

# Mono As-Is Sale Guide: Protecting Value When Documentation Is the Real Discount

A dense seller worksheet for high-value rural estate homes, luxury acreage, prestige-pocket properties, inherited rural homes, and documentation-heavy Mono listings.

In Mono, an as-is sale is rarely just a condition conversation. Buyers may be paying for privacy, land, views, outbuildings, estate streets, trails, recreation, and lifestyle. They may accept dated finishes or deferred maintenance, but they usually discount uncertainty. The seller objective is to reduce the documentation discount before reducing price.

**Kevin's Mono rule: at a seven-figure rural price tier, buyers often pay for confidence. If the setting is strong and the risk is organized, as-is does not have to mean distressed.**

## 1. Mono Market Context — April 2026 TRREB Snapshot

| Metric          | April 2026 result | As-is meaning for Mono   |
|-----------------|-------------------|--|
| Sales           | 8                 | Small monthly sample means the launch must be clear. A confusing as-is story can       |
| Average price   | \$1,380,000       | A buyer at this level expects accurate media, records, system information, and a calm  |
| Median price    | \$1,477,500       | The typical sale sits in a price band where a missing document can feel expensive even |
| New listings    | 25                | Buyers have fresh alternatives; a cloudy file is easier to skip.                       |
| Active listings | 51                | Inventory depth makes professional presentation and documentation more important.      |
| Average DOM     | 41                | As-is uncertainty should be addressed before the listing becomes stale.                |
| SP/LP           | 96%               | Pricing must be disciplined. The right strategy separates condition discount from      |
| Dollar volume   | \$11,040,000      | There is meaningful activity, but the buyer must understand the property before making |

## 2. The Documentation Gap: Gather This Before Launch

Do not wait until a buyer asks for documents. A Mono as-is property can lose leverage when documents are requested after the buyer is already nervous. The following file helps buyers separate real repair cost from fear.

- Septic: permit, installation date if known, tank location, pump records, service history, capacity notes, previous inspection reports, riser information, and any known repairs.
- Well: well record, recent water test, treatment equipment list, filter/UV/softener service history, pump and pressure tank details, and any seasonal performance notes.
- WETT and wood-burning appliances: reports, service invoices, appliance manuals, chimney cleaning receipts, and notes for fireplaces, inserts, stoves, outdoor boilers, or multiple appliances.
- Propane and fuel: ownership or rental agreement, supplier name, tank size, service records, fuel-use history, generator details, and any included or excluded equipment.
- Survey and boundaries: survey, site plan, fencing notes, driveway location, easements, trail agreements, shared access details, and any known boundary concerns.
- Permits and structures: records for additions, decks, pools, barns, workshops, sheds, garages, accessory dwellings, electrical work, major renovations, and finished basements.
- Conservation and land-use: correspondence, permits, mapping, watercourse notes, tree or slope considerations, and any previous approvals or refusals that should be disclosed carefully.
- Operating costs: property taxes, hydro, propane, oil if applicable, water treatment, snow removal, driveway maintenance, septic service, insurance, generator service, and internet options.
- Chattels, rentals, and exclusions: rented equipment, leased tanks, water treatment rentals, alarm contracts, fixtures, appliances, farm equipment, tools, attachments, gates, and personal items.
- Known issues list: write what is known, what is uncertain, what has been repaired, what has been deferred, and what the buyer should verify independently.

