

# The Honeywood Home Selling Guide

## A Complete Preparation Checklist for Village Homes, Country Properties, and Farms in Honeywood, Mulmur Township

Selling a home in Honeywood is different from selling in town. Buyers here are purchasing a lifestyle: the historic village character, larger lots, Highway 89 convenience, open farmland views, and easy access to the Dufferin County Forest and the Bruce Trail. This guide gives you a room-by-room, phase-by-phase checklist to prepare your Honeywood property so it attracts the right buyers and sells for its full value.

Whether you own a century home in the village core, a country property on acreage, or a working farm along Highway 89, the same principle applies: buyers pay more for properties that are documented, prepared, and marketed properly. Work through each section below and check items off as you complete them.

### How to Use This Guide

Start 6 to 8 weeks before you plan to list. Complete the documentation phase first, then move through preparation, staging, and marketing. Bring this checklist to your evaluation appointment and Kevin will help you prioritize which items matter most for your specific property. Call 226-270-6433 with any questions.

## Phase 1: Gather Your Property Documentation (Weeks 1-2)

Rural and village buyers in Honeywood expect answers about private servicing, property boundaries, and permitted uses. Having documents ready before listing removes buyer hesitation and protects your asking price.

### Well and Water Records

- Locate your well record (drilled date, depth, and flow rate)
- Order a recent water potability test through Wellington-Dufferin-Guelph Public Health
- Gather receipts for any pump, pressure tank, or treatment system service
- Note the location of the wellhead and confirm it is visible and protected
- Document any water softener, UV, or filtration systems and their service dates

### Septic System Records

- Find your septic use permit or installation record from the township
- Schedule a septic tank pump-out and keep the receipt
- Locate the tank lids and the bed area, and sketch their location for buyers
- Gather any inspection reports or repair invoices from past years
- Confirm the system size matches the number of bedrooms being marketed

### Property and Legal Documents

- Locate your property survey, or note the year of the most recent one
- Gather your current property tax bill and MPAC assessment notice
- Collect building permits for any additions, decks, or outbuildings
- Confirm zoning with the Township of Mulmur (village residential vs agricultural)
- Note any conservation authority regulated areas on the property
- If farmland is rented or in the Farm Property Class Tax Rate Program, gather the paperwork

- Locate your deed and confirm how title is held
- Gather utility cost history: hydro, propane or oil, internet provider and speeds

### Heating and Mechanical Records

- Gather furnace, heat pump, or boiler service records
- If you heat with wood, locate your WETT inspection certificate or book one
- Document propane or oil tank ownership (owned vs rented) and supplier
- Collect receipts for roof, windows, or major system replacements with dates

#### Why Documentation Sells Homes

In Kevin's 30+ years of rural sales, the properties that sell fastest and for the most money are the ones where the seller can hand a buyer a complete package: well record, water test, septic receipts, survey, and permits. It signals a well-cared-for property and removes the fear of the unknown that stalls rural deals.

## Phase 2: Exterior and Land Preparation (Weeks 2-4)

Honeywood buyers often drive in from the GTA. The first impression starts at the road: the approach along Highway 89 or the concession, the driveway, and the view of the land. Make the outside earn the showing.

### Curb Appeal and Approach

- Grade and refresh the gravel driveway; fill potholes and clear overhanging brush
- Ensure the fire number sign (911 sign) is visible and legible from the road
- Repair or paint the mailbox, gate, and any entry fencing
- Trim tree limbs along the driveway so larger vehicles can pass cleanly
- Mow and edge the lawn areas closest to the house every week while listed
- Power wash siding, porches, walkways, and decks
- Touch up exterior paint on doors, trim, and porch railings
- Clean all windows inside and out to maximize the farmland and countryside views

### Land, Views, and Lot Lines

- Cut walking paths through fields or bush so buyers can explore the full property
- Mark property corners with visible stakes or flagging tape where possible
- Clear sightlines that show off open farmland views and rolling terrain
- Remove derelict vehicles, scrap piles, and unused equipment from view
- Tidy fence lines: fix broken rails, tighten wire, and clear overgrowth
- Clean up around any pond, stream, or ravine feature so it presents as an asset

### Outbuildings, Barns, and Shops

- Sweep out and declutter barns, drive sheds, and workshops
- Repair broken windows, doors, and loose boards on outbuildings
- Test and label electrical panels and outlets in each outbuilding
- Remove or safely store chemicals, fuel, and fertilizer
- If a structure is unsafe and beyond repair, discuss removal before listing

- Organize the shop so buyers see usable space, not stored clutter

## Phase 3: Interior Preparation and Staging (Weeks 3-5)

Buyers drawn to Honeywood want village charm and country comfort without feeling like they are buying a project. Your goal is a clean, bright, decluttered home where the character features stand out and the mechanicals inspire confidence.

