

Rural Property Selling Guide

Your Preparation Checklist for Acreage and Country Homes

New Tecumseth, Ontario

Selling a rural property in New Tecumseth involves unique technical and environmental considerations. This evergreen guide provides a clear checklist to prepare your septic system, well water, outbuildings, and land documentation before listing. Use it alongside a property-specific evaluation from Kevin Flaherty to build your selling plan with confidence.

What's Inside:

- Septic system preparation and inspection checklist
- Well water testing and documentation
- Outbuilding and land documentation
- Zoning and conservation authority checks
- Heating, utility, and access considerations
- Buyer pool positioning strategies
- Next steps and how to get started

Kevin Flaherty | Broker | Realtor Since 1988

226-270-6433 | flaherty.ca | eXp Realty

Top 1% Ontario Realtors | 38 Years Experience | \$500M+ Career Volume

Septic System Preparation Checklist

A failing septic system can derail a sale or result in a significant price reduction. Proactive inspection and documentation are critical for rural transactions.

- Locate the septic tank and ensure access lids are exposed or clearly marked
- Schedule a professional septic pump-out if not done in the last 3-5 years
- Obtain a formal septic inspection report or Use Permit to provide to buyers
- Gather past maintenance records, installation date, and contractor details
- Ensure no heavy vehicles have driven over the weeping bed area
- Verify that no deep-rooted trees or shrubs are growing near the weeping bed
- Confirm the system capacity matches the current number of bedrooms
- Address any slow drains, gurgling sounds, or pooling water immediately
- Understand Ontario Regulation 315/10 requirements if near vulnerable water sources
- Prepare to answer buyer questions about system age and expected lifespan

Well Water Documentation Checklist

Buyers need assurance that the well provides safe drinking water and sufficient flow for daily household use.

- Conduct a recent bacterial potability test (free through Public Health Ontario)
- Schedule a 24-hour flow/recovery test to prove water volume capacity
- Gather records for any UV filtration, water softeners, or reverse osmosis systems
- Document the age and depth of the drilled or dug well, if known
- Locate the original well record from the Ministry of the Environment, if available
- Ensure the well cap is secure, sealed, and elevated above ground level
- Disclose any seasonal water shortages or historical flow issues
- Replace filters and service purification equipment before showings begin
- Ensure the area around the well head is clear of contaminants or agricultural runoff
- Keep test results clearly displayed during showings for buyer confidence

Outbuilding and Land Documentation

The value of rural property extends far beyond the main house. Buyers will scrutinize the condition and utility of every structure and acre.

- Clean and declutter barns, workshops, drive sheds, and garages
- Ensure all outbuilding doors, windows, and roofs are functional and leak-free
- Document electrical and plumbing services connected to outbuildings
- Provide an up-to-date property survey or reference plan to clarify boundaries
- Clearly mark property lines, especially if fencing is absent or incomplete
- Disclose any easements, right-of-ways, or shared access agreements
- Note the condition and maintenance history of the driveway (especially for winter)
- Identify workable acreage versus bush, wetlands, or protected areas
- Gather records for any Managed Forest tax incentive programs
- Document the location of any buried fuel tanks, old foundations, or wells

Zoning and Conservation Authority Checks

Zoning dictates what a buyer can legally do with the land, while conservation authorities regulate environmental protections.

- Confirm the exact zoning designation (e.g., Agricultural, Rural Residential)
- Understand permitted uses (livestock limits, home businesses, secondary dwellings)
- Identify if the property falls under Nottawasaga Valley Conservation Authority (NVCA) jurisdiction
- Disclose any flood plain designations, protected wetlands, or Greenbelt restrictions
- Gather permits for any recent construction, additions, or major renovations
- Ensure all structures comply with current municipal setbacks and bylaws
- Prepare to explain how zoning impacts property taxes (e.g., farm tax rate vs residential)
- Disclose any ongoing disputes with neighbors regarding land use or boundaries
- Consult a tax professional regarding capital gains on land exceeding 0.5 hectares

Heating, Utilities, and Access Considerations

Rural infrastructure differs significantly from urban services. Transparency regarding utilities builds trust and prevents conditional period surprises.

- Clearly state the primary heating source (propane, oil, wood, geothermal, electric)
- Disclose whether the propane tank is owned or leased (and the supplier name)
- Provide the last 12 months of utility bills to demonstrate operating costs
- Document the age and WETT certification status of any wood stoves or fireplaces
- Verify and document the speed and reliability of your internet service provider
- Note cell phone reception quality across different areas of the property
- Detail the snow removal process and costs for long rural driveways
- Ensure the municipal address number is clearly visible at the road for emergency services
- Check that the property has adequate exterior lighting for evening showings
- Gather documentation for any backup generators (automatic or manual transfer)

Buyer Pool Positioning Strategies

Marketing a rural property requires targeting specific demographics who value the unique lifestyle your land offers.

- Identify your most likely buyer: hobby farmer, estate buyer, commuter, or retiree
- Highlight proximity to major employers (like the Honda plant) for commuter appeal
- Emphasize privacy, mature trees, and natural views for lifestyle buyers
- Detail the agricultural potential (soil quality, paddocks) for hobby farmers
- Prepare the property for high-altitude drone photography to show the full acreage
- Ensure the home is ready for a Video Narrated VR Animated Online Showing
- Understand that rural properties typically require longer days on market than urban homes
- Price the property based on acreage-utility, not just the square footage of the house
- Prepare to market the property across multiple regions, as buyers often relocate from the GTA

Next Steps

- Request your free home evaluation at flaherty.ca/homeeval
- Book a call or Zoom with Kevin to discuss your specific property type and acreage
- Use this checklist to begin gathering technical documents before your evaluation appointment
- Review the New Tecumseth Real Estate Market Report for current conditions
- Ask Kevin which outbuilding improvements will support your price and which will not

Kevin Flaherty | Broker | Realtor Since 1988

226-270-6433 | flaherty.ca/homeeval

eXp Realty | Top 1% Ontario Realtors