

## Your Complete New Tecumseth Vacant Land Selling Checklist

Work through each phase in order. Check off every item before moving to the next phase. Call Kevin Flaherty at 226-270-6433 with any questions.

### Why Selling Land Is Different

Selling vacant land is not the same as selling a house. Buyers are purchasing potential, not a finished product, so they need confidence that they can actually build or use the land as intended. The single biggest reason land deals collapse is uncertainty around zoning, conservation limits, services, and access. This guide walks you through removing that uncertainty so your New Tecumseth property attracts serious, qualified buyers and closes without surprises.

### Phase 1: Due Diligence & Zoning Verification

*Before you list, confirm exactly what a buyer is legally allowed to do with the land. In New Tecumseth, this means understanding your zoning, whether the Nottawasaga Valley Conservation Authority (NVCA) regulates the property, and whether Oak Ridges Moraine policies apply.*

- Verify your property's exact zoning designation with the Town of New Tecumseth.
- Check if the land falls under the Nottawasaga Valley Conservation Authority (NVCA).
- Determine if your parcel is zoned Agricultural (A1/A2) or Rural (RU).
- Confirm if the property is located within the Oak Ridges Moraine Conservation Plan area.
- Identify the permitted uses for your specific zoning (e.g., single-family home, hobby farm).
- Review the Simcoe County Official Plan for any future development restrictions.
- Check for any restrictive covenants registered on the property title.
- Locate or commission an up-to-date boundary survey.
- Ensure the survey clearly marks all property lines, easements, and rights-of-way.
- Identify any encroachments from neighboring properties (fences, structures, driveways).
- Confirm legal road access to the property (frontage on a year-round maintained road).
- If landlocked, investigate the process for securing a legal easement or right-of-way.
- Verify the availability of municipal services (water, sewer, hydro, natural gas).
- If unserviced, commission a soil percolation (perc) test for septic system viability.
- Assess the potential for drilling a well (check neighboring well records).
- Identify any protected environmental features (wetlands, steep slopes, endangered species habitat).
- Consult with an environmental professional if a Phase I Environmental Site Assessment (ESA) is needed.
- Determine the buildable area (building envelope) free from setbacks and conservation limits.
- Gather any existing permits, studies, or architectural plans related to the property.
- Understand the timeline and costs associated with obtaining building permits in New Tecumseth.

### Phase 2: Property Preparation & Valuation

*Once you understand the land's potential, prepare the property so buyers can visualize it and price it against the right comparables. An unserviced rural parcel is valued very differently than a fully serviced subdivision lot.*

- [ ] Walk the property lines and clearly mark the corners with stakes or flags.
- [ ] Clear brush or debris to improve access to the potential building site.
- [ ] Do not clear-cut mature trees without consulting a professional (some buyers prefer wooded lots).
- [ ] Remove any garbage, scrap metal, or old equipment from the property.
- [ ] Ensure any existing outbuildings or structures are safe and accessible.
- [ ] If applicable, repair or install a gate at the property entrance.
- [ ] Consider installing a culvert or gravel driveway to provide easy access for buyers.
- [ ] Obtain a professional Opinion of Value from a real estate broker experienced in land sales.
- [ ] Review a Comparative Market Analysis (CMA) of recent vacant land sales in New Tecumseth.
- [ ] Understand how zoning, services, and location impact your property's value.
- [ ] Compare your unserviced rural parcel to similar unserviced parcels, not fully serviced subdivision lots.
- [ ] Factor in the cost of bringing services to the lot line when determining the asking price.
- [ ] Consider the impact of NVCA restrictions or Oak Ridges Moraine policies on the land's value.
- [ ] Discuss pricing strategies with your broker (e.g., pricing for a quick sale vs. maximizing return).
- [ ] Determine your bottom-line acceptable price and ideal closing timeline.
- [ ] Identify your target buyer (e.g., custom home builder, investor, hobby farmer).
- [ ] Understand the financing challenges land buyers face (higher down payments, stricter lending criteria).
- [ ] Consider whether you are willing to offer seller financing (vendor take-back mortgage) to attract buyers.
- [ ] Consult with your accountant or real estate lawyer regarding potential HST implications.
- [ ] Determine if capital gains tax will apply to the sale of your vacant land.

### **Key Principle: Price Against the Right Comparables**

A common mistake is valuing rural acreage using the per-acre price of a serviced building lot. They are not the same product. Workable, serviced, road-fronting land commands a premium; bush, wetland, floodplain, and landlocked acreage do not. Always compare like-for-like, and factor in the cost a buyer will face bringing services to the lot line.

## **Phase 3: Marketing & Exposure**

*Marketing land requires showing topography, boundaries, and surrounding amenities. The Flaherty dedicated marketing team uses drone footage and Video Narrated VR Animated Online Showings to give buyers a complete picture.*

- [ ] Hire a real estate team with a proven marketing strategy for vacant land.
- [ ] Ensure the marketing plan includes professional drone photography and videography.
- [ ] Use drone footage to showcase the property boundaries, topography, and surrounding area.
- [ ] Highlight nearby amenities (e.g., proximity to Alliston, Beeton, Tottenham, Highway 400).
- [ ] Utilize Video Narrated VR Animated Online Showings to provide a comprehensive virtual tour.
- [ ] Ensure the online showing clearly outlines the building envelope and potential home sites.
- [ ] Create a detailed property information package for prospective buyers.
- [ ] Include the survey, zoning information, perc test results, and NVCA maps in the package.

