

# Mono Home Prep Checklist Flaherty

Use this dense rural-property checklist before listing a Mono estate home, acreage, hobby-farm property, or conservation-adjacent property. The goal is to make the home easier to understand, inspect, insure, finance, access, photograph, and confidently offer on. Mono sellers should prepare documents and systems before spending heavily on taste-based renovations.

### Quick market context to discuss with Kevin

- TRREB April 2026 Mono snapshot: 8 sales, \$1,380,000 average price, \$1,477,500 median price.
- Inventory context: 25 new listings and 51 active listings mean buyers can compare rural properties carefully.
- Showing context: 41 average days on market and 96% SP/LP make preparation, price, and confidence important.
- Document context: higher-value rural listings should make private services and outbuildings understandable early.

### 1. Strategy and document file

- Set a target listing date and prepare backward from media day.
- Request Kevin's property-specific preparation walkthrough before approving major spending.
- Create one digital folder for buyer documents.
- Add survey, tax bill, utility bills, insurance notes, permits, warranties, and service invoices.
- Add well record, water treatment manuals, pump information, pressure tank details, and recent water tests.
- Add septic permit, pump-out receipt, tank and bed location, known age, and service notes.
- Add WETT certificate, chimney cleaning receipt, fireplace or wood stove manuals, and fuel notes.
- Add propane supplier, tank ownership or rental status, delivery history, and account transfer notes.
- Add generator, HVAC, heat pump, boiler, filtration, and electrical service records.
- Record outbuilding uses, hydro, heat, water, door sizes, concrete floors, and known limitations.
- Clarify inclusions and exclusions: appliances, fixtures, equipment, water softener, tanks, gates, cameras.
- Write a short property fact sheet so the listing can answer rural buyer questions clearly.

### 2. Access, driveway, gates, and exterior arrival

- Grade potholes, washboard sections, ruts, and low spots on gravel driveways.
- Refresh gravel where the first approach looks tired.
- Trim branches, brush, and grass along the driveway edges.
- Make the house number visible from the road in daylight and dusk.
- Test gate remotes, keypads, latches, intercoms, and backup access.
- Remove unused trailers, scrap, bins, wood piles, and equipment from main sightlines.
- Plan snow removal or mud management before showings begin.
- Clean exterior windows, doors, lights, hardware, railings, porches, and decks.
- Repair unsafe steps, loose railings, missing boards, sharp edges, or trip hazards.
- Improve exterior lighting at the approach, parking, walkway, and entrance.
- Stage outdoor seating, firepit, deck, patio, pool, garden, or view areas only if they are clean.
- Mark or explain trailheads, paddocks, fenced areas, and woodlot entries where appropriate.

### 3. Well, septic, WETT, propane, and mechanical confidence

- Replace dirty filters and label filter sizes.
- Label main water shutoff, pressure tank, pump equipment, softener, UV, and treatment equipment.
- Check for leaks, staining, odours, noisy pumps, short cycling, and visible corrosion.
- Prepare current or recent water test information if available.
- Locate septic tank lids and keep them accessible where practical.
- Review septic warning signs: slow drains, odour, wet areas, backups, or incomplete records.
- Clean around furnace, boiler, electrical panel, generator, propane tank, water systems, and sump areas.
- Service equipment where overdue and keep receipts.
- Confirm propane tank ownership or rental status before buyer questions begin.
- Clean fireplaces and wood stoves; gather WETT and chimney information.
- Replace missing smoke alarms, CO alarms, and obvious safety items.
- Do not hide defects; organize facts so concerns can be handled professionally.

### 4. House interior, rooms, storage, and daily-living presentation

- Remove 30-50% of visible personal items from main rooms.
- Reduce closet contents to show storage capacity.
- Deep clean kitchen cabinets, counters, appliances, backsplash, floors, and pantry.
- Deep clean bathrooms, grout, mirrors, fans, fixtures, and caulking.
- Neutralize pet odours, cooking odours, damp odours, and smoke odours before photography.
- Repair loose handles, squeaky doors, dripping taps, running toilets, burned-out bulbs, and cracked plates.
- Touch up paint where scuffs distract from otherwise good rooms.
- Stage mudrooms to show rural-function storage rather than clutter.
- Clear laundry rooms, mechanical rooms, crawl spaces, and utility access.
- Make home offices, guest rooms, family spaces, and finished basements easy to understand.
- Remove valuables, medication, personal documents, and firearms before showings.
- Prepare a daily showing reset routine for lights, blinds, counters, floors, pets, and driveway access.