## 3. Pricing: Separate Condition Discount from Documentation Discount

A single discount number is too blunt for a Mono as-is sale. A dated ensuite, old carpet, tired deck, or unfinished basement may have an understandable repair range. Missing septic, well, survey, WETT, propane, permit, or easement records can create a wider fear range. Price with both categories in mind.

| Discount type               | What creates it                                       | How to reduce it  |
|-----------------------------|---|---|
| Visible condition discount  | Items buyers can see and price: cosmetics, flooring,  | Use contractor logic, recent comparable sales, and buyer-pool tolerance. The defect is  |
| System uncertainty discount | Items buyers cannot assess visually: septic capacity, | Reduce uncertainty by providing records and encouraging proper due diligence. Missing   |
| Legal or boundary discount  | Survey gaps, easements, access questions,             | These can become lawyer, lender, insurer, or future-use concerns. Clarify before launch |
| Presentation discount       | Weak photos, no drone context, unclear room           | Use professional media and narrated VR to help buyers understand the whole property,    |

## 4. Community-Specific As-Is Profiles in Mono

| Area | Common as-is pattern     | Best seller emphasis |
|------|--------------------------|----------------------|
|      | outbuildings or setting. |                      |

|                     |  |   |
|---------------------|--|---|
| Cardinal Woods      | Prestige estate homes may have dated luxury          | Position the estate-pocket value. Document mechanicals, renovations, permits, utilities,    |
| Fieldstone          | Executive properties can look discounted if interior | Show lot usability, scale, layout, and upgrade potential. Separate cosmetic dating from     |
| Watermark           | Luxury buyers may accept as-is terms if the file is  | Provide clean documentation and strong media so the property is not treated as a            |
| Starrview Acres     | Estate subdivision buyers compare condition and      | Explain pricing against estate-pocket expectations and provide records for major            |
| Island Lake Estates | Conservation-adjacent context can raise land-use     | Gather correspondence, survey information, and careful language about what buyers           |
| Hockley Valley      | Lifestyle, terrain, recreation, views, and           | Use drone, access notes, septic/well/WETT records, driveway details, and winter-function    |
| Hockley Village     | Recreational-use and rural-road expectations can     | Clarify outbuilding use, service records, road approach, heating, insurance, and property   |
| Purple Hill         | Older rural homes and estate properties can have     | Kevin has lived in Purple Hill since 1998; local context supports accurate buyer education. |
| Mono Centre         | Older rural character may come with septic, well,    | Organize records early and do not rely on vague statements about age or past work.          |
| Camilla             | Access, services, and proximity to Orangeville can   | Clarify driveway, commute pattern, systems, utility costs, and maintenance                  |

### 5. Buyer-Pool Analysis: Who Pays for Confidence?

- Lifestyle move-up buyers want privacy, views, a rural setting, and a long-term home. They may accept work if the property story is clear and the documents reduce fear.
- Prestige-pocket buyers compare setting, street feel, lot usability, and finish level. They may discount dated luxury finishes but still pay for the right location.
- Contractor-owner buyers may tolerate deferred maintenance because they can do work themselves, but they still need system, boundary, and legal clarity.
- Inherited-property buyers in the resale pool may understand incomplete seller knowledge, but they expect honest language and a well-organized file of available records.
- Recreational and Hockley-area buyers may value trails, views, ski proximity, workshops, and weekend usability, but they ask detailed questions about access and services.
- Equity-rich GTA or Orangeville-area buyers may have renovation money, but they often rely on inspectors, lawyers, lenders, insurers, and family advisers before removing conditions.
- Investors and flippers will still appear, but a high-value Mono seller should not automatically price for the lowest buyer pool unless distress or time pressure requires it.
- The best buyer is usually the one who sees both the opportunity and the risk clearly. Your marketing should attract that buyer and repel unrealistic speculation.

