rather than assume eligibility.
- ☐ For a luxury estate home, explain land, buildings, condition, services and supported features. For a deceased-owner sale, separately organize legal authority, contents and decision-making.
- ☐ If downsizing is the reason for selling, plan possessions, timing, preparation energy, and next-step housing before listing.
- ☐ If speed matters, do the pricing, documents, cleaning, and marketing preparation before the listing appears online.
- ☐ If wider exposure matters, confirm the agreed outreach and review actual response; distribution does not guarantee qualified buyers or a selling result.

10. Quick Seller Notes

Use the notes below with Kevin to agree priorities and follow-up. Confirm what is known, what needs investigation and who will obtain it.

Use buyer evidence rather than an assumed profile. Record questions, responsibilities and next steps; a readiness score is a personal planning aid, not a valuation.

Planning prompt	Notes / responsibility / next step
Target list date	
Ideal closing date	
Top buyer pool	
Main objection	
Documents missing	
Prep priority	
Pricing concern	
Moving issue	

Useful Next Steps

Request your free home evaluation

Book a call with Kevin

Review the dated Erin market report

Town of Erin: water servicing and property-specific questions

Town of Erin: wastewater project updates

RECO: seller disclosure obligations

Public Health Ontario: bacterial well-water testing scope

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