### 5. Outbuildings, hobby-farm features, land, and conservation context

- Clean barns, workshops, sheds, garages, equipment rooms, stalls, and storage bays.
- Remove unsafe debris, chemicals, broken equipment, sharp scrap, and blocked exits.
- Label electrical panels, water lines, heat sources, and special switches in outbuildings.
- Organize tools and equipment so the building reads as usable space.
- Clarify what farm, garden, shop, or recreational items are included or excluded.
- Check fencing, gates, paddocks, troughs, tack rooms, feed storage, and manure areas.
- Mow or trim key viewing areas while keeping natural areas authentic.
- Do not promise future uses without confirming zoning, permits, and conservation constraints.
- Gather any known easement, conservation, driveway, shared access, or land-use information.
- Prepare notes about trails, woodlots, slopes, wetlands, views, neighbouring land uses, and maintenance.
- Make garages and storage buildings clean enough to photograph if they add value.
- Secure livestock, pets, equipment, vehicles, fuel, and valuables before showings.

### 6. Media day, launch week, showings, and offers

- Finish cleaning before photography; do not rely on editing to fix preparation problems.
- Move vehicles from the driveway, garage doors, front elevation, barns, and views.
- Unlock safe areas that should be photographed or measured.
- Turn on lights, open blinds, remove countertop clutter, and prepare exterior living spaces.
- Give Kevin the feature list, document file, property notes, inclusions, exclusions, and access instructions.
- Use the VR animated online showing to explain layout, land, features, and rural context.
- Keep the driveway clear for every showing.
- Secure pets, livestock, equipment, medication, documents, and valuables.
- Keep the document folder ready for serious buyers.
- Prepare for conditions involving inspection, water, septic, insurance, financing, and due diligence.
- Track showing feedback and correct repeated objections quickly.
- Review offer strategy before launch so decisions are not made under pressure.

### Room-by-room mini checklist

- Kitchen: clean appliances, clear counters, repair taps, organize pantry, remove magnets and personal notes.
- Dining: simplify furniture, clean light fixtures, set a calm table, remove oversized cabinets if crowding.
- Living room: reduce furniture, hide cords, clean fireplace, stage views, remove personal photographs.
- Primary bedroom: neutral bedding, clear nightstands, organize closets, clean windows, remove personal items.
- Bathrooms: fresh towels, clean grout, hide toiletries, fix fans, replace worn caulking, empty garbage.
- Mudroom: show rural function with hooks, boots, baskets, pet gear hidden, floors cleaned, doors working.
- Basement: remove musty odours, clear mechanical access, label systems, check moisture, organize storage.

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- Garage: remove overflow, sweep floors, show parking or workshop function, label panels, clear doors.
- Deck and porch: clean surfaces, repair railings, stage seating, remove broken planters, check lighting.
- Barn or shop: clear aisles, sweep, secure tools, explain services, check doors, photograph only if useful.

### Community-specific preparation notes

- Purple Hill: polish drive-up presentation, confirm system records, and prepare the privacy story because buyers often compare estate-lot confidence.
- Cardinal Woods: highlight landscaping, exterior maintenance, garage function, and the sequence of recent improvements.
- Fieldstone: prepare finished interiors, patios, garden areas, and any premium upgrades so the property reads as turnkey.
- Starrview Acres: clear storage overflow and make large-lot maintenance easy to understand.
- Hockley Valley: prepare terrain, views, trails, slopes, drainage, and recreation features for photography and buyer explanation.
- Hockley Village: clarify access, rural services, commute routes, and lifestyle benefits without overcomplicating the showing.
- Mono Centre: prepare conservation-adjacent and central-Mono context with honest land-use notes and clean outdoor areas.
- Mono Cliffs: gather known conservation, trail, setback, and park-adjacent information before making marketing claims.
- Camilla: emphasize Orangeville access, rural-lot feel, driveway function, and everyday convenience.
- Island Lake Estates: prepare lake-area lifestyle features, exterior spaces, and access routes for strong photography.
- Watermark: focus on estate-home curb appeal, landscaping, garage presentation, and premium interior readiness.
- For every pocket: prepare the property as a specific Mono lifestyle, not a generic house.

