

THE FLAHERTY TEAM SELLER SERIES

Mulmur Vacant Land Selling Guide

Zoning, Surveys, Access, Services, Conservation Limits,
Pricing, and the Complete Documentation Checklists
for Selling Land in Mulmur Township

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Why Selling Vacant Land Is Different

Selling vacant land in Mulmur requires a different strategy than selling a home. When buyers walk through a house, they can see exactly what they are purchasing. With vacant land, buyers are purchasing potential, not a finished product. Before they commit, they need to be shown the land's buildability, access, services, and regulatory clearances. The seller who prepares answers to those questions in advance sells faster and for more money.

Mulmur land comes with layers that urban properties never face: township zoning bylaws, minimum lot sizes, Niagara Escarpment Commission (NEC) development control, Nottawasaga Valley Conservation Authority (NVCA) regulated areas, private servicing requirements for wells and septic systems, and access questions on seasonal or unassumed roads. None of these are deal killers. They are simply facts that must be documented and presented properly.

Kevin's rule: every question a buyer asks that you cannot answer with a document costs you negotiating leverage. The checklists in this guide are designed to make sure you have the document before the buyer asks the question.

The Five Things Every Land Buyer Wants Proven

1. **Buildability:** Is there a legal, practical building envelope? What do the zoning certificate and soil conditions say?
2. **Access:** Is there deeded, year-round access from a maintained road?
3. **Services:** Can a well produce reliable water? Will the soil support a septic system? How far is hydro?
4. **Regulatory clearance:** What do the township, NVCA, and NEC allow on this parcel?
5. **Value:** Does the asking price line up with comparable land sales and the cost of site preparation?

Everything in the following checklists rolls up to one of those five questions. Work through them before listing, and your land goes to market as a transparent, de-risked investment instead of a question mark.

Vacant Land Selling Checklist

Gather these core documents before your property hits the market. Check off each item as you complete it. Kevin and his team can help you source any of these.

- Up-to-Date Survey**
An Ontario Land Surveyor plan showing boundaries, total acreage, easements, rights-of-way, and any encroachments. This is the single most important document in a land sale.
- Zoning Certificate**
Obtain a zoning compliance certificate from the Township of Mulmur confirming the current designation (Agricultural, Rural Residential, Environmental Protection) and the permitted uses.
- Tax Certificate**
Confirms the current MPAC assessment, the annual property taxes, and that there are no outstanding arrears against the property.
- Soil Test (Percolation Test)**
Proves the soil can support a conventional septic system. A passed perc test removes one of the biggest buyer objections on rural land.

- Environmental Assessment**
Any existing Phase 1 environmental reports, or documentation of the land's history (fallow years, organic farming, prior uses) that speaks to environmental condition.
- Access Documentation**
Proof of legal access: road frontage details, entrance permits, deeded rights-of-way, shared driveway or road maintenance agreements, and whether the road is year-round or seasonal.
- Severance History and Conditions**
If the parcel was created by severance, include the consent decision and any conditions that still apply to the land.
- Conservation Authority Correspondence**
Any NVCA or NEC mapping, permits, or correspondence that defines where regulated areas sit on the property.

Buyer Due Diligence Package

Serious buyers, and their lawyers and lenders, will ask for documentation during their conditional period. Assemble this package in advance so conditions get waived quickly instead of dragging on for weeks. Check off each item as it goes into your package.

- Copy of the Deed / Transfer**
Confirms ownership and the legal description buyers' lawyers will search against.
- Survey and Reference Plans**
Include the full survey plus any reference plans (R-plans) registered on title.
- Zoning Certificate and Township Correspondence**
The zoning certificate plus any written responses from the Township of Mulmur about permitted uses, setbacks, or building permits.
- Well Records from Neighbouring Properties**
Ontario well records for nearby parcels give buyers confidence in aquifer depth and flow before they drill.
- Soil / Percolation Test Results**
The full written report, not just a verbal summary.
- Hydro Proximity Details**
The location of the nearest hydro pole and any quotes or estimates for bringing service to the building envelope.
- NVCA / NEC Mapping and Permits**
Regulated-area mapping and any development permits or written guidance from the conservation authority or the Niagara Escarpment Commission.
- Easements, Rights-of-Way, and Encumbrances**
Documentation for anything registered on title that affects use of the land.
- Managed Forest / Farm Tax Program Documents**
If enrolled in MFTIP or the Farm Property Class Tax Rate Program, include the paperwork; the tax savings are a selling feature.
- Lease Agreements**
If a farmer currently works the land, include the lease terms, expiry, and crop rights so buyers know exactly what they are stepping into.

