

The Violet Hill Home Selling Guide

A Complete Preparation Checklist for Estate, View, and Acreage Properties in Southern Mulmur

Selling a home in Violet Hill is different from selling in town. Your property sits on elevated terrain along the Highway 89 corridor in southern Mulmur, where buyers pay a premium for panoramic countryside views, privacy, and estate-quality finishes. Those buyers, most of them arriving from the GTA in search of luxury rural living within commuting distance, evaluate a Violet Hill property differently than they would a subdivision house. This guide walks you through every step of preparing your property so nothing is left to chance.

I have spent more than 30 years evaluating and selling rural homes, acreage, and estate properties across Dufferin County, with over \$500M sold. I purchased my very first property in Mulmur at age 22, a 4-acre parcel on 1st Line East overlooking the ravine. I know this landscape personally, and I built this checklist from what actually moves the needle when a premium rural property goes to market.

How to Use This Guide

Work through each section in order. Check off items as you complete them. Sections are organized by phase, from your first decision to sell through to closing day. Not every item applies to every property; skip what does not fit yours. When you are ready for a professional walkthrough and a written opinion of value, call or text 226-270-6433.

Phase 1: Before You Decide to List

The strongest sales start weeks before the sign goes up. These early steps establish your baseline and protect your negotiating position later.

- Request a professional evaluation that values the land, the dwelling, and any outbuildings separately.
- Gather your property survey, deed, and any reference plans you have on file.
- Locate your well record and any recent water quality test results.
- Find your septic permit, tank pump-out receipts, and any inspection reports.
- Confirm whether any portion of your property falls under Niagara Escarpment Plan or conservation authority jurisdiction.
- Review your current mortgage terms and ask your lender about discharge penalties.
- Note your property tax assessment and check whether any farm or managed forest programs apply.
- List every upgrade and renovation with approximate dates and costs, especially high-end finishes.
- Photograph your views in the best season and light; panoramic sightlines are a core Violet Hill value driver.
- Decide on your ideal timeline and any flexibility you have on closing dates.

Phase 2: Documentation for Rural and Estate Properties

Buyers of premium rural properties, and their lawyers and lenders, will ask detailed questions. Having answers ready builds confidence and keeps offers clean.

Water and Septic

- Order a current water potability test through public health or a private lab.
- Record your well type (drilled, bored, dug), depth, and approximate yield.
- Schedule a septic tank pump-out and keep the dated receipt.
- Sketch or locate a map of the septic tank and leaching bed location.
- Note the age of the septic system and any repairs or replacements.

Land, Zoning, and Restrictions

- Confirm your zoning designation with the Township of Mulmur.
- Identify any Niagara Escarpment development control or conservation overlays.
- Gather documentation for any severance history or minor variances.
- Confirm the legal status of any shared laneways, easements, or rights of way.
- Mark your property boundaries or refresh existing corner markers.

Structures and Systems

- Obtain a WETT inspection certificate for any wood stove or fireplace.
- Collect service records for the furnace, heat pump, or propane system.
- Document the age of the roof, windows, and major mechanicals.
- Gather warranties for premium appliances, generators, and smart home systems.
- Compile permits for any additions, outbuildings, or major renovations.

Estate Property Note

Violet Hill attracts buyers looking for high-end builds and quality renovations. Documentation that proves the caliber of your construction, custom millwork, imported materials, designer fixtures, geothermal or radiant systems, directly supports a premium asking price. Do not assume buyers will notice quality on their own; prove it on paper.

Phase 3: Preparing the Property for Luxury Rural Buyers

Buyers form their impression of a Violet Hill property in stages: the approach up the driveway, the first view of the land, and then the home itself. Prepare all three.

The Approach and Grounds

- Grade and dress the driveway; repair potholes and washouts.
- Trim tree lines and clear sightlines to your best views.
- Cut, edge, and refresh lawns, gardens, and entrance plantings.
- Power wash fences, gates, walkways, and entrance pillars.
- Remove derelict equipment, scrap, and anything that reads as clutter on the land.
- Stage outdoor living areas: patios, fire pits, and view-facing seating.
- Ensure gates, fences, and paddocks are functional and straight.

Inside the Home

- Declutter every room; premium buyers expect space and light.
- Deep clean, including windows inside and out to showcase the views.
- Complete minor repairs: dripping taps, sticking doors, scuffed trim.
- Neutralize bold paint colors in main living areas.
- Stage rooms to emphasize sightlines toward windows with countryside views.
- Highlight premium finishes: clear countertops, polish fixtures, light the millwork.
- Organize storage areas, mudrooms, and closets; rural buyers check them all.
- Address any odors from pets, wood smoke, or dampness in lower levels.