- [ ] Highlight the lifestyle benefits of the property (e.g., privacy, nature, space for a hobby farm).
- [ ] Market the property across multiple online platforms and social media channels.
- [ ] Target buyers looking to relocate from the GTA to rural New Tecumseth.
- [ ] Reach out to local custom home builders and developers who may be looking for lots.
- [ ] Ensure the property listing clearly states whether HST is included in or in addition to the purchase price.
- [ ] Provide clear directions to the property, especially if it doesn't have a standard municipal address.
- [ ] Install a highly visible 'For Sale' sign at the property entrance.
- [ ] Ensure the sign includes contact information for your real estate broker.
- [ ] Monitor buyer feedback and adjust the marketing strategy if necessary.
- [ ] Keep the property accessible and well-maintained throughout the listing period.
- [ ] Be prepared to answer questions about building costs, permits, and services.
- [ ] Communicate regularly with your broker to review showing activity and market conditions.

## Phase 4: Evaluating Offers & Negotiation

*Land offers often contain conditions for financing, soil tests, and permit approvals. Evaluate the full offer, not just the price, and protect yourself against deals that tie up your property without closing.*

- [ ] Review all offers carefully with your real estate broker and lawyer.
- [ ] Look beyond the purchase price; consider the deposit amount, closing date, and conditions.
- [ ] Understand common conditions in land offers (e.g., financing, soil tests, building permit approval).
- [ ] Evaluate the buyer's financial strength, especially given the strict lending criteria for vacant land.
- [ ] If the buyer requires a long conditional period for NVCA approvals, consider the risks of tying up the property.
- [ ] Negotiate a non-refundable deposit if the buyer requests an extended due diligence period.
- [ ] Be prepared to provide the buyer with access to the property for testing and inspections.
- [ ] Ensure any seller financing terms (VTB) are clearly outlined and legally sound.
- [ ] Clarify who is responsible for paying the HST (if applicable) in the Agreement of Purchase and Sale.
- [ ] Confirm that the buyer acknowledges any restrictive covenants or easements on the title.
- [ ] Address any requests for the seller to clear additional land or remove structures before closing.
- [ ] Understand the implications of an 'as is, where is' clause in the agreement.
- [ ] Negotiate with a clear understanding of your bottom line and walk-away point.
- [ ] Use market data and recent comparable sales to justify your counter-offers.
- [ ] Respond to offers promptly to maintain momentum in the negotiation.
- [ ] Ensure all verbal agreements are documented in writing.
- [ ] Consult your real estate lawyer before signing the final Agreement of Purchase and Sale.
- [ ] Once an offer is accepted, monitor the progress of the buyer's conditions.
- [ ] Provide any requested documentation (e.g., survey, perc test) to the buyer promptly.
- [ ] Celebrate when the conditions are fulfilled and the deal becomes firm.

## **Watch the Conditional Period**

If a buyer needs months to secure NVCA approvals or a building permit, your land is off the market the entire time with no guarantee of closing. Consider negotiating a larger or non-refundable deposit, or a firm outside date, so an extended due-diligence period does not leave you stuck.

## Phase 5: Closing the Sale

*The closing phase is where preparation pays off. A clean title, an accurate survey, and clear documentation keep the transaction moving smoothly to a successful completion.*

- Instruct your real estate lawyer to begin preparing the closing documents.
- Provide your lawyer with the Agreement of Purchase and Sale and any related documents.
- Ensure your lawyer has a copy of the property survey and title information.
- Address any title issues or liens identified by the buyer's lawyer.
- If applicable, arrange for the discharge of any existing mortgages on the property.
- Confirm the final closing date and the exact amount of funds you will receive.
- Sign the necessary transfer documents and affidavits with your lawyer.
- If you offered seller financing, ensure the mortgage documents are properly registered.
- Cancel any insurance policies related to the vacant land effective on the closing date.
- Notify the Town of New Tecumseth of the change in ownership for property tax purposes.
- Pay any outstanding property taxes up to the closing date.
- Settle the real estate commission and legal fees from the proceeds of the sale.
- Ensure the property is left in the condition agreed upon in the contract.
- Remove any personal property, equipment, or debris before the closing date.
- Provide the buyer with any keys for gates or outbuildings.
- Hand over any original documents, studies, or permits related to the property.
- Confirm with your lawyer that the transaction has closed and funds have been transferred.
- Retain copies of all closing documents for your records and tax purposes.
- Consult your accountant regarding the reporting of the sale on your income tax return.
- Enjoy the successful sale of your vacant land in New Tecumseth!

## Property Snapshot Worksheet

**Property zoning designation (e.g., A1, RU, EP):**

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**Is the property within NVCA jurisdiction? (Yes / No / Unsure):**

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**Is the property within the Oak Ridges Moraine area? (Yes / No):**

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**Total acreage and approximate buildable area:**

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**Available services (water / sewer / hydro / gas / none):**

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**Road access and frontage (year-round maintained road?):**

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# Vacant Land Selling Guide

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Survey on file? (Year / None):

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Target buyer (custom builder / investor / hobby farmer / other):

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Desired list price and bottom-line acceptable price:

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**Ready to get started? Book your free home evaluation today.**

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