

ERIN SEPTIC & WELL SELLING GUIDE

A practical seller checklist for rural Erin homes, Hillsburgh-area properties, Ospringe, Orton, and country homes outside the serviced village and Erin Glen areas.

Short answer: do not make buyers guess. Before listing an Erin home with septic or well, organize the septic pumping history, a current pumping receipt with baffle wording where possible, well flow information, bacterial water testing, and written disclosure. The seller who makes private systems easy to understand protects buyer confidence.

Prepared by Kevin Flaherty, Realtor since 1988

Kevin grew up near the Erin and Caledon Townline with Erin as the closest main town to his rural upbringing. His parents were both real estate brokers, and many family friends and business connections were in Erin. This guide adapts that rural experience into a simple preparation system for private-service properties.

Use this guide before you launch

- [] Read the five-item confidence package on page 2.
- [] Gather septic, well, water, and disclosure documents before photography and showings.
- [] Use the six-phase checklist on pages 3 and 4.
- [] Ask for professional advice before marketing any known problem as minor or resolved.
- [] Book a home evaluation when you want the document package matched to pricing and launch timing.

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1. The Five-Item Septic and Well Confidence Package

This package is not about overpromising. It is about reducing buyer mental friction. Upfront documents do not replace a buyer inspection, lender requirement, lawyer review, or their own water sample. They do give buyers and buyer agents a clear starting point.

Package Item	Best seller use	What it does not replace
Well flow rate test	Helps buyers and lenders start with water-quantity information instead of uncertainty.	A buyer lender, inspector, or condition requirement.
Bacterial water analysis	Shows E. coli and total coliform indicator results for that sample.	Chemical, mineral, mechanical, or seasonal well analysis.
Septic pumping receipt	Shows recent access, service, and visible technician comments at pumping.	A full septic-bed camera inspection unless actually performed.
Baffle wording	Reassures buyers that inlet and outlet baffles were considered, not ignored.	A guarantee that no future component can fail.
SPIS / OREA Form 222	Documents the seller knowledge about private water and sewage.	Legal advice or a warranty of property condition.

Seller file folder checklist

- Septic pumping receipts and maintenance invoices.
- Technician note about visible working order and baffles, where practical and accurate.
- Well flow rate test result and any pump or pressure-system service records.
- Bacterial water test result through the current local public-health process.
- Water treatment equipment details, filter records, manuals, and rental or service contacts.
- Survey, permits, WETT documentation, propane details, utility notes, and rural service contacts where relevant.
- A one-page summary explaining what each document proves and what it does not prove.

Kevin field rule: the confused mind does nothing. A rural buyer can love the house and still hesitate if the water and septic story feels vague. Your job is to make the file calm, factual, and easy to review.

2. Septic Preparation: What to Do Before Listing

A septic system does not need to be presented as scary. It needs to be presented as understood. The simplest confidence move is to gather the history, pump the tank before listing, and ask the technician for factual receipt wording about what was visible at the time of pumping.

Septic history worksheet

- List the approximate system age if known, and avoid guessing if you do not know.
- Record the system type as clearly as possible: tank and bed, advanced treatment, or another arrangement.
- Write the pumping dates from receipts, not from memory, whenever possible.
- Attach invoices for pump-outs, risers, lids, alarms, filters, repairs, permits, or replacement work.
- Separate facts from assumptions in your seller notes.
- Flag anything known or suspected for your Realtor and lawyer before launch.

What to ask at pumping

- Can the inlet and outlet baffles be observed safely during pumping?
- Is there anything visible that should be corrected before listing?
- What exact wording are you comfortable putting on the receipt?
- Can the receipt note that, at the time of pumping, the system appeared to be in good working order and the baffles were in place, if that is accurate?
- Should any follow-up technician or inspection be considered before the property goes live?

Kevin personal baffle lesson: at Kevin own home, a cement baffle snapped off in the technician hand during pumping. A simple pipe and 90-degree elbow solved the issue before solids could flow toward the bed. The lesson for Erin sellers is preparation, not panic.

3. Well Flow, Water Testing, and Disclosure

Well questions usually fall into two categories: quantity and quality. Quantity is addressed through a flow-rate test. Bacterial quality is addressed through the correct public-health water-sample process. Neither result is a permanent promise, but both help buyers start from facts.