Seasonal and View Presentation

- Capture drone photography of the property, terrain, and panoramas.
- Photograph sunrise or sunset from your best vantage point.
- Keep walking paths and trails on the property cleared and inviting.
- In winter, keep the driveway plowed and paths safely sanded.

Phase 4: Marketing a Violet Hill Property Properly

A premium property demands more than photos and a sign. The buyer for a Violet Hill estate or acreage is rarely local, so your marketing has to travel. My team produces a Video Narrated VR Animated Online Showing for every listing, an animated walkthrough of an accurate VR model of your home that narrates its key features and benefits, shows rooms with and without furniture, and details the surrounding area: the Violet Hill views, Hockley Valley Resort, Mono Cliffs Provincial Park, the Bruce Trail, and the Highway 89 corridor.

- Confirm your listing includes a complete narrated online showing, not just photos.
- Verify drone footage captures the full acreage, boundaries, and views.
- Review the floor plan package: exact square footage and detailed measurements.
- Confirm the marketing describes area amenities buyers care about (resort, trails, parks, dining).
- Ask how the listing will be syndicated and re-marketed to out-of-area buyers.
- Ask what targeted buyer outreach calls will be made on your behalf.
- Review the listing copy for accuracy on acreage, zoning, and services.
- Approve the final marketing package before it goes live.

Why This Matters

Buyers coming from the GTA will not drive over an hour on a maybe. When they can tour your property online in full detail first, the showings you host are with serious, prepared buyers. That protects your time, your privacy, and your final sale price.

Phase 5: Showings, Offers, and Negotiation

Once qualified buyers start booking in-person visits, small details keep momentum on your side.

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Keep the home show-ready; premium buyers often book on short notice.

- Plan for pets and livestock during showing windows.
- Leave documentation binders visible: well, septic, WETT, surveys, upgrades.
- Ensure gates and outbuildings are unlocked or accessible for viewings.
- Light the home fully, even in daytime, and open window treatments to the views.
- Review every offer for financing strength, deposit size, and conditions.
- Weigh closing date flexibility against price; estate buyers often need time.
- Respond to inspection findings with documentation, not just concessions.
- Keep backup interest warm until conditions are waived.

Phase 6: Closing Day Preparation

- Hire a real estate lawyer early and forward the signed agreement promptly.
- Order well water tests if required by the agreement conditions.
- Schedule final septic pump-out if negotiated in the agreement.
- Arrange movers experienced with rural laneways and large properties.
- Transfer or cancel propane, internet, hydro, and water treatment contracts.
- Leave manuals, warranties, spare keys, and gate remotes for the buyer.
- Label well, septic, and utility shutoff locations for the new owner.
- Complete your change of address and mail forwarding.
- Plan to be fully moved out a few days before closing.
- Do a final walkthrough to confirm the property is in agreed condition.

Your Selling Timeline at a Glance

Every property is different, but a well-prepared Violet Hill sale typically follows this rhythm:

Weeks 1-2	Evaluation, document gathering, and preparation planning.
Weeks 2-4	Property preparation, repairs, staging, and marketing production.
Week 4-5	Listing launch, online showing goes live, buyer outreach begins.
Weeks 5-8	Showings with qualified buyers, offer review, and negotiation.
Closing	Typically 30 to 90 days after acceptance, based on negotiated terms.

Market Data

This guide is intentionally evergreen. For current Mulmur market statistics, average prices, and days on market, visit flaherty.ca/mulmur-real-estate-market for the latest report.

Key Contacts and Resources

Kevin Flaherty, Broker

226-270-6433 | flaherty.ca | Free home evaluations: flaherty.ca/homeeval

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Kevin Flaherty, Broker | 226-270-6433 | flaherty.ca

Township of Mulmur

Zoning, permits, and property standards: mulmur.ca

Dufferin County

Regional services and information: dufferincounty.ca

Niagara Escarpment Commission

Development permits within the Escarpment Plan area: escarpment.org

Violet Hill Listings

All current MLS listings, updated daily: flaherty.ca/communities/dufferin-county/mulmur/violet-hill-real-estate

Ready to Find Out What Your Violet Hill Property Is Worth?

Book your free, no-obligation Opinion of Value with the Flaherty Team. With 30+ years of experience, over \$500M sold, and a marketing system built for premium rural properties, we will show you exactly how to get top dollar for your home.

Call or text 226-270-6433 | flaherty.ca/homeeval