GTA HOME SELLER'S GUIDE · 2026 EDITION

The Complete GTA Home Seller's Guide

A plain-English roadmap to pricing, staging, negotiating offers and closing well. Built for sellers in Brampton, Mississauga, Toronto and the Peel Region.

You know your home. Let's make the numbers and the next steps just as clear.

Prepared for you by

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TRREB Member · 4.9-star rated · 10+ years serving the GTA

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A PERSONAL NOTE

Welcome, and congratulations on taking this step

I've sat across the table from hundreds of GTA sellers over the past 10+ years. Homeowners selling the house that raised their kids. Move-up families chasing more space. Downsizers ready for less upkeep. People who just wanted a straight answer about what their home is actually worth, instead of a number designed to win the listing.

The sellers who do best aren't the ones with the fanciest home. They're the ones who understand their real numbers, know what to expect at each stage, and don't let pressure or a single lowball offer rush a decision they'll live with for years. That's what this guide is here to help with.

Read it at your own pace, keep it open while you prepare to list, and come back to it whenever a new question comes up. Reach out any time, even if you're still months away from being ready. There's no pressure here, just help.

Gaurang Shah
Real Estate Broker, Royal LePage Flower City Realty

BEFORE YOU START

Get your real numbers first, everything else gets easier

Selling a home is a bigger decision than picking a list price. It means understanding your net proceeds, your true selling costs, your mortgage payout, and how showings, offers and closing actually unfold, before a single buyer walks through the door.

It's normal to feel a mix of relief and anxiety right now. Most sellers do. This guide walks through the same questions Gaurang asks on a strategy call, in the order that actually matters: numbers first, prep second, offers third.

> **Quick answer:** Your net proceeds are more than sale price minus mortgage balance. Plan for commission, legal fees, prep and staging costs, mortgage discharge or prepayment penalties, and possible capital gains tax before you set expectations.

> *"You don't need to have all the answers today. You just need the right questions."*

John & Mary:
To make a few of these ideas concrete, imagine a couple named John and Mary working through the same questions. We'll check in on them a handful of times through this guide, along with David, who's selling a tenanted investment property, when we reach that section.

SECTION 1

Pricing strategy & CMA basics

Market value comes from a Comparative Market Analysis (CMA): actual sold prices of similar nearby homes, matched by size, type, condition and location, usually within the last 60 to 90 days. That's fundamentally different from an automated online estimate, which uses algorithm-generated data and can't account for your home's specific condition, upgrades, layout, lot position or finishes.

What shapes your CMA-based price range:

- Recent comparable sold prices, not just similar active listings
- Days-on-market patterns in your specific neighbourhood
- Your home's condition, upgrades and layout compared with the comparables
- Current buyer demand and competing inventory at your price point
- Seasonal timing and how quickly similar homes have been selling

Did you know? Pricing slightly under perceived market value can sometimes generate more competition and a stronger final sale price than pricing at the very top of the range. Ask Gaurang whether that strategy fits your specific home and market conditions.

John & Mary:

Their online home-value estimate was about $60,000 higher than the CMA. The difference came down to two recent comparable sales the algorithm couldn't see: a renovated basement and a smaller lot two doors down.

SECTION 2

Net proceeds & closing costs checklist

Budget for these coming out of your sale price:

- **Real estate commission:** negotiable, paid from sale proceeds at closing, not upfront
- **Legal fees:** your real estate lawyer's fees for reviewing and closing the deal
- **Pre-listing preparation:** repairs, painting, cleaning, staging and professional photography — the investment varies widely depending on your property's condition
- **Mortgage discharge costs:** a standard administrative fee to release your existing mortgage
- **Mortgage prepayment penalty:** applies if you're breaking a fixed-rate mortgage before maturity; the amount depends on your lender and remaining term
- **Adjustments:** reimbursing the buyer for prepaid property tax, utilities or condo fees where applicable
- **Capital gains tax:** if the property isn't your principal residence, tax may apply on the profit from the sale; consult your accountant before listing
- **Moving costs:** movers, truck rental or time off work

> **Tip:** Ask your agent for a Seller Net Sheet before signing a listing agreement. It shows your estimated proceeds after all costs, at a few different sale price scenarios, so there's no surprise at closing.

