

# Your Complete Terra Nova Home Selling Preparation Checklist

Selling a home in Terra Nova is different from selling in town. Buyers here are purchasing the land, the privacy, and the Pine River valley lifestyle as much as the house itself. This guide walks you through every phase of preparing your rural property for market, from gathering documentation to staging for rural buyers, so you can protect your value and sell with confidence.

Terra Nova properties range from century homes and renovated farmhouses to newer rural builds on large private lots. Whatever type of property you own, the same principle applies: buyers reward preparation. The more questions you answer before they ask, the stronger your final sale price will be. Work through each section below and check off items as you complete them.

## Key Principle

Rural buyers are analytical. Most are driving in from the GTA and researching heavily online before they visit. A documented, well-prepared property removes doubt, shortens negotiations, and defends your asking price during the inspection period.

## Phase 1: Gather Your Rural Property Documentation

Documentation is the foundation of a smooth rural sale. Buyers, their lawyers, and their lenders will ask for these records. Having them ready before listing prevents delays and last-minute price reductions.

- Locate your property survey, even if it is older, and note any boundary markers on the land
- Gather your well record from the Ontario Ministry of the Environment, or from your original drilling contractor
- Order a recent water quality test (bacteria and nitrates) through Wellington-Dufferin-Guelph Public Health
- Record your well's flow rate or arrange a flow test if you do not have recent numbers
- Collect septic pump-out receipts and any inspection reports from the last several years
- Locate the septic use permit or installation record showing tank location and bed layout
- Obtain a current WETT certificate for any wood stove, fireplace, or wood furnace
- Collect propane or heating oil contracts, tank rental agreements, and annual usage costs
- Gather hydro bills for the past 12 months to show typical utility costs
- Document your internet provider, connection type, and a recent speed test result
- Locate your MPAC assessment notice and most recent property tax bill
- Note any Managed Forest Tax Incentive or Farm Property Class Tax enrollment
- Collect any Niagara Escarpment Commission or NVCA permits or correspondence
- Gather warranties for the roof, furnace, water treatment system, and major appliances
- Locate building permits for any additions, outbuildings, or renovations
- Prepare a list of inclusions and exclusions, especially for farm equipment and chattels

## Terra Nova Tip

If your property backs onto the Pine River or sits within the Niagara Escarpment Plan area, gather any conservation correspondence now. Buyers see documented environmental overlays as a protected-view benefit when the paperwork is clear.

## Phase 2: Prepare Your Well, Septic, and Mechanical Systems

Private servicing is the number one source of buyer anxiety on rural properties. Proving your systems are healthy before listing turns a potential objection into a selling feature.

- Have the septic tank pumped and keep the dated receipt
- Ask the pumping contractor to comment on tank and baffle condition in writing
- Walk the septic bed area and confirm no soggy patches, odours, or unusually lush growth
- Ensure the septic tank lids are accessible and not buried under landscaping
- Test the well pump and pressure tank for short-cycling or pressure drops
- Service your water treatment equipment (softener, UV light, iron filter) and replace bulbs or media
- Replace sediment filters and keep spare cartridges visible near the equipment
- Have the furnace or boiler serviced and tag it with the service date
- Clean or replace HVAC filters and clear the area around mechanical equipment
- Have the chimney cleaned and keep the receipt with your WETT certificate
- Test smoke and carbon monoxide alarms on every level (required for closing)
- Confirm the sump pump works and the discharge line runs away from the foundation
- Check that the electrical panel is labelled and any generator hookup is documented
- Inspect the roof, eaves, and downspouts, and clear debris from valleys
- Look for signs of pests in the attic, basement, and outbuildings, and address them now

#### Why This Matters

A failed well or septic finding during the buyer's inspection is the most common reason rural deals fall apart or get renegotiated. Spending a few hundred dollars on servicing before listing routinely protects thousands in your final sale price.

### Phase 3: Prepare the Land, Driveway, and Outbuildings

In Terra Nova, the land is a huge part of the value. Buyers want to see usable acreage, healthy trees, and functional outbuildings. Presentation of the land is just as important as presentation of the house.

- Grade the driveway, fill potholes, and refresh gravel where needed
- Trim branches and brush along the driveway so vehicles pass cleanly
- Mark the property boundaries you know, especially along bush lines
- Mow open areas and cut walking paths through fields or to the river if applicable
- Clear fallen limbs and deadfall from areas buyers will walk
- Clean out barns, drive sheds, and workshops so the structure and space are visible
- Remove or organize equipment, lumber piles, and scrap metal
- Repair broken fence lines, sagging gates, and loose barn boards
- Sweep out and light the interior of every outbuilding before showings
- Confirm outbuilding hydro, water, and heat sources and note them for the listing
- Stage seating or a fire pit area where views of the valley or forest are best
- Tidy gardens, edge beds, and add fresh mulch near the main entrance
- Power wash decks, porches, and walkways
- Remove any items you plan to take that a buyer might assume stays with the property
- Plan winter access: arrange plowing and sanding if selling in snow season

### Show Off the Setting

Buyers fall in love with Terra Nova for the Pine River valley, the rolling hills, and the mature forest. Cut a simple walking path to your best view or river frontage. It helps buyers experience the land, not just look at it.

## Phase 4: Stage the Home for Rural Buyers

Staging a country home is about warmth, light, and lifestyle. Buyers should be able to imagine slow mornings overlooking the fields and cozy winters by the wood stove. Keep the character; remove the clutter.