### 6. Preparation Checklist: Improve Trust Without Over-Renovating

- Clear safe access to septic, well, utility rooms, electrical panels, HVAC, propane tank, outbuildings, barns, workshops, garages, driveways, trails, and decks.
- Deep clean mechanical rooms, mudrooms, basements, storage areas, garages, barns, workshops, and exterior spaces that buyers will inspect closely.
- Remove debris, old materials, broken items, loose fuel containers, unsecured equipment, trip hazards, and clutter that make useful spaces feel risky.
- Label system locations where appropriate: septic lids, well head, pressure tank, filters, UV unit, softener, shutoffs, panels, propane equipment, generator, and shop hydro.
- Collect manuals, invoices, receipts, service tags, contractor names, warranties if any, and rental agreements into one digital and printed folder.
- Avoid partial cosmetic work that hides the as-is condition or creates a mismatch between online presentation and the in-person showing.
- Photograph land, approach, views, driveway, parking, turnaround space, outbuildings, gardens, decks, trails, fences, and privacy features before the property is disrupted.
- Write a known-issues summary in plain language, then review the wording with the appropriate professional before sharing it with buyers.
- Prepare showing instructions for gates, pets, alarms, long driveways, winter access, outbuilding access, lights, safety items, and privacy requirements.
- Decide what is included, excluded, rented, leased, negotiable, or personal property before buyers start writing offers.

### 7. Marketing Strategy: Make the Whole Property Understandable

The wrong marketing makes an as-is Mono property look like a repair list. The right marketing explains the land, privacy, outbuildings, systems, setting, and buyer lifestyle while being honest about condition.

- Use drone footage to show approach, neighbouring context, tree lines, views, fields, trails, outbuildings, slope, privacy, and relationship to nearby landmarks.
- Use a north arrow and boundary context where appropriate so buyers understand orientation rather than guessing from isolated aerial photos.
- Use narrated video to explain why the property is being sold as-is, what documents are available, what buyers should verify, and where the value sits.
- Use VR floor plans and flat floor plans to explain large rooms, walkout basements, lofts, additions, workshops, garages, and utility areas.
- Include measurements and captions for spaces that are hard to understand, especially shops, barns, garages, storage, basements, and outbuildings.
- Attach or organize document summaries in a way serious buyers can review without turning the listing into an overwhelming data dump.
- Keep photos honest. Do not hide defects so aggressively that the showing feels worse than the online presentation.
- Use MLS remarks carefully: emphasize setting, privacy, acreage, and opportunity while clearly signalling current-condition sale and due diligence.
- Syndicate the property broadly so the right lifestyle buyers can self-select before booking an in-person showing.
- Monitor feedback quickly. If repeated questions reveal confusion, adjust captions, documents, remarks, or showing instructions before the listing loses momentum.

### 8. Offer and Condition Planning

- Expect buyers to consider inspection, water test, septic review, WETT, insurance, financing, appraisal, lawyer review, and document-review conditions.
- Decide in advance which conditions are reasonable, which are too open-ended, and which can be narrowed with better documentation.
- Keep seller answers factual. If a question requires a professional, provide the record you have and encourage the buyer to verify independently.
- Avoid saying "as-is means no questions." Serious Mono buyers will ask questions; your leverage improves when you have organized answers.
- If a buyer renegotiates, identify whether the request is based on an actual defect, a missing document, a fear premium, or a price strategy.
- Use competing interest carefully. Multiple interested buyers can still discount if the file is unclear; confidence matters even in a strong showing week.
- Keep lawyers, inspectors, lenders, and insurers in mind. A buyer may love the property but still need third-party comfort to proceed.
- Do not let old MLS language, vague disclosures, or inconsistent document handling create avoidable closing risk.
- Before accepting, review included chattels, rental items, leased equipment, outbuilding contents, access rights, and closing deliverables.
- After acceptance, keep the document file organized so the transaction does not unravel because different parties receive inconsistent information.

### 9. Seller Worksheet: Score Your Documentation Risk

| Category | Score | Question |
|----------|-------|----------|
|----------|-------|----------|