Land Marketing Preparation Checklist

Presentation sells land. Before photography and drone day, walk the property with this list. Small, inexpensive preparation steps dramatically improve how the land shows online and in person.

- Mark the property corners**
Flag or stake the corners so buyers can walk the true boundaries.
- Brush out a walking path to the building envelope**
A rough mowed or cleared path lets buyers reach and stand on the future house site.
- Clear the entrance and make it safe to park**
Buyers need somewhere to pull off the road; in winter, keep the entrance plowed.
- Remove debris, derelict equipment, and hazardous fencing**
Old machinery and collapsed fence lines read as liabilities, not character.
- Mow or trim key sightlines**
Open up the best views and vantage points, especially where the home would sit.
- Identify and photograph the best features**
Ravines, ponds, mature hardwood, escarpment views, trails; make a feature list for the marketing plan.
- Gather internet and utility provider options**
Rural high-speed internet availability is a top question from work-from-home buyers.
- Approve the drone flight plan and VR tour outline**
Kevin's team maps the drone route and the Video Narrated VR Animated Online Showing so the land's full potential is visible to out-of-town buyers before they visit.
- Review the listing copy for accuracy**
Zoning, acreage, frontage, and access statements must match your documents exactly.

Pricing Your Vacant Land

Land is the hardest property type to price. There are fewer comparable sales, no square footage to measure, and enormous value swings between parcels that look similar from the road. The Flaherty Team prices land by analyzing its highest and best use, then adjusting for the factors below.

Factors That Increase Value

- * Approved building lot status or completed severance
- * Rural Residential zoning with a clear, elevated building envelope
- * Year-round municipally maintained road frontage
- * Passed soil percolation test and strong neighbouring well records
- * Hydro at or near the lot line
- * Workable soil, field tile drainage, or productive pasture
- * Long-range views, ponds, mature hardwood, or escarpment scenery
- * Managed Forest or farm tax program enrolment (lower carrying costs)

Factors That Reduce Value

- * Landlocked parcels or access only by unregistered laneway
- * Seasonal roads with no winter maintenance
- * Large portions inside NVCA regulated areas or provincially significant wetland

- * NEC development control uncertainty with no prior approvals
- * Heavy clay soil or high water table requiring engineered septic solutions
- * Long hydro extensions to reach a practical building site
- * Steep topography requiring engineered driveways or retaining walls
- * Unresolved boundary disputes or encroachments

The price is not what the land looks like. The price is what a buyer can DO with the land, minus what it costs to do it. Documentation converts uncertainty into value.

How Kevin Establishes Your Asking Price

1. Walk the property and identify the highest and best use.
2. Research comparable land sales across Mulmur and Dufferin County, adjusting for acreage, zoning, access, and features.
3. Estimate buyer-side development costs (well, septic, hydro, driveway, clearing) and factor them into the pricing position.
4. Review regulatory constraints with the township, NVCA, and NEC mapping.
5. Set a defensible asking price and a negotiation strategy backed by your documentation package.

Your Next Step: A Free Land Evaluation

Every parcel in Mulmur is different. A ravine lot on the 1st Line East, a fifty acre farm field near Honeywood, and an escarpment bush lot near Violet Hill all demand different strategies. The fastest way to find out what your land is worth, and what to do before listing, is a free, no-obligation land evaluation.

What You Get in the Evaluation

- * A walk of the property with Kevin to identify the highest and best use
- * A written opinion of market value based on comparable land sales
- * A prioritized preparation plan using the checklists in this guide
- * A marketing plan preview, including the drone and Video Narrated VR Animated Online Showing strategy for your specific parcel

Why Sellers Choose the Flaherty Team

- * 30+ years of experience selling rural property in Mulmur and Dufferin County
- * Over \$500M sold and ranked in the Top 1% of Ontario Realtors
- * A dedicated team of marketing specialists, not a one-person operation
- * Video Narrated VR Animated Online Showings that reach out-of-town buyers
- * Deep working knowledge of Mulmur zoning, NVCA and NEC regulations, and rural servicing

Ready to Sell Your Mulmur Land?
Call or Text Kevin: 226-270-6433

Free Evaluation: Flaherty.ca/homeeval

Book a Call: Flaherty.ca/kevinscalendar | Book a Zoom: Flaherty.ca/kevinscalendar-zoom

Kevin Flaherty, Broker, eXp Realty, Brokerage. This guide is provided for general information only and does not constitute legal, tax, or planning advice. Always confirm zoning and regulatory details with the Township of Mulmur, the NVCA, and the NEC.