### Buyer questions to answer before they ask

- What is the water source, and where are the well records?
- When was the septic system last pumped, and where is it located?
- Is the propane tank owned or rented?
- Are wood-burning appliances WETT documented?
- What outbuildings have hydro, heat, water, or permits?
- What equipment, fixtures, appliances, or rural items are excluded?
- Who maintains the driveway, gate, lane, or shared access if applicable?
- How are snow removal, garbage, recycling, internet, and utilities handled?
- Are there conservation, easement, drainage, or land-use considerations?
- Which improvements were completed with permits or contractor invoices?
- What should a buyer know about neighbouring land uses, trails, or natural features?
- What are the approximate monthly carrying costs a buyer should understand?

### Photography and VR online showing checklist

- Confirm the driveway is clear from road to house before the media team arrives.
- Remove vehicles from front elevation, garage doors, barn doors, views, and turnaround areas.
- Turn on all interior lights and replace mismatched bulbs before photography.
- Open blinds and clean windows, especially where views sell the property.
- Stage decks, patios, firepits, pools, gardens, and view areas only if they are clean and safe.
- Unlock outbuildings that should be captured in photos, floor plans, or video.
- Provide Kevin with a short feature note for every rural element that needs explanation.
- Hide pet beds, bowls, litter boxes, livestock clutter, feed bags, and personal equipment where practical.
- Secure valuables, medication, firearms, documents, and personal identifiers.
- Check that Wi-Fi, alarm, gate codes, and lockbox instructions are ready for the showing plan.
- Prepare a clean route through the house, garage, outbuildings, and yard.
- Ask whether any feature should be omitted from media because it raises more questions than value.

### Final seven-day launch checklist

- Day 7: confirm pricing, documents, inclusions, exclusions, and market position with Kevin.
- Day 6: complete last contractor items and collect final receipts.
- Day 5: finish decluttering, storage unit moves, barn organization, and garage cleanup.
- Day 4: deep clean interiors, utility rooms, windows, appliances, and bathrooms.

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- Day 3: mow, trim, grade, sweep, pressure-wash, and prepare exterior spaces.
- Day 2: complete staging, lighting, bedding, towels, counters, closets, and mudroom reset.
- Day 1: remove vehicles, secure pets, unlock photo areas, open blinds, and turn on lights.
- Launch morning: check driveway access, weather conditions, documents, and showing instructions.
- First showing: ensure the property smells neutral, feels managed, and has no surprise access issues.
- First feedback: correct repeated objections quickly while launch momentum is strongest.
- Offer preparation: review expected conditions for inspection, water, septic, insurance, and financing.
- After launch: keep the home in showing condition and keep rural systems easy to access.

### Do-not-do list before selling in Mono

- Do not hide water, septic, moisture, WETT, propane, or structural issues with cosmetic fixes.
- Do not spend heavily on taste-based luxury finishes without checking buyer return.
- Do not leave barns, sheds, garages, or utility rooms full of unorganized storage.
- Do not assume buyers understand rural services without documentation.
- Do not block access to septic, well equipment, panels, generators, or mechanical systems.
- Do not overstate future use of land, outbuildings, hobby-farm features, or conservation-adjacent areas.
- Do not leave driveway, gate, or address visibility problems for showing day.
- Do not promise included items until exclusions are clearly reviewed.
- Do not use old seasonal photos if current exterior condition tells a different story.
- Do not rely on the inspection period to explain everything that could have been prepared earlier.
- Do not let pets, odours, mud, clutter, or equipment distract from the value story.
- Do not launch before the property can be confidently photographed, shown, and explained.

### Seller notes for Kevin

- Biggest concerns before listing: \_\_\_\_\_
- Documents still missing: \_\_\_\_\_
- Repairs to quote: \_\_\_\_\_
- Items to exclude: \_\_\_\_\_
- Best showing instructions: \_\_\_\_\_
- Questions for pricing strategy: \_\_\_\_\_

**Next step: Call Kevin Flaherty at 226-270-6433 or visit [Flaherty.ca](http://Flaherty.ca) to request a Mono home evaluation before spending heavily on renovations.**