- Declutter each room so windows, views, and architectural details stand out
- Deep clean the entire home, including baseboards, light fixtures, and window tracks
- Wash windows inside and out; views are a headline feature in Terra Nova
- Organize the mudroom and entry with simple hooks, a bench, and clear floors
- Stage the kitchen with clear counters and a single bowl of fresh produce
- Make the wood stove or fireplace a focal point with a tidy hearth
- Remove heavy curtains that block light or views
- Neutralize strong odours from pets, wood smoke, or farm activity
- Repaint any rooms with bold or dated colours in warm neutrals
- Repair dripping taps, sticking doors, and cracked caulking
- Arrange furniture to highlight sight lines toward windows and views
- Set out fresh towels and simple decor in bathrooms
- Organize closets and storage rooms; rural buyers check storage capacity
- Stage the porch or deck with seating that faces the best view
- Keep pets and their equipment out of sight during showings
- Turn on every light and open every blind before each showing

### Marketing Your Prepared Home

Once your home is prepared, the Flaherty Team captures it with professional photography, drone footage of the full property, and a Video Narrated VR Animated Online Showing that presents both your home and the surrounding area, including the Pine River valley, Dufferin County Forest, and Mansfield Ski Club, to buyers across the GTA and beyond.

## Phase 5: Your Selling Timeline

A typical well-prepared Terra Nova sale follows this sequence. Your timeline may vary with the season and your property type, but the order of operations stays the same.

### Weeks 1-2: Evaluation and Planning

- Book your free home evaluation with Kevin Flaherty at 226-270-6433
- Walk the property together and identify the features that drive value
- Agree on a pricing strategy based on land, dwelling, and outbuilding value
- Receive your customized preparation plan and begin gathering documents

### Weeks 2-4: Preparation

- Complete the documentation, systems, land, and staging checklists in this guide



Schedule septic pumping, well testing, and WETT inspection

- Complete minor repairs and staging adjustments

#### Week 4-5: Marketing Creation

- Professional photography and drone footage of the home and land
- Production of the Video Narrated VR Animated Online Showing
- Preparation of floor plans with exact measurements

#### Week 5-6: Launch

- Listing goes live with syndication across the largest online network available
- Targeted buyer outreach calls begin to matched buyers in the database
- Qualified showings booked with buyers who have already toured online

#### Offer to Closing

- Review offers with attention to financing, inspection, and rural conditions
- Negotiate terms backed by your documentation binder
- Coordinate with your lawyer and plan your move-out a few days before closing

## Key Contacts and Resources

Keep these contacts handy as you prepare your Terra Nova property for market.

#### Kevin Flaherty, Broker (Flaherty.ca Home Selling System Team, eXp Realty)

226-270-6433 | flaherty.ca

#### Free Home Evaluation

flaherty.ca/homeeval

#### Book a Call with Kevin

flaherty.ca/kevinscalendar

#### Book a Zoom with Kevin

flaherty.ca/kevinscalendar-zoom

#### All Current Terra Nova MLS Listings

flaherty.ca/communities/dufferin-county/mulmur/terra-nova-real-estate

#### Township of Mulmur (zoning, permits, bylaws)

mulmur.ca

#### Dufferin County (regional services)

dufferincounty.ca

#### Current Mulmur Market Data

flaherty.ca/mulmur-real-estate-market

For current market conditions, do not rely on stale figures. Visit [flaherty.ca/mulmur-real-estate-market](https://flaherty.ca/mulmur-real-estate-market) for the latest Mulmur data, or call for a property-specific opinion of value.

#### Final Pre-Showing Reminders

- Keep your documentation binder on the kitchen counter for every showing
- Leave the property during showings so buyers can speak freely
- Secure pets and valuables before each appointment
- Keep driveways and walkways clear year-round while listed
- Direct any buyer questions or agent inquiries to Kevin at 226-270-6433

## Ten Costly Mistakes Terra Nova Sellers Should Avoid

After 30+ years of selling rural property across Dufferin County, Kevin has seen the same avoidable mistakes cost sellers real money. Review this list before you sign a listing agreement with anyone.

- Pricing from a city-style comparison instead of valuing the land, dwelling, and outbuildings separately
- Listing before septic, well, and WETT documentation is in hand
- Hiding known issues instead of disclosing and pricing for them
- Using only ground-level photos that fail to show the acreage and setting
- Hiring an agent with no rural experience or rural marketing plan
- Skipping the online showing experience that out-of-town buyers rely on
- Leaving outbuildings cluttered so buyers cannot judge their condition
- Ignoring winter access and letting an unplowed lane kill showings
- Accepting the first offer without vetting financing strength for a rural appraisal
- Assuming a severance is possible without confirming it with the township first

### A Note on Market Data

This guide is intentionally evergreen. Market prices, days on market, and inventory change monthly. For the current numbers that apply to your specific property, visit [flaherty.ca/mulmur-real-estate-market](http://flaherty.ca/mulmur-real-estate-market) or call Kevin directly at 226-270-6433 for a property-specific opinion of value.

### Ready to Sell Your Terra Nova Home?

Get a free, no-obligation home evaluation from Kevin Flaherty. 30+ years of rural expertise, over \$500M sold, and a proven marketing system built for Terra Nova properties.

**Call or text 226-270-6433 | [flaherty.ca/homeeval](http://flaherty.ca/homeeval)**