SECTION 3

Staging & pre-listing preparation, step by step

1. **Declutter and depersonalize.** Buyers need to picture their own life in the space, not yours.
2. **Handle the small repairs.** Leaky faucets, chipped paint and squeaky doors cost little to fix but shape a buyer's first impression.
3. **Deep clean, then clean again.** This is the single highest-return, lowest-cost step available to almost every seller.
4. **Boost curb appeal.** Lawn, entryway and front door condition set the tone before a buyer even steps inside.
5. **Bring in professional staging and photography.** Staged, professionally photographed listings consistently show better online, where most buyers start looking.
6. **Walk through with fresh eyes,** or ask Gaurang to. It's hard to see your own home the way a stranger will.

Encouragement: Prep work feels like a lot of effort before you've even listed, but it's the stage that most directly affects both your sale price and your time on market. Most sellers are glad they did it, even the parts that felt unnecessary at the time.

John & Mary:
They spent a weekend decluttering and had the home professionally staged. Their agent's photos went from "fine" to genuinely competitive within days, and showing requests picked up immediately.

SECTION 4

Mortgage payout & prepayment penalties

If you have an existing mortgage, selling means paying it off at closing. What that actually costs depends on your mortgage type:

- **Variable-rate mortgages:** prepayment penalties are typically a simpler calculation, often three months' interest
- **Fixed-rate mortgages:** penalties usually use the greater of three months' interest or an Interest Rate Differential (IRD) calculation, which can be significantly higher depending on how rates have moved since you signed
- **Porting your mortgage:** some lenders allow you to carry your existing rate and term to a new property, which can reduce or eliminate the penalty if you're buying again
- **Blend-and-extend options:** some lenders offer a blended rate instead of a straight penalty, worth comparing against the standalone payout cost

These figures depend on your lender, rate, remaining term and specific contract terms. Request a current mortgage discharge statement directly from your lender before finalizing your net proceeds estimate.

SECTION 5

Selling a tenanted or investment property? What's different

Selling with tenants in place, or selling a property that isn't your principal residence, adds a few extra steps.

- Ending a tenancy to sell generally requires proper notice under Ontario's Residential Tenancies Act, with specific rules and timelines depending on the reason and situation. Confirm the current requirements with your real estate lawyer before serving any notice
- Buyers may prefer a tenanted property that comes with reliable rental income, or may prefer vacant possession; discuss which approach fits your buyer pool with your agent
- Capital gains tax generally applies to the profit on an investment or non-principal-residence property; your accountant can help estimate this before you price and list
- Cooperating with existing lease terms, showings and tenant access needs careful, respectful coordination to avoid disputes that can slow down a sale

David:
He's selling a rental condo in Mississauga with a tenant still in place. Coordinating showings around the tenant's schedule took some patience, but clear communication from day one kept the process smooth for everyone.

SECTION 6

Comparing selling in Brampton, Mississauga & Toronto

Area	What tends to help sellers	Watch out for
Brampton	Strong demand from growing families and first-time buyers	Pricing needs to reflect property type and specific pocket, not just city averages
Mississauga	Broad buyer pool across condos, townhomes and detached homes	Neighbourhood and building specifics can shift buyer interest quickly
Toronto	Deep buyer demand and strong transit-access premium	Condo sellers face closer scrutiny on status certificates and building health
Peel Region & beyond	Buyers seeking more space and value	Days-on-market and pricing expectations vary more by pocket than by city name

Area affects buyer pool, pricing strategy, marketing approach and negotiation leverage all at once. It's worth discussing your specific neighbourhood's current conditions with your agent before setting a list price.

