

# Rosemont Mulmur Home Selling Guide

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## Selling a Home in Rosemont

Selling a home in the Rosemont area requires a specific strategy. Because Rosemont sits on the border of Mulmur and Mono, and directly on Highway 89, it attracts a unique mix of buyers. You have local upsizers looking for acreage, and GTA commuters drawn by the easy access to Airport Road and Highway 400 via Highway 89. This guide is designed to help you prepare your rural property, village home, or hobby farm to capture maximum value from these buyers.

## Phase 1: Rural Property Documentation

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Before listing, gather these critical documents to remove buyer anxiety and protect your asking price.

- [ ] Locate your original property survey or reference plan.
- [ ] Find the most recent septic pump-out receipt.
- [ ] Locate the original septic installation permit or 'Use Permit' if available.
- [ ] Test your well water for bacteria (0/0 coliform/E.coli) within 30 days of listing.
- [ ] Locate your well driller's record (shows depth and flow rate).
- [ ] Gather recent utility bills (hydro, propane, oil, internet) for buyer reference.
- [ ] If you have a wood stove or fireplace, arrange for a current WETT inspection.
- [ ] Verify your exact property taxes and any farm/managed forest tax rebates.
- [ ] Identify your high-speed internet provider and typical download/upload speeds.
- [ ] Locate any warranties for the roof, furnace, or major appliances.
- [ ] If applicable, check your property's status with the Niagara Escarpment Commission.
- [ ] Compile a list of recent upgrades (e.g., 'New well pump 2024', 'Roof resingled 2022').
- [ ] Check for any open building permits with the Township of Mulmur or Mono.
- [ ] Locate the manual and service history for your water softener or UV system.
- [ ] Gather maintenance records for your riding mower or tractor if selling as chattels.

### The Commuter Advantage

Rosemont's position on Highway 89 is a major selling feature. Buyers coming from the GTA value the direct route to Alliston and the 400. Make sure to highlight this easy commute while also emphasizing the privacy of your specific lot.

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## Phase 2: Exterior & Land Preparation

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Buyers often drive by a rural property before booking a showing. Your land and exterior must make a strong first impression.

- Grade and fill any significant potholes in your gravel driveway.
- Ensure the municipal fire number (green sign) is clearly visible from the road.
- Trim back branches or brush that obscure the view of the house from the driveway.
- Clean the eavestroughs and ensure downspouts direct water away from the foundation.
- Power wash the siding, brick, or stone exterior.
- Paint or stain the front door and update the exterior hardware if faded.
- Ensure all exterior lighting is working (replace burnt bulbs with bright LEDs).
- Mow the lawn near the house and clear any fallen branches.
- If you have acreage, bush-hog walking trails so buyers can explore the property.
- Tidy up around the barn, drive shed, or workshop (remove scrap wood or old equipment).
- Ensure gates open and close smoothly without dragging.
- Check perimeter fencing and repair any broken rails or sagging wire.
- Clear out the garage so buyers can see the space and park a car inside.
- Stack firewood neatly and away from the immediate exterior of the house.
- Clean up the fire pit area and remove any debris or ash.
- Ensure the well cap is visible and accessible (not buried under brush).
- Ensure the septic tank lids are accessible (do not bury them under heavy landscaping).
- Remove any old, derelict vehicles or scrap metal from the property.
- Clean the windows (inside and out) to maximize natural light and views.
- Stain or seal the back deck and ensure railings are secure.

## Phase 3: Interior Staging & Repairs

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Rural buyers want a home that feels solid and well-maintained. Address minor repairs before they become inspection issues.

- Declutter every room: pack away out-of-season clothing and excess decor.
- Depersonalize: remove family photos and highly specific collections.
- Paint high-traffic areas in a neutral, modern color.
- Fix any leaking faucets or running toilets (critical for homes on a well).

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- [ ] Ensure all interior doors open, close, and latch properly.
- [ ] Replace any cracked or fogged window panes.
- [ ] Clean or replace the HVAC furnace filter.
- [ ] Clean the wood stove glass and empty the ash pan.
- [ ] Shampoo carpets and deep clean tile grout.
- [ ] Organize closets: buyers will look inside to gauge storage space.
- [ ] Update outdated light fixtures in the kitchen and bathrooms.
- [ ] Ensure the basement is dry and smells fresh (run a dehumidifier if necessary).
- [ ] Check for signs of mice or pests and address immediately.
- [ ] Ensure the sump pump is functioning properly.
- [ ] Tighten any loose stair railings or banisters.
- [ ] Clean all appliances inside and out (including the oven and fridge).
- [ ] Remove bulky furniture that makes rooms feel smaller than they are.
- [ ] Ensure all electrical outlets and switches have unbroken cover plates.
- [ ] Clean the water softener salt tank and ensure it is functioning.
- [ ] Make sure the home smells neutral (avoid strong air fresheners).

