

# Mansfield Ski Country Property Selling Guide

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## Selling Near Mansfield Ski Club: An Overview

Selling a property near the Mansfield Ski Club in Mulmur requires a different approach than a standard urban sale. Buyers here are purchasing a lifestyle, proximity to winter recreation, and the unique appeal of Ontario's ski country. This guide is designed to help you prepare your chalet, weekend retreat, or rural acreage for the market.

As a seller, your goal is to present a turnkey experience that appeals to GTA buyers and local enthusiasts alike. This means addressing the specific realities of rural ownership, from seasonal road access to heating efficiency, while highlighting the four-season versatility of your property.

Use the checklists and worksheets in this guide to organize your documentation, prepare your home for showings, and position your property to secure top dollar.

## Why Preparation Matters in the Recreational Market

Buyers paying a premium for proximity to the ski club want to spend their weekends on the slopes, not managing unexpected repairs. By proactively addressing potential concerns—such as the health of your well and septic system, the efficiency of your heating, and the clarity of your property lines—you remove friction from the buying process.

A well-prepared property stands out in the market, attracts more qualified buyers, and gives you the leverage needed during negotiations.

## The Flaherty Advantage

With over 30 years of experience in Dufferin County and over \$500M sold, Kevin Flaherty understands how to market the Mansfield lifestyle. Our proprietary Video Narrated VR Animated Online Showings allow distant buyers to explore your property remotely, ensuring that when they do visit, they are serious and ready to make an offer.

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## Ski Country Property Selling Checklist

Use this comprehensive checklist to ensure your property is fully prepared for the market, focusing on the specific areas that matter most to ski-country buyers.

### Winterization and Heating

- Schedule a professional inspection and servicing of your primary heating system (furnace, heat pump, boiler).
- Obtain a current WETT certificate for any wood-burning stoves or fireplaces.
- Ensure all exposed plumbing in unheated areas is properly insulated or equipped with heat trace tape.
- Check weatherstripping around all doors and windows to eliminate drafts.
- Compile a 12-month history of heating and electricity bills for buyer review.
- Verify that the roof and eavestroughs are in good condition to handle heavy snow loads.
- Ensure the chimney is clean and the cap is secure.
- Test all programmable thermostats or smart home heating controls.

### Road Access and Exterior Maintenance

- Review and organize any private road maintenance or snow plowing agreements.
- Ensure the driveway is well-graded and free of deep ruts before the snow falls.
- Clear brush and overhanging branches along the driveway to ensure easy access for plows and emergency vehicles.
- Organize the garage or drive shed, making space for buyers to visualize storing their winter gear.
- Test all exterior lighting, especially motion sensors, as winter showings often occur after dark.
- Ensure walkways and stairs are clear of ice and have adequate traction (sand/salt available).
- Verify that the municipal fire number is clearly visible from the road, even in deep snow.

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## Rural Systems and Documentation Checklist

Rural properties require specific documentation that urban homes do not. Having these records ready before listing is critical to maintaining your asking price and preventing delays during the buyer's due diligence period.

### Well and Water Systems

- Locate the original well driller's record (available from the Ministry of the Environment if you don't have it).
- Conduct a recent water potability test (0-0 for E. coli and total coliforms).
- Document the flow rate/yield of the well, if known.
- Service any water treatment equipment (UV light, water softener, iron filter) and document the date.
- Ensure the well cap is secure and extends properly above grade.
- Compile receipts for any recent pump replacements or major well servicing.

### Septic System Health

- Have the septic tank pumped and obtain a receipt/report from the technician.
- Locate the original septic installation permit or 'use permit' if available.
- Ensure the weeping bed area is clear of deep-rooted trees or heavy structures.
- Document the location of the tank lids (a simple hand-drawn map is very helpful).
- Verify that no plumbing fixtures (like sump pumps or water softeners) are incorrectly discharging into the septic system.
- Provide a record of regular maintenance and pump-outs for the past several years.

### Property Boundaries and Zoning

- Locate your existing property survey. If you do not have one, note this for your Realtor.
- Identify and clearly mark the property corners if the pins are known.
- Gather documentation on any conservation authority jurisdictions (e.g., Niagara Escarpment Commission, NVCA).
- Review your property tax assessment to confirm the acreage and classification (e.g., residential, managed forest, farm).
- Compile records of any easements or rights-of-way affecting the property.

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## Four-Season Marketing Angles Worksheet

While proximity to Mansfield Ski Club is a major selling feature, the most successful listings highlight the property's appeal throughout the entire year. Use this worksheet to identify the key features that make your home desirable in every season.

### Winter Appeal

What makes your home the perfect winter retreat? (e.g., large mudroom, wood stove, proximity to specific ski runs, cross-country trails on the property)

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### Spring & Summer Lifestyle

How does the property shine when the snow melts? (e.g., extensive decking, pool, proximity to Boyne Valley Provincial Park, mature gardens, outdoor entertaining areas)

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### Fall Colors and Recreation

What are the autumn highlights? (e.g., sweeping views of the changing Escarpment foliage, hiking access to the Bruce Trail, hunting or ATV trails)

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### Community Connections

What local amenities do you enjoy most? (e.g., Mansfield Outdoor Centre, local farm stands, nearby dining in Rosemont or Creemore)

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## Buyer Readiness Documentation Checklist

Having these documents organized in a binder for potential buyers demonstrates transparency, builds trust, and justifies your asking price. Check off each item as you gather it.

- Copy of the most recent property tax bill.
- 12 months of hydro/electricity bills.
- 12 months of heating bills (propane, oil, natural gas, or wood receipts).
- Recent water potability test results.
- Well driller's record.
- Recent septic pump-out receipt.
- Property survey.
- WETT certificate for wood-burning appliances.
- Details of internet service provider and typical speeds.
- Road maintenance or snow plowing agreements.
- Warranties for recent major upgrades (roof, furnace, windows).
- List of included chattels (appliances, specific furniture, equipment).
- List of excluded fixtures (items you intend to take with you).
- Information on any conservation authority designations (NEC, NVCA).
- A brief 'Letter to the Buyer' outlining what you have loved most about the property.

## Next Steps: The Flaherty Evaluation

Once you have reviewed these checklists, the next step is to determine the accurate market value of your property. Kevin Flaherty provides a comprehensive, no-obligation Opinion of Value that accounts for your acreage, outbuildings, and the unique recreational appeal of your location near Mansfield Ski Club.

To schedule your evaluation and discuss a customized marketing strategy, contact Kevin Flaherty today.

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## Ready to Sell Your Mansfield Ski Country Home?

The Flaherty Team has a proven system for marketing rural and recreational properties to the right buyers. We handle the complexities of acreage, well and septic systems, and remote buyer targeting so you can focus on your next chapter.

### **Book Your Free Home Evaluation**

Find out what your property is worth in today's market.

**Call Kevin Direct: 226-270-6433**

Or visit: [flaherty.ca/homeeval](https://flaherty.ca/homeeval)