John & Mary:
They assumed their Toronto condo would sell exactly like their friend's Mississauga townhouse. The buyer pool, timeline and negotiating dynamics turned out to be different enough that their strategy needed to adjust.

SECTION 7

Condo, freehold & disclosure considerations

- **Condo sellers:** have your status certificate ready early. Buyers' lawyers will review reserve fund health, rules and any pending legal issues or special assessments, and delays here can slow down a firm deal
- **Freehold sellers:** be ready to disclose known material defects; honesty upfront avoids disputes and potential legal exposure after closing
- **Fixtures vs. chattels:** decide early what stays and what goes, and list it clearly in the listing and offer paperwork to avoid last-minute disputes
- **Recent renovations or additions:** keep permits and documentation handy; buyers and their lawyers may ask

Preparing this information before your first showing keeps the process moving once an offer comes in, instead of scrambling for documents during a tight condition period.

SECTION 8

Selling vs. staying or renewing: which makes sense right now

Factor	Selling	Staying or renewing
Monthly cost	Ends at closing	Continues, possibly at a new rate at renewal
Access to equity	Realized at closing	Stays tied up in the property
Flexibility	Higher once sold	Lower, since a move isn't happening
Market timing risk	Locks in today's price	Exposed to future market changes, either direction
Moving cost & effort	Required now	Deferred

> *"Neither option is universally better. It's about which one fits your timeline, your equity goals and your life right now."*

SECTION 9

Reviewing and negotiating offers

- Review comparables again once an offer arrives, to judge whether it reflects genuine market value
- Look at the whole offer, not just price: conditions, closing date, deposit size and included items all affect how strong and how safe an offer really is
- Decide your walk-away point in advance, so a single aggressive negotiation tactic doesn't pull you into a decision you're not comfortable with
- Understand every condition in plain English before accepting, especially financing, inspection and, for condos, status certificate review
- Multiple offers change the dynamic; discuss strategy with your agent before setting an offer-review date

Questions worth asking before you accept:

- Is this offer supported by the same comparables used to set your list price?
- What conditions are attached, and how much time do they give the buyer?
- Is the deposit amount reasonable for the purchase price and current market?
- What closing date works for your own moving plans?
- Are you comfortable with what happens if the buyer's conditions aren't met?

Remember: No agent can guarantee a specific price or a smooth negotiation. A clear strategy helps you make an informed, comfortable decision instead of a rushed one.

John & Mary:
Their first offer came in below asking with a long financing condition. Rather than reacting immediately, they reviewed the comparables again with their agent and countered with confidence, backed by the numbers.

SECTION 10

Working with a listing agent: what it actually means

A listing agent represents your interests: pricing strategy, marketing, showings, negotiation and guiding you through to closing. A buyer's agent represents the buyer, not you, even in a cooperating transaction.

How you work with a listing agent is put in writing before your home goes on the market, including commission, which is negotiable and paid from sale proceeds at closing, not upfront. Team Shah walks you through this agreement in plain English before you sign anything.

SECTION 11

Showings, inspections & buyer conditions

Once you're listed, expect:

- Showings coordinated through the listing system, with rules around timing and access that you set with your agent
- Buyers touring with their own agents, sometimes on short notice depending on the showing rules you've agreed to
- A home inspection from serious buyers, covering structure, systems and any visible issues
- Financing and, for condos, status certificate review conditions that give the buyer a window to walk away if something doesn't check out

Keeping the home consistently show-ready and leaving during showings where possible helps buyers picture themselves in the space and gives you cleaner feedback.

SECTION 12

From accepted offer to closing day

Not every condition gets the same amount of time. Financing and home inspection conditions are typically five business days, unless the agreement says otherwise. A status certificate review for a condo sale usually gets longer, often up to two weeks, since the certificate itself sometimes has to be ordered from the condo corporation after the offer is accepted.