### Whole-Home Basics

- Declutter every room: aim to remove a third of the furniture and belongings
- Deep clean top to bottom, including baseboards, vents, and light fixtures
- Replace burned-out bulbs and standardize to warm white throughout
- Neutralize odours: address pets, wood smoke, and basement mustiness
- Patch and paint scuffed walls in neutral, current tones
- Fix the small things buyers notice: dripping taps, loose handles, squeaky doors
- Pack away personal photos and collections so buyers picture themselves living there

### Room-by-Room Focus

- Kitchen: clear counters fully, clean the inside of appliances, fix caulking
- Living areas: highlight original character (wood floors, trim, fireplaces)
- Bedrooms: fresh bedding, cleared closets showing spare capacity
- Bathrooms: re-caulk, replace worn mats and towels, clear vanities
- Basement and utility room: clean around the furnace, water system, and panel
- Mudroom or porch: rural buyers value a functional entry; stage it as one
- Home office: with buyers working remotely, stage a workspace and note internet speeds

### Staging for the Rural Lifestyle Buyer

- Stage porches and patios with seating that frames the countryside view
- Set the dining table to suggest family gatherings and entertaining
- Add subtle touches that sell the lifestyle: firewood neatly stacked, garden fresh-cut flowers
- Create a simple info sheet listing local perks: Honeywood Arena, Dufferin County Forest trails, Bruce Trail access, and drive times to Shelburne, Alliston, and Collingwood
- In winter, keep the driveway plowed, walkways clear, and the home warm for showings

#### Village Home or Country Property?

Preparation priorities differ. Village homes in the Honeywood core should emphasize walkability, community feel, and move-in readiness. Country homes and farms should emphasize land usability, outbuilding condition, and servicing records. Kevin will tailor the plan to your property type during your evaluation.

## Phase 4: Marketing and Showings (Weeks 5-6)

Most Honeywood buyers begin their search online, and many are coming from an hour or more away. Marketing must let them experience the property and the area before they ever get in the car.

### Marketing Preparation Checklist

- Complete professional photography on a clear day that shows the views
- Capture drone footage showing the full lot, outbuildings, and countryside setting
- Produce the Video Narrated VR Animated Online Showing so buyers can tour the home and understand the layout remotely
- Ensure the marketing highlights area amenities: Honeywood village, the arena and community hall, Dufferin County Forest, Bruce Trail access, and the Highway 89 corridor
- Confirm the listing states servicing details clearly: well, septic, heating, internet
- Review the listing description for accuracy before it goes live
- Prepare a feature sheet with lot size, taxes, utility costs, and recent upgrades

### Showing Readiness

- Keep a showing kit ready: lights on, blinds open, pets managed, quick tidy list
- Leave the documentation binder out where buyers and agents can review it
- Plan to be away during showings so buyers speak freely
- In snow season, arrange plowing on short notice for surprise showings
- Secure valuables, medications, and firearms appropriately before showings

## Phase 5: Offers, Negotiation, and Closing

A strong offer on a rural property is more than the price. Conditions around financing, inspection, water testing, and insurance all affect how likely the deal is to close. Review every element with your Realtor before signing.

### Offer Review Checklist

- Verify the buyer's deposit amount and pre-approval strength
- Review conditions: financing, home inspection, water potability, septic inspection
- Check requested inclusions and exclusions (appliances, equipment, fixtures)
- Confirm the closing date works with your onward plans
- For farms: keep equipment and livestock sales separate from the real estate deal
- Understand your costs: commission, legal fees, and any mortgage discharge penalty

### Between Acceptance and Closing

- Cooperate with inspection, water test, and appraisal appointments promptly
- Keep the property maintained and insured until the closing date
- Book your real estate lawyer early and deliver signed documents on time
- Arrange utility final readings and cancel or transfer services for closing day
- Plan to be fully moved out a few days before closing to avoid last-minute stress
- Leave manuals, spare keys, well and septic locations, and service contacts for the buyer

## Key Contacts and Next Steps

Keep these contacts handy as you prepare your Honeywood property for market. For current market conditions, visit the live market report at [flaherty.ca/mulmur-real-estate-market](http://flaherty.ca/mulmur-real-estate-market) rather than relying on printed statistics that go stale.

### Helpful Resources

- Township of Mulmur (zoning, permits, septic records): [mulmur.ca](http://mulmur.ca)
- Dufferin County (county services and forest access): [dufferincounty.ca](http://dufferincounty.ca)

- Wellington-Dufferin-Guelph Public Health (water testing): [wdgpublichealth.ca](http://wdgpublichealth.ca)
- TRREB Market Watch (regional market data): [trreb.ca](http://trreb.ca)
- Live Honeywood listings: [flaherty.ca/communities/dufferin-county/mulmur/honeywood-real-estate](http://flaherty.ca/communities/dufferin-county/mulmur/honeywood-real-estate)

### Ready to Find Out What Your Honeywood Property Is Worth?

Book your free, no-obligation home evaluation with Kevin Flaherty. 30+ years of Dufferin County experience, over \$500M sold, and a marketing system built for village homes, country properties, and farms.

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