|                           |             |   |
|---------------------------|-------------|---|
| Septic file               | 0 1 2 3 4 5 | Do you have permit, pump records, location, capacity, and service history?                      |
| Well/water file           | 0 1 2 3 4 5 | Do you have well record, water test, treatment system, service history, and pump details?       |
| WETT/wood heat            | 0 1 2 3 4 5 | Do you have reports, cleaning receipts, appliance information, and insurance-friendly records?  |
| Propane/fuel              | 0 1 2 3 4 5 | Do you know ownership, rental terms, supplier, fuel history, and generator details?             |
| Survey/easements          | 0 1 2 3 4 5 | Can buyers understand boundaries, access, trails, driveways, fences, and outbuilding locations? |
| Permits/outbuildings      | 0 1 2 3 4 5 | Can buyers see what was built, when, and what documentation exists?                             |
| Utilities/operating costs | 0 1 2 3 4 5 | Can buyers estimate carrying cost without guessing?   |
| Known-issues summary      | 0 1 2 3 4 5 | Have known facts and unknowns been separated clearly?   |
| Media readiness           | 0 1 2 3 4 5 | Can the listing show rooms, land, access, outbuildings, and setting honestly?                   |
| Pricing evidence          | 0 1 2 3 4 5 | Is the price supported by documented comparables and the right buyer-pool logic?                |

Scoring guide: 40–50 means the file is strong for an as-is launch. 25–39 means the property may still sell well, but buyers may ask more questions. Under 25 means the discount risk is likely being driven by missing information as much as condition.

### 10. Questions to Ask Before You List As-Is

- What problem are we solving: time, repairs, estate administration, cash flow, uncertainty, tenant issues, deferred maintenance, or seller preference?
- Which buyer pool is most likely to pay for this property's setting, privacy, land, outbuildings, and lifestyle?
- What is the strongest feature that photographs cannot explain by itself?
- Which missing document could create the largest buyer discount?
- What should be cleaned, labelled, opened, secured, removed, or made safer before photos and showings?
- Which cosmetic projects should be skipped because they delay the sale or imply a renovation standard the property does not meet?
- What wording should be reviewed by a lawyer or brokerage professional before the listing goes live?
- How will the marketing show land, access, buildings, systems, boundaries, and setting without hiding the as-is condition?
- What is the plan if the first week of showings reveals repeated objections about documents, price, systems, or presentation?
- What is the minimum acceptable result, and what trade-offs are acceptable between speed, certainty, and price?

### 11. Launch Timeline for a Mono As-Is Listing

| Timing    | Focus              | Seller action   |
|-----------|--------------------|---|
| Day 1-3   | Decision and scope | Decide why the sale is as-is, what will not be repaired, what must be made safe, and    |
| Day 4-7   | Document search    | Find tax records, survey, septic file, well records, water tests, WETT reports, propane |
| Day 8-10  | Risk sorting       | Separate known defects, uncertain items, buyer-verification items, rented equipment,    |
| Day 11-14 | Property cleanup   | Clean and organize access to utility rooms, outbuildings, driveways, trails, systems,   |
| Day 15-18 | Pricing review     | Compare renovated rural estate sales, documented as-is sales, active luxury acreage     |
| Day 19-22 | Media prep         | Plan drone, photos, VR floor plans, flat floor plans, measurements, narrated video,     |
| Day 23-28 | Launch             | Go live only when price, documents, media, showings, disclosure language, and as-is     |
| Week 2+   | Feedback loop      | Track repeated objections. If buyers keep asking the same question, fix the document    |

### 12. Buyer Objection Response Bank

| Buyer concern                                     | Helpful seller response  |
|---|--|
| "We do not know the septic condition."            | Provide pump records, permit/location information, service history, and inspection access if available. If records are       |
| "The well makes us nervous."                      | Provide water tests, treatment-system records, pump details, and service history. Do not guarantee yield or quality beyond   |
| "The wood stove may affect insurance."            | Provide WETT reports or cleaning/service records. If none exist, acknowledge that buyer insurance confirmation may be        |
| "We cannot tell where the property ends."         | Provide survey, site plan, fence notes, aerial context, or explain that boundaries must be verified by the buyer.            |
| "The shop or barn looks unpermitted."             | Provide permits if available, tax/property records, old invoices, or a clear statement of what the seller knows and does not |
| "The price does not reflect the work."            | Separate visible repair estimates from uncertainty. If the buyer is pricing fear rather than facts, improve documentation or |
| "We are worried about conservation restrictions." | Provide correspondence, mapping, and known history. Avoid promising future use; direct buyers to verify with the appropriate |
| "Why is it being sold as-is?"                     | Explain the seller's reason calmly: timing, estate, preference not to renovate, property complexity, or desire for a clean   |