## Phase 4: Room-by-Room Walkthrough

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Review each specific space to ensure it is ready for the Video Narrated VR Animated Online Showing.

- [ ] Kitchen: Clear countertops of small appliances (toaster, blender, etc.).
- [ ] Kitchen: Ensure the sink is empty and shining.
- [ ] Kitchen: Organize the pantry so it appears spacious.
- [ ] Living Room: Arrange furniture to highlight the view or the fireplace.
- [ ] Living Room: Hide TV cords and remote controls.
- [ ] Primary Bedroom: Make the bed with crisp, neutral linens.
- [ ] Primary Bedroom: Clear the nightstands of personal items.
- [ ] Primary Bedroom: Ensure the closet floor is clear of shoes and boxes.
- [ ] Bathrooms: Remove all toiletries from the counter and shower.
- [ ] Bathrooms: Put out fresh, unused white towels.
- [ ] Bathrooms: Ensure the toilet lid is closed.
- [ ] Mudroom/Entry: Clear away boots, coats, and farm gear.
- [ ] Mudroom/Entry: Ensure the space feels clean and functional.

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- [ ] Basement: Ensure the utility area (furnace, water system) is well-lit and accessible.
- [ ] Basement: Organize storage boxes neatly against the walls.
- [ ] Workshop/Barn: Sweep the floor and organize tools.
- [ ] Workshop/Barn: Ensure all lights are working so the space is bright.
- [ ] Home Office: Clear the desk of paperwork and secure sensitive documents.
- [ ] Home Office: Ensure the internet router is neatly arranged.
- [ ] Dining Room: Set the table simply or leave it completely clear.

## Phase 5: Marketing & Showing Preparation

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Once the home is ready, we focus on capturing it perfectly for cross-border buyers.

- [ ] Schedule a sunny day for drone photography to capture the acreage.
- [ ] Ensure the home is perfectly clean for the VR 3D scan.
- [ ] Turn on all lights and open all blinds for the media team.
- [ ] Remove vehicles from the driveway for exterior photos.
- [ ] Review the draft Video Narrated VR Animated Online Showing.
- [ ] Confirm the listing highlights the proximity to Highway 89 and Orangeville.
- [ ] Confirm the listing mentions local amenities like Hockley Valley Resort.
- [ ] Prepare a 'Showing Binder' with well, septic, and utility info for the kitchen counter.
- [ ] Plan a routine for quick tidy-ups before in-person showings.
- [ ] Have a plan for pets during showings (take them with you or crate them).
- [ ] Ensure the home is a comfortable temperature (warm in winter, cool in summer).
- [ ] Open all interior doors to create flow during showings.
- [ ] Turn on all lights (including lamps) before leaving for a showing.
- [ ] Ensure the driveway is plowed and salted in winter before any showing.
- [ ] Leave the porch light on for evening showings.
- [ ] Secure all valuables, jewelry, and prescription medications.
- [ ] Ensure the lockbox is accessible and the key works smoothly.
- [ ] Review showing feedback with Kevin to adjust strategy if needed.
- [ ] Be prepared to accommodate weekend showings for GTA buyers.
- [ ] Keep the lawn mowed and exterior tidy throughout the listing period.

## Phase 6: Negotiation & Closing

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When an offer comes in, we manage the details to ensure a smooth transition.

- [ ] Review the offer price, closing date, and deposit amount.
- [ ] Carefully review any conditions (financing, inspection, well/septic review).
- [ ] Ensure the buyer's financing is solid before accepting.
- [ ] Provide the buyer's inspector with access to the home and outbuildings.
- [ ] Provide the well and septic records to the buyer's lawyer as requested.
- [ ] Once conditions are met, sign the firm offer documents.
- [ ] Contact your lawyer to begin the title transfer process.
- [ ] Notify your mortgage lender of the upcoming discharge.
- [ ] Arrange for movers well in advance of the closing date.
- [ ] Notify hydro, internet, and fuel providers of your move-out date.
- [ ] Cancel or transfer your home insurance (effective the day AFTER closing).
- [ ] Forward your mail through Canada Post.
- [ ] Leave all manuals, warranties, and extra keys on the kitchen counter.
- [ ] Ensure all chattels (appliances, equipment) included in the sale remain on the property.
- [ ] Do a final sweep of the outbuildings and barn to ensure they are empty.
- [ ] Leave the home in 'broom-swept' condition for the new owners.

## **Ready to Sell?**

Selling a rural property requires a tailored approach. Contact Kevin Flaherty for a free, no-obligation home evaluation. We will walk your property, assess your land and home, and build a custom strategy to reach the right buyers.