

Your Complete Rural Property Selling Checklist

Selling acreage or a country home in Wellington North is a different exercise than selling an in-town house. You are not just selling a home; you are selling private systems, land-use rights, outbuildings, and lifestyle potential. This checklist walks you through every phase, from documentation to closing, so your property reaches the right buyers, including those relocating from the GTA, and sells for what it is truly worth.

Work through each section in order and check off every item before moving on. With over 38 years of experience and over \$500M in real estate sold, Kevin Flaherty and his marketing team use Video Narrated VR Animated Online Showings to give rural properties maximum exposure. Have a question? Call Kevin directly at 226-270-6433.

1. Property Documentation Prep

Assemble these documents before your property goes live. A buyer who sees a well-documented property negotiates far less aggressively than one met with missing paperwork.

- Locate your most recent property survey (or order a new one)
- Gather the deed and confirm the legal description
- Collect any registered easement or right-of-way documents
- Pull permits for additions, renovations, and outbuildings
- Find the most recent property tax statement
- Compile any conservation authority correspondence
- Confirm whether the propane tank is owned or leased
- Locate equipment manuals and warranties (furnace, pump, softener)
- Document internet/high-speed availability for remote-work buyers
- List all chattels and fixtures included in the sale

2. Septic & Well Inspection Checklist

On a rural property, the systems a town would provide are yours to prove. Verify and document each one before listing rather than during the buyer's conditional period.

- Book a pre-listing septic inspection with a qualified inspector
- Request a septic file search / as-built drawing from the authority
- Gather septic pump-out receipts and repair invoices
- Confirm the system class (Class 4 leaching bed vs Class 5 holding tank)
- Order a well water quality test (bacteria, nitrates)
- Arrange a 24-hour well flow / recovery test
- Locate the original well record / drilling log
- Obtain a WETT certificate for any wood stove or fireplace
- Note the age of the septic system and budget for end-of-life risk
- Document any water treatment (UV, softener, filtration) in place

3. Zoning & Land-Use Verification

Buyers buy what they are allowed to do with the land. Confirm exactly what your zoning permits with the Township of Wellington North before marketing any potential use.

- Confirm the zoning designation (Agricultural vs Rural Residential)
- Verify permitted uses (livestock, home business, secondary dwelling)
- Check minimum lot size and setback requirements
- Confirm whether severance is realistically possible
- Identify any regulated wetland or floodplain on the parcel
- Confirm conservation authority jurisdiction and restrictions
- Verify any Managed Forest or farm tax program commitments
- Check for Greenbelt or Oak Ridges Moraine designations
- Confirm road access classification (municipal vs private)
- Document any agricultural or development restrictions on title

4. Marketing Preparation for Rural Properties

The right buyer is often in the GTA and cannot judge acreage from a few photos. Build marketing assets that let distant buyers experience the entire property online.

- Schedule high-altitude drone photography of the full parcel
- Commission a Video Narrated VR Animated Online Showing
- Capture professional interior and exterior photography
- Create a property map showing buildings and lot lines to scale
- Photograph outbuildings as usable assets (barn, shop, garage)
- Highlight lifestyle features (trails, pond, views, privacy)
- Confirm syndication reach beyond MLS (online exposure)
- Prepare a feature sheet listing acreage, systems, and upgrades
- Verify and feature high-speed internet availability
- Write a land-and-lifestyle story, not just a house description

5. Showing Preparation for Acreage

On a country property the approach, laneway, and grounds shape the first impression long before a buyer reaches the front door. Prepare the land as carefully as the house.

- Clear, grade, and tidy the laneway and parking area
- Mow and trim around the home and all outbuildings
- Declutter and organize the barn, shop, and storage buildings
- Remove debris, scrap, and unused equipment from the yard
- Secure or rehome livestock and pets for showings
- Stage the home: declutter, deep clean, and depersonalize
- Ensure all gates, fences, and access points are functional
- Mark property boundaries or key features for buyers to find
- Test the well, water pressure, and all systems before showings
- Prepare a documentation binder for serious buyers to review

6. Closing Considerations for Rural Sales

Rural closings carry conditions and adjustments that town sales do not. Coordinate these details to keep the transaction on schedule and protect your net proceeds.

- Engage a real estate lawyer experienced with rural property
- Evaluate each offer on conditions and certainty, not just price
- Plan for septic and well inspection conditions in the buyer's offer
- Prepare for fuel and propane adjustments at closing
- Confirm what chattels and equipment transfer with the property
- Speak with an accountant about capital gains on excess land
- Confirm Principal Residence Exemption limits for your acreage
- Arrange utility, mail, and address transfers ahead of closing
- Complete a final walkthrough of home, land, and outbuildings
- Sign closing documents and hand over keys, manuals, and records

Ready to sell your Wellington North rural property?

Start your free, no-obligation home evaluation today.

flaherty.ca/homeeval | 226-270-6433