### 13. Media Shot List for High-Value As-Is Mono Properties

- Drone approach from road to house, showing privacy, driveway, parking, turnaround, tree cover, neighbouring context, and setting.
- Aerial context with land orientation, usable yard, slopes, trails, fields, gardens, outbuildings, decks, and relationship to nearby amenities.
- Exterior elevations that honestly show condition without making the property look abandoned or worse than reality.
- Main interior rooms with clutter removed, lights working, windows clean, and scale visible.

- Utility rooms photographed clearly enough for serious buyers to understand systems, not so artistically that information is hidden.
- Well, pressure tank, treatment equipment, UV system, filter setup, septic access markers if visible, propane tank, generator, and electrical panels.
- Workshops, barns, sheds, garages, lofts, stalls, storage rooms, overhead doors, hydro, heat source, water source, and vehicle access.
- Basements, crawl spaces, walkouts, unfinished areas, moisture-prone areas, mechanical rooms, and structural elements that buyers will inspect.
- Views, privacy, trail access, patios, decks, porches, fire features, gardens, paddocks, and landscape elements that explain lifestyle value.
- Floor plans and measurements for rooms, garages, shops, barns, lower levels, additions, and awkward spaces that buyers cannot understand from photos alone.
- Narrated video segments that explain as-is position, documentation, property strengths, known limitations, and buyer due-diligence expectations.
- Document links or summaries placed where serious buyers can review them without overwhelming casual viewers.

### 14. What Not to Do in a Mono As-Is Sale

- Do not assume “as-is” means “no disclosure.” Known material facts still require careful handling and professional guidance.
- Do not hide systems, locked rooms, barns, shops, crawl spaces, septic areas, well equipment, or fuel tanks from serious buyers unless safety requires controlled access.
- Do not price as though the property is fully renovated and then expect buyers to ignore missing documents.
- Do not use urban-subdivision pricing logic for rural estate, acreage, conservation-adjacent, or prestige-pocket properties.
- Do not let beautiful interior photos replace land, driveway, access, outbuilding, and system explanation.
- Do not start random cosmetic renovations if safety, access, odour, moisture, clutter, and documentation are the real problems.
- Do not make unsupported statements about future severance, accessory uses, conservation permissions, outbuilding legality, or system capacity.
- Do not use vague language such as “everything should be fine.” State what is documented, what is known, what is unknown, and what buyers must verify.
- Do not ignore insurance, financing, appraisal, inspection, water, septic, WETT, and lawyer-review conditions. These are normal risk-control tools in rural sales.
- Do not wait until an offer arrives to look for the survey, septic file, well record, propane agreement, or permit history.
- Do not treat every buyer objection as a price objection. Many objections are clarity objections that can be reduced with better documents and explanation.
- Do not let the property look abandoned. As-is should mean current condition, not neglected presentation.

### 15. Document Cover Sheet Template

Use this cover sheet to make the document package easier for buyers, inspectors, lawyers, and insurers to review. The goal is not to overpromise. The goal is to reduce confusion by naming each record, its date, its source, and any limitations.

