

Selling a Hobby Farm in Mulmur

The Complete Seller's Checklist & Preparation Guide

Land, barns, wells, septic, zoning, buyer fit,
and rural marketing that reaches the right buyers

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Before You List: Getting the Positioning Right

Selling a hobby farm in Mulmur is a different exercise from selling a house in town. A hobby farm is part home, part small-scale farm, and part lifestyle, so the buyer is purchasing the land, the outbuildings, and a way of living as much as the four walls of the farmhouse. The value is distributed across the whole property, and your marketing has to speak to people who want paddocks, a barn, room for a few horses or chickens, and the quiet of the countryside.

This guide walks you through every step of preparing a Mulmur hobby farm for sale, with empty checkboxes you can work through at your own pace. Work through each section before your property goes live and you will remove the uncertainty that stalls rural sales.

Step 1: Define What You Are Selling

- Decide your marketing angle: equestrian property, self-sufficiency homestead, or country home with a barn.
- Identify your most likely buyer: GTA family, equestrian buyer, hobby farmer, retiree downsizing, or weekend buyer.
- List the three lifestyle features that make your property special (views, privacy, water, proximity to Mansfield or Hockley Valley).
- Confirm whether your property is best described as a hobby farm, rural residential, or a country home with acreage.

TIP: Settle your marketing angle before anything else. A turnkey equestrian hobby farm reaches a very different buyer than a country home with a barn, and this single decision shapes your pricing, photos, and copy.

Step 2: Understand Your Tax Position

- Confirm with a tax professional how the Principal Residence Exemption applies to your house and surrounding land.
- Understand that acreage beyond roughly half a hectare may be subject to capital gains tax.
- Verify whether any part of your property carries Farm Property Tax Class status that must be addressed at sale.

Valuing and Preparing the Land and Outbuildings

On a hobby farm, value sits across the entire property. Buyers pay for usable land and sound, functional structures. The smartest pre-list spending is targeted repair and cleanup, not expensive new construction.

Step 3: Fencing and Paddocks (Highest Return)

- Walk every fence line and repair sagging boards, leaning posts, and broken wire.
- Confirm all gates open, close, and latch securely.
- Tighten and re-stretch wire fencing where needed so the property reads as immediately animal ready.
- Clear brush and overgrowth along fence lines so boundaries are clearly visible.

Step 4: Barn and Outbuildings

- Inspect the barn roof and structure for soundness and address any obvious issues.
- Confirm stall safety, ventilation, and lighting are in good working order.
- Clean and organize tack rooms, feed rooms, and storage areas.
- Remove or repair any collapsing outbuilding that reads as a demolition cost rather than an asset.

Step 5: Pasture, Arena, and Yard

- Reseed worn pasture areas and address chronic muddy spots.
- Drag and level any existing riding arena and improve its drainage and footing.
- Confirm clean manure management and remove any accumulated piles.
- Power wash and tidy the yard, driveway, and immediate area around the home.

TIP: Do not build a brand-new riding arena just to sell. It rarely returns its cost dollar for dollar. Make any existing arena look and function its best instead.

Documents, Zoning, and Rural Systems

A hobby farm sale is most often won or lost during the buyer's due diligence period. Assemble this documentation before you list so the buyer's conditional period runs smoothly and no surprises stall your deal.

Step 6: Septic and Well Documentation

- Gather recent septic pump-out records or a septic use permit.
- Arrange a current well water potability test (Public Health Ontario offers bacterial testing at no charge).
- Obtain a recent 24-hour well flow test to demonstrate the well's recovery rate.
- Document the age and condition of the septic system and well components.

Step 7: Survey, Boundaries, and Easements

- Locate your existing survey or reference plan, or arrange an up-to-date one.
- Identify and document any easements, shared driveways, or utility rights of way.
- Clearly mark boundary stakes and fence lines where a survey is not available.

Step 8: Zoning and Regulatory Overlays

- Confirm in writing whether the property is zoned Agricultural or Rural Residential.
- Document exactly which uses are permitted (livestock, secondary dwelling, home business).
- Check whether Minimum Distance Separation rules affect future barn or livestock expansion.
- Disclose any Niagara Escarpment Plan or Nottawasaga Valley Conservation Authority designation on the land.

Step 9: Heating, Utilities, and Connectivity

- Disclose the heating system type and age.
- Confirm whether any propane tank is owned or leased, and locate the contract if leased.
- Obtain a current WETT certificate for any wood-burning stove or fireplace.
- Document your high-speed internet provider and current speeds.

Marketing, Timing, and Closing

Hobby farm marketing has to showcase the entire property, not just the house. Because so many buyers come from the GTA, an online-first approach lets out-of-area buyers explore your land, barns, and farmhouse before they ever drive north.

Step 10: Marketing Your Hobby Farm

- Plan professional photography that captures the home, land, and outbuildings.
- Schedule drone footage to show the full scope of the acreage and how features relate to one another.
- Arrange a Video Narrated VR Animated Online Showing so buyers can tour the whole property online.
- Target marketing to equestrian buyers and GTA families seeking a rural lifestyle.

Step 11: Timing Your Sale

- Aim to show the property in late spring or summer when pastures are green and layouts are visible.
- If listing in fall or winter, capture drone and photo assets in the warmer months first.

Step 12: Offers and Closing

- Retain a real estate lawyer to handle title transfer, mortgage discharge, and closing funds.
- Handle farm equipment (tractors, implements) through a separate bill of sale.
- Review offer conditions carefully, especially financing, inspection, and septic conditions.
- Confirm what stays with the property (fixtures) versus what goes with you (chattels).

TIP: The biggest deterrents for buyers are missing well and septic records, unclear boundaries, and uncertainty about zoning. Clearing these before you list is the single best thing you can do to protect your price.

Work With Kevin Flaherty

Kevin Flaherty has been selling real estate in Mulmur and Dufferin County for 30+ years and is ranked in the Top 1% of Ontario Realtors. His connection to Mulmur runs deep: the very first property he ever bought, at twenty-two, was a four-acre building lot overlooking a ravine on the 1st Line East, and his affection for the township's rolling hills has shaped his career ever since.

Kevin and his dedicated marketing team specialize in evaluating and selling rural homes, hobby farms, equestrian properties, acreage, and estate properties. His Video Narrated VR Animated Online Showing system, combined with over \$500M sold, has helped countless sellers understand exactly what their country property is worth and achieve top-dollar results.

Ready to Sell Your Mulmur Hobby Farm?

Get a free, no-obligation home evaluation and a custom marketing plan.

Call or text Kevin: 226-270-6433

Book online: flaherty.ca/kevinscalendar

Home evaluation: flaherty.ca/homeeval

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