

New Tecumseth Hobby Farm Selling Guide

A Complete Checklist for Preparing, Documenting,
and Marketing Your Small Acreage Property

*Sell your hobby farm for more money, in less time,
with less stress -- from the Flaherty Team.*

Kevin Flaherty

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Serving New Tecumseth since 1988 | \$500M+ Career Sales
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This guide is for informational purposes only and does not constitute legal, tax, or financial advice. Always consult qualified professionals for your situation.

Section 1: Pre-Listing Preparation Checklist

Complete these steps before your hobby farm goes on the market.

1.1 Land and Pasture

- Walk all pasture and paddock areas for hazards, debris, and drainage issues**
Fill muddy spots, reseed worn areas, mow overgrown sections.
- Identify and mark any wetland, floodplain, or NVCA-regulated land**
Buyers and their lawyers will ask; know the answer before they do.
- Clean up debris piles, old equipment, and non-essential items from fields**
- Confirm usable acreage vs. constrained land (bush, wetland, protected forest)**
Usable acres carry the most value; be ready to explain the breakdown.
- Arrange drone photography during growing season to show land at its best**

1.2 Fencing

- Walk every fence line -- tighten loose boards, replace broken posts, repair gates**
Fencing is one of the highest-return pre-list investments on a hobby farm.
- Replace old or unsafe wire fencing in visible paddock areas**
- Repaint or stain wood fencing where faded or weathered**
- Ensure all gate latches and hinges are secure and functional**

1.3 Barn and Outbuildings

- Inspect roof, walls, and foundation of all barns and outbuildings**
A structurally sound barn adds value; a failing one reads as a cost.
- Clean barn aisles: sweep cobwebs, remove manure, add fresh shavings to stalls**
- Check stall safety: boards, latches, kick walls, and flooring**
- Inspect ventilation, lighting, and electrical in the barn**
- Organize tack room and feed room -- remove clutter, label storage**
- Clear access paths to barn and outbuildings for trailers and vehicles**

1.4 Riding Arena (if applicable)

- Drag and level arena footing; address any low or wet spots**
- Remove weeds and debris from arena surface and perimeter**
- Inspect arena fencing and access gates; repair as needed**
- Photograph arena in good light to show size and condition clearly**

1.5 House and Yard

- Power wash exterior of house, barn, and fencing**
- Tidy the yard: mow, edge, remove dead plants, clean up manure area**
- Ensure front entrance and driveway make a strong first impression**
- Complete any deferred interior maintenance visible to buyers**

Section 2: Documentation Checklist

Assemble these records before listing to prevent delays during the buyer's conditional period.

2.1 Well and Water

- Current well water potability test (bacterial)**
Available free through Public Health Ontario -- test within 30 days of listing.
- 24-hour well flow and recovery test results**
Demonstrates the well can sustain a household and animals.
- Well depth, pump age, and last service record**
- Water softener or treatment system documentation (owned or rented?)**

2.2 Septic System

- Septic use permit or certificate of approval**
Required in some municipalities; check with the Township of New Tecumseth.
- Recent septic pump-out record (within 3 years recommended)**
A proactive pump-out costs \$200-\$500 and removes a major buyer objection.
- Septic inspection report if available**
A failing system can cost \$15,000-\$60,000+ to replace -- buyers will want assurance.
- Location of septic tank and leaching bed clearly identified on property**

2.3 Survey and Boundaries

- Up-to-date reference plan or survey (strongly recommended)**
Clarifies boundary lines, fence positions, and any shared driveways or easements.
- Identify any easements, rights-of-way, or encroachments on the property**
- Confirm fence lines match the survey (or note any discrepancies)**

2.4 Zoning and Permitted Use

- Written zoning confirmation from the Township of New Tecumseth**
Confirm Agricultural vs. Rural Residential and what uses are permitted.
- Minimum Distance Separation (MDS) information if livestock buildings are present**
Buyers planning to expand will want to know the setback constraints.
- Nottawasaga Valley Conservation Authority (NVCA) mapping if applicable**
Any regulated land must be disclosed; obtain a property inquiry from NVCA.
- Greenbelt or Oak Ridges Moraine designation confirmation if applicable**

2.5 Heating, Utilities, and Connectivity

- Heating system type, age, and last service record**
Furnace, boiler, heat pump, wood stove -- disclose all.
- Propane tank: confirm owned or leased; if leased, identify supplier and contract terms**
- Electrical panel age and capacity; note any outbuilding sub-panels**
- Internet service provider and documented speeds**
High-speed internet is a top priority for remote-working buyers.
- Any farm-gate sales records, grazing leases, or agricultural agreements in place**

Section 3: Valuation and Pricing Checklist

Understand how each component of your property is valued before setting the asking price.

3.1 Acreage and Land Value

- Calculate usable acreage (pasture, paddocks, gardens, workable fields) separately from constrained land
- Confirm whether any acreage qualifies for Farm Property Tax Class
Most hobby farms are taxed residential; confirm with MPAC.
- Identify any income-producing elements (hay sales, grazing leases, market garden)
- Review comparable rural and lifestyle property sales in a 20-30 km radius
Hobby farms require a wider geographic lens than urban comparables.