Question	Seller preparation	Plain-language explanation
Is there enough water?	Arrange a well flow-rate test before listing if practical.	This gives a starting point for buyer and lender conversations.
Is the water safe?	Submit a bacterial water sample through the current local process.	The result addresses bacterial indicators for that sample.
What about minerals or chemicals?	Gather treatment records and any specialty tests already completed.	Bacterial testing does not answer every water-quality question.
Will the buyer test again?	Expect that some buyers and lenders will still complete their own tests.	Upfront results reduce fear; they do not remove due diligence.

Water sample handling checklist

- Use the proper bottle from the current public-health process.
- Follow timing and drop-off instructions exactly so the sample is not rejected.
- Keep the official result with the date and property file.
- If the result is not clean, pause and get advice before marketing the property as fine.
- Do not describe bacterial testing as chemical, mineral, or mechanical well certification.

Disclosure worksheet

- Review the Seller Property Information Statement and OREA Form 222 questions that apply to private water and sewage.
- Answer based on actual knowledge and documents, not marketing optimism.
- Use added comments when a yes-or-no answer needs dates or context.
- Disclose known problems. Do not hide, minimize, or wait for the buyer to find them.
- Ask your lawyer and Realtor before sharing uncertain wording with buyers.

4. Six-Phase Seller Action Plan

Use this sequence over roughly two to four weeks before launch. The practical planning range for tests and document preparation often lands between \$500 and \$2,000, depending on service providers, property condition, and how much documentation already exists.

Phase 1 - Existing history

- Gather septic receipts, service invoices, permits, and well records.
- Build a chronological maintenance log.
- Separate documents from memory or assumptions.

Phase 2 - Septic pump-out

- Book pumping before the property goes live.
- Ask about baffles and visible concerns.
- Keep the receipt, technician wording, company name, and date.

Phase 3 - Well and water

- Arrange flow-rate testing if practical.
- Submit bacterial water testing correctly.
- Collect treatment-equipment records and manuals.

Phase 4 - Disclosure

- Complete private-service answers carefully.
- Disclose known issues and uncertainties.
- Review sensitive wording with your Realtor and lawyer.

Phase 5 - Buyer package

- Combine well, water, septic, and disclosure records.
- Add rural documents such as survey, propane, WETT, permits, and utilities where relevant.
- Write a one-page explanation of what each document does and does not prove.

Phase 6 - Launch and respond

- Use plain language in listing remarks and buyer conversations.
- Expect some buyers to request their own inspections or tests.
- Respond with calm documentation instead of defensiveness.

5. Erin-Specific Buyer Confidence Notes

Erin is not one uniform service environment. Erin Village and Erin Glen can create different buyer expectations than Hillsburgh-area country homes, Ospringe, Orton, and rural roads outside the serviced areas. The more a buyer comes from a municipal-service background, the more the seller should explain private systems in simple language.

Area or buyer context	Likely concern	Seller response
Rural Erin roads	Buyer asks whether septic and well are normal.	Explain the setup, show records, and normalize private-service due diligence.
Hillsburgh / Ospringe / Orton	Buyer asks about system history and water testing.	Provide pumping history, well flow, water analysis, and disclosure.
Erin Village / Erin Glen comparison	Buyer compares serviced and private-service properties.	Be precise about what the property has and what documents support it.
GTA buyer source	Buyer may not know septic basics.	Use captions, a document package, and plain explanations before showings.

Red flags to avoid in marketing

- [] Do not say "recently inspected" if the system was only pumped.
- [] Do not hide known issues and hope the buyer condition misses them.
- [] Do not promise a lender will accept a specific flow-rate result.
- [] Do not make buyers chase basic documents after they have already become nervous.
- [] Do not rely on vague phrases such as "never had a problem" when documents are available.

Need a property-specific plan? Book a call with Kevin at flaherty.ca/kevinscalendar or start your home evaluation at flaherty.ca/homeeval. Phone/Text: 226-270-6433.

This guide is educational and marketing-preparation oriented. It is not legal, engineering, septic, plumbing, water-treatment, public-health, or lending advice. Sellers should confirm current requirements with qualified professionals.