| Folder                   | Index field      | What to include  |
|--------------------------|------------------|--|
| Septic                   | Record name/date | Example: pump invoice dated 2024, permit copy if available, tank-location sketch, or note that no permit   |
| Well and water           | Record name/date | Example: water test, well record, treatment equipment receipt, UV bulb service note, pump invoice, or      |
| Wood heat                | Record name/date | Example: WETT report, chimney sweep receipt, installer invoice, appliance manual, or insurance             |
| Propane/fuel             | Record name/date | Example: supplier statement, tank ownership/rental note, delivery history, generator service record, or    |
| Survey/access            | Record name/date | Example: survey, site plan, aerial boundary sketch, easement reference, driveway note, or                  |
| Permits/renovations      | Record name/date | Example: addition permit, deck permit, electrical invoice, ESA record if available, contractor invoice, or |
| Outbuildings             | Record name/date | Example: barn/shop description, hydro source, water source, heat source, approximate use history, and      |
| Utilities/carrying costs | Record name/date | Example: tax bill, hydro summary, propane history, internet provider, snow-plow cost, insurance notes,     |
| Known issues             | Record name/date | Example: written seller summary distinguishing known facts, unknowns, completed repairs, and               |

### 16. Negotiation Playbook: When the Buyer Finds Something

- If the issue is visible and already priced, calmly point back to the pricing rationale rather than renegotiating twice for the same defect.
- If the issue is newly documented by an inspector, decide whether the finding changes buyer financeability, insurance, safety, or cost more than expected.
- If the issue is caused by a missing record, first ask whether a record can be found quickly before assuming the only solution is a price cut.
- If the buyer requests a credit, separate contractor-estimated cost from contingency, fear premium, inconvenience, and negotiation posture.
- If the buyer requests seller repairs, consider whether repairs create delay, liability, inconsistent workmanship, or a weaker as-is position.
- If water, septic, WETT, or insurance questions arise, keep communication factual and avoid technical opinions outside the available documents.
- If multiple buyers are active, do not rely on competition alone. A second buyer may inherit the same concern unless the document gap is corrected.
- If the offer collapses, capture the reason, strengthen the file, adjust the strategy, and relaunch the objection response before the next showing wave.
- If the buyer is unrealistic, distinguish between a legitimate rural due-diligence question and an attempt to convert a prestige property into a distress purchase.
- If the property is genuinely high risk, choose certainty over vanity pricing and use the as-is strategy to find the right risk-tolerant buyer quickly.

### 17. Final Pre-Launch Questions for Kevin

| Topic       | Question  |
|-------------|---|
| Positioning | What is the one-sentence value story: estate pocket, acreage, views, privacy, Hockley lifestyle, outbuildings, or proximity to Orangeville? |
| Risk        | Which missing document could cost the most in buyer confidence if it is not addressed before launch?  |
| Price       | Are we pricing only for visible repairs, or have we also priced for uncertainty, time, buyer pool, and active competition?                  |
| Media       | Will the online experience explain land, buildings, systems, and setting before a buyer arrives in person?                                  |
| Disclosure  | What should be said, what should not be said, and what should be reviewed by a lawyer or qualified professional?                            |
| Offer terms | Which buyer conditions are acceptable, which are too broad, and which can be shortened by stronger documents?                               |
| Fallback    | If showings are strong but offers are weak, is the issue price, documentation, condition, media, or buyer targeting?                        |

### 18. 30-Minute Zoom Preparation Worksheet

Before speaking with Kevin, use this worksheet to organize the facts that most often change a Mono as-is pricing and marketing strategy. The more precise the

answers, the easier it is to protect value without over-renovating.