When	What typically happens
Day 0	Offer accepted; buyer's deposit due, usually within 24 hours per the agreement
Days 1 to 5	Buyer's home inspection completed and financing condition confirmed with their lender
Days 5 to 14 (condo sales)	Status certificate obtained, if not already available, and reviewed by the buyer's lawyer
Day 5, or up to Day 14 for condos	Conditions removed; the deal becomes firm
Weeks 2 to 6	Mortgage discharge arranged, your lawyer engaged, moving logistics booked
1 to 2 days before closing	Buyer's final walkthrough of the property
Closing day	Funds transfer, the deal registers, and keys change hands

These are typical windows, not guarantees. Your specific deadlines are set by the agreement and can be negotiated with the buyer.

John & Mary:
They sold their townhouse in Mississauga this past spring. For them, the biggest relief was knowing what to expect at each stage instead of finding out as they went.

SECTION 13

Common seller mistakes to avoid

- **Pricing based on emotion or a renovation budget** instead of the CMA. What you spent isn't always what a buyer will pay
- **Skipping prep and staging.** First impressions online drive showing requests, and showing requests drive offers
- **Accepting the first offer** without reviewing it against comparables
- **Waiving conditions or terms without legal advice,** just to seem more flexible
- **Not disclosing known material defects,** which can create legal exposure well after closing
- **Leaving showings uncoordinated** with tenants, pets or a busy household, which shortens your buyer pool
- **Underestimating mortgage discharge and prepayment penalty costs** when calculating net proceeds
- **Not lining up your own next move** before accepting a fast closing date

SECTION 14

Glossary of terms

Term	What it means
Comparative Market Analysis (CMA)	An agent's estimate of value based on actual recent sold prices of similar nearby homes
Listing Agreement	The contract between you and your listing agent, including commission and listing terms
Commission	Fee paid to the real estate brokerage(s) involved, negotiable, paid from sale proceeds at closing
Conditional Offer	An accepted offer that still has conditions left to satisfy
Firm Deal	An offer with no remaining conditions, binding once conditions are removed or waived
Agreement of Purchase and Sale (APS)	The binding contract created once an offer is accepted
Fixtures vs. Chattels	Fixtures are attached to the property and stay; chattels are movable items that may or may not be included
Status Certificate	A condo document showing the building's financial health, rules and any legal issues
Mortgage Discharge	The process of formally releasing your mortgage once it's paid off at closing
Prepayment Penalty	A fee for paying off a fixed-rate mortgage before maturity, calculated by your lender
Adjustments	Closing-day reimbursements between buyer and seller for prepaid costs like property tax
Capital Gains Tax	Tax that may apply to the profit on a sale if the property isn't your principal residence
Closing Day	The day funds and keys change hands and ownership legally transfers

BEFORE YOU GO

Your next 3 steps

1. **Get a Comparative Market Analysis.** That way you're pricing from real numbers, not a guess or an online estimate.
2. **Prep in stages:** declutter, handle small repairs, then staging and photography, instead of trying to do everything the week before listing.
3. **Book a no-pressure seller strategy call** to turn everything in this guide into a plan built around your home and timeline.

NEXT STEPS

Why sellers work with Team Shah

Gaurang Shah is a Real Estate Broker with Team Shah Real Estate at Royal LePage Flower City Realty, and a member of the Toronto Regional Real Estate Board (TRREB), serving sellers across Brampton, Mississauga, Toronto and Peel Region. Gaurang and the Team Shah team assist clients in English, Hindi, Gujarati, Punjabi and Marathi.

The approach is plain-English guidance, no hype, and no pushing you toward a faster decision than you're ready for. This guide gives you the roadmap. A quick call turns it into a plan built around your specific home, timeline and next move.

Ready to talk it through?

Call or text: (647) 892-2411

Email: mail@myshahteam.com

Book a seller strategy call: myshahteam.com/book-seller-strategy-call/

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