3.2 Outbuilding Value Assessment

Outbuilding value is driven by condition and function, not size alone. A clean, safe, functional barn adds more than a large but deteriorating one.

Feature	Typical Value Impact	Key Buyer Concern
Perimeter & paddock fencing	Strong return on prep dollars	Safety, tightness, no broken boards
Barn & stalls	Solid when functional	Structure, ventilation, roof, stall safety
Pasture & drainage	Good return; signals care	Usable land, no chronic mud
Riding arena	Variable; equestrian buyers	Level, drained footing, good fencing
Neglected outbuilding	Can reduce value	Read as demolition & cleanup cost

3.3 Pricing Checklist

- Obtain a formal Comparative Market Analysis (CMA) from Kevin Flaherty
A CMA evaluates usable acreage, outbuilding condition, zoning, and recent lifestyle property sales.
- Confirm whether the Principal Residence Exemption applies to the full property or only the house and up to ~0.5 hectare
Consult a tax professional before listing -- capital gains may apply to excess acreage.
- Understand whether the Lifetime Capital Gains Exemption (LCGE) applies
The LCGE applies only to Qualified Farm Property used in a farming business -- most hobby farms do not qualify.
- Set an asking price that reflects the lifestyle value, not just the house square footage
- Decide on seasonal timing: spring/summer shows land best; off-season requires advance photography

Section 4: Marketing and Buyer Targeting Checklist

Reach the right buyer pool with the right message -- hobby farms require a specialized marketing approach.

4.1 Photography and Media

- Professional photography of house, barn, fencing, pastures, and arena**
Include golden-hour shots; show fencing, animals, and the relationship between buildings.
- Drone photography and video to show acreage layout, land boundaries, and outbuilding positions**
- Video Narrated VR Animated Online Showing created**
Lets GTA buyers explore the farmhouse, barn, paddocks, and land virtually before making the drive.
- Capture all media during the growing season even if listing later in the year**

4.2 Listing Description and Positioning

- Lead with the lifestyle angle that fits the property: equestrian, hobby farm, country retreat, or homestead**
- Highlight usable acreage, barn stalls, fencing type, arena size, and pasture condition specifically**
- Document and feature internet speeds and provider in the listing**
A top priority for remote-working buyers leaving the GTA.
- Note proximity to Alliston (Honda plant), schools, feed stores, and veterinary services**
- Include all well, septic, and zoning details in the listing disclosure package upfront**

4.3 Buyer Targeting

- Target GTA families seeking country lifestyle through online and social media channels**
- Reach equestrian buyers through horse-specific networks, tack shops, and boarding stables**
- Market to Honda plant employees and executives seeking acreage near Alliston**
- Reach hobby farmers through homesteading and small-farm communities online**
- Leverage Kevin Flaherty's database of 2,317+ active buyers in the region**

4.4 Showings and Offers

- Pre-qualify showing requests: confirm buyers are genuinely interested in rural lifestyle**
- Prepare a property information package: survey, well test, septic records, zoning letter**
- Disclose all known material facts about the property upfront**
Avoids surprises during the conditional period that can kill a deal.
- Review all offer conditions carefully: septic, well, inspection, financing, zoning**
- Confirm propane tank ownership or lease assignment is addressed in the offer**

Section 5: Quick Reference and Next Steps

Key contacts, resources, and your next steps toward a successful sale.

5.1 Key Contacts and Resources

Contact	Details	Purpose
Township of New Tecumseth	24 Tupper St. W., Alliston 705-435-3900 newtecumseth.ca	Zoning confirmation, building permits, septic use permits
Nottawasaga Valley Conservation Authority (NVCA)	nvca.on.ca 705-424-1479	Property inquiries for regulated land, floodplain mapping
Public Health Ontario (Simcoe)	publichealthontario.ca	Free bacterial well water testing kits
Muskoka) MPAC (Municipal Property Assessment Corp.)	mpac.ca 1-866-296-6722	Property tax class, assessment review
Ontario Ministry of Agriculture (OMAFRA)	ontario.ca/omafra	MDS formula, farm property tax class, agricultural programs

5.2 Hobby Farm Selling Timeline (Typical)

Stage	Action
6-8 weeks before listing	Walk fences, inspect barn/outbuildings, arrange well test and septic pump-out
4-6 weeks before listing	Obtain survey, zoning letter, NVCA inquiry; complete all repairs and cleanup
3-4 weeks before listing	Professional photography, drone footage, VR showing production
2 weeks before listing	Review CMA with Kevin, confirm asking price and positioning
Listing day	Full disclosure package ready; listing live on MLS and all digital channels
Conditional period	Buyer inspections, well/septic review, financing; your documentation prevents surprises
Closing	Confirm propane tank transfer, final walkthrough, key handover

5.3 Your Next Step

Book a free, no-obligation hobby farm evaluation with Kevin Flaherty. Kevin will walk your property, assess the land, outbuildings, and documentation, and give you a clear picture of what your hobby farm is worth and how to position it for the best possible sale.

Call or Text: 226-270-6433

Email: kevin@flaherty.ca

Book online: flaherty.ca/kevinscalendar

Free Home Evaluation: flaherty.ca/homeeval

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