| Topic                  | Notes to prepare   |
|------------------------|--|
| Seller objective       | Speed, certainty, price, privacy, estate timing, repair avoidance, tenant issue, cash flow, or another reason.                                   |
| Property type          | Estate subdivision, luxury acreage, older rural home, conservation-adjacent property, Hockley lifestyle property, or prestige pocket.            |
| Top value driver       | Privacy, views, land, outbuildings, garage/shop, location, trail access, layout, renovation potential, school/commute pattern, or lifestyle use. |
| Top risk driver        | Septic, well, WETT, propane, survey, permits, easement, driveway, conservation, roof, structure, moisture, insurance, or financing concern.      |
| Documents found        | List the records already available and their dates. Include scans, photos, invoices, agreements, reports, surveys, and correspondence.           |
| Documents missing      | List the records that cannot be found. A missing item is not always fatal, but it should be named before buyers discover the gap.                |
| Known defects          | Separate visible defects from system concerns and from facts that require professional verification.   |
| Work to avoid          | Name the repairs or cosmetic projects you do not want to complete before listing.  |
| Work still worth doing | Name safety, access, cleaning, labelling, debris-removal, odour, lighting, or maintenance items that improve buyer confidence without            |
| Showing restrictions   | Gate access, pets, tenants, alarms, outbuilding access, shop keys, winter driveway issues, privacy needs, and safety instructions.               |
| Offer priorities       | Preferred closing date, condition tolerance, deposit expectation, included chattels, exclusions, rentals, and minimum acceptable certainty.      |

- Take exterior photos of septic lids, well head, propane tank, generator, driveway, shop doors, barn entrances, and utility access before showings start.
- Create one folder for documents buyers can review and a separate private folder for seller-only notes, legal questions, and unverified assumptions.
- Write the reason for selling as-is in one calm sentence so the listing narrative is consistent across MLS remarks, video, showings, and negotiations.
- Identify the strongest comparable sale and the strongest active competitor before agreeing to a launch price.
- Decide whether a pre-list water test, septic pump record, WETT review, or document search could reduce more discount than it costs.
- Confirm whether any equipment is rented, leased, excluded, non-functional, unsafe to operate, or not owned by the seller.
- List questions that should be answered by a lawyer, insurer, septic professional, well contractor, WETT professional, surveyor, or conservation authority before launch.
- Prepare a short explanation of how buyers should understand the land, setting, outbuildings, and rural systems instead of relying only on photos.

### 19. Next Step with Kevin Flaherty

If you are considering selling a Mono property as-is, begin with a documentation and pricing strategy review before assuming that the only answer is a steep price reduction. Kevin Flaherty has lived in Purple Hill, Mono since 1998 and uses a video-narrated VR animated online showing system to help buyers understand rural estate, acreage, and prestige-pocket properties clearly.

**Book a Zoom strategy call: <https://flaherty.ca/kevinscalendar-zoom> | Request a Mono home evaluation: <https://flaherty.ca/mono-home-evaluation> | Call: 226-270-6433**

### 20. Seven-Day Action Plan Before You Decide to Sell As-Is

| Timing | Seller action   |
|--------|---|
| Day 1  | Confirm why you are considering as-is: speed, certainty, estate timing, repair avoidance, privacy, health, tenant issue, or documentation uncertainty.        |
| Day 2  | Create digital folders for septic, well, WETT, propane, survey, permits, easements, conservation, utilities, rentals, taxes, insurance, and service records.  |
| Day 3  | Walk the land and outbuildings with a phone camera. Photograph access points, utilities, exterior systems, driveway issues, barns, shops, decks, trails, and  |
| Day 4  | List every known defect separately from every missing document. Do not blur visible repairs, uncertain facts, and professional opinions into one vague issue. |
| Day 5  | Choose the improvements that protect confidence without becoming renovations: cleaning, labels, lights, access, odour control, safety, debris removal, and    |
| Day 6  | Identify the likely buyer pool: estate-pocket buyer, acreage lifestyle buyer, contractor-owner, Orangeville-area move-up buyer, inherited-property buyer, or  |
| Day 7  | Review pricing, documentation, media, disclosure language, showing instructions, and offer-term strategy before launch. A documented as-is sale is easier     |

Final reminder: in Mono, as-is does not have to mean careless, under-marketed, or heavily discounted. The strongest approach is to make the setting, land, systems, documents, and limits understandable before buyers invent their own risk story.

This guide is for marketing and planning purposes only. It is not legal, engineering, septic, well, WETT, conservation, insurance, appraisal, or tax advice. Sellers and buyers should obtain advice from the appropriate qualified professionals before relying on property-specific information.