

The Complete Stanton Home Selling Checklist

A step-by-step preparation guide for selling your rural or historic property in Stanton, Mulmur Township. Prepared by Kevin Flaherty, Broker, with 30+ years of Dufferin County experience and over \$500M sold.

Stanton is one of Mulmur's original historic communities, located along Airport Road with direct access south to Caledon and the GTA. Selling a home here means presenting rural character, acreage, privacy, and country living systems to buyers who may be coming from the city. This guide walks you through every phase of the process, from the first evaluation to closing day. Check off each item as you complete it, and call Kevin at 226-270-6433 any time you have a question.

Phase 1: Before You List - Documentation and Records

Country-home buyers and their lenders want proof that your rural systems have been maintained. Gathering these documents before you list removes buyer hesitation and protects your asking price.

Well and Water Records

- Locate your well record (MOE water well record) showing depth, yield, and construction date
- Book a recent water potability test through public health or a private lab
- Gather receipts for any pump, pressure tank, or water treatment servicing
- Note your typical water pressure and any seasonal changes to share with buyers
- If you have a UV or softener system, collect manuals and service records

Septic System Records

- Schedule a septic pump-out and keep the dated receipt
- Locate the original septic permit or use-permit from the health unit if available
- Sketch or confirm the location of the tank and leaching bed for buyers
- Gather any inspection reports or repair invoices from past years
- Confirm the system size is appropriate for the number of bedrooms listed

Property and Legal Documents

- Find your property survey, if one exists, and make a clean copy
- Collect your most recent MPAC assessment notice and property tax bills
- List any easements, rights-of-way, or shared laneway agreements
- Confirm zoning with the Township of Mulmur and note any Niagara Escarpment or conservation overlays
- Gather building permits for additions, outbuildings, decks, or renovations
- Locate your deed and mortgage details for your lawyer
- If any land is farmed or in managed forest, gather tax program documentation

Heating and Mechanical Records

- Obtain or renew your WETT certificate for any wood stove or fireplace
- Gather propane or oil tank rental agreements and inspection records
- Collect furnace, heat pump, or boiler service records
- Note the age of the roof, windows, and major mechanicals for the listing
- Gather receipts for insulation, electrical, or plumbing upgrades

Kevin's Tip: Buyers relocating from the GTA are often unfamiliar with wells and septic systems. A clean, organized folder of records answers their questions before they ask, keeps their lender comfortable, and prevents last-minute price renegotiations.

Phase 2: Preparing the Land and Outbuildings

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In Stanton, buyers purchase the land and the lifestyle as much as the house. Rolling terrain, mature tree lines, and usable acreage are your biggest assets. Present them deliberately.

Acreage and Grounds

- Mow open areas and trim field edges so the usable land reads clearly
- Clear fallen branches and brush from tree lines and walking trails
- Mark or flag property corners if you know them, especially along tree lines
- Grade and refresh gravel on the driveway; fill potholes
- Tidy fence lines and repair broken rails or gates
- Clean up any equipment, scrap, or debris piles from view
- Open up sightlines to your best views of the rolling countryside
- Power wash walkways, porches, and patios

Barns, Workshops, and Outbuildings

- Sweep out and declutter every outbuilding so buyers can judge the space
- Repair broken windows, doors, and loose siding on barns and sheds
- Confirm electrical service to outbuildings is safe and labelled
- Remove or organize stored items so structures look functional, not full
- Note the dimensions and features of each outbuilding for the listing
- Decide whether any unsafe or derelict structure should be removed before listing

Curb Appeal for Country Homes

- Refresh the entrance to your laneway: mailbox, gate, and civic number sign
- Plant or refresh simple gardens near the main entrance
- Touch up exterior paint on doors, trim, and porch railings
- Clean eavestroughs and confirm downspouts drain away from the foundation
- Stage a simple outdoor seating area to showcase privacy and views

Why This Matters: A standard listing cannot capture the difference between overgrown acreage and well-kept land. When the grounds are tidy, drone photography and the Video Narrated VR Animated Online Showing can prove the full value of your property to buyers before they ever drive up Airport Road.

Phase 3: Preparing the House Itself

Whether your Stanton home is a century farmhouse, a renovated country home, or a newer rural build, the goal is the same: let buyers see the character while feeling confident about the condition.

Declutter and Depersonalize

- Remove one third of the furniture from crowded rooms to open sightlines
- Pack away personal photos, collections, and seasonal items
- Clear kitchen counters down to two or three items
- Organize closets and storage rooms; buyers will open every door
- Book a storage unit or use an outbuilding bay for packed boxes

Repairs That Protect Value

- Fix dripping taps, running toilets, and slow drains
- Replace burned-out bulbs and mismatched light fixtures
- Patch and paint wall dings in a warm neutral colour
- Ease sticking doors and windows, especially in older farmhouses
- Repair loose stair railings, deck boards, and porch steps
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Address any signs of moisture in the basement or crawl space

- Have the chimney cleaned if you use wood heat

Showcasing Historic Character

- Highlight original floors, trim, beams, and stonework; do not paint over them last minute
- Clean and polish original hardware, doors, and banisters
- Balance heritage character with modern comfort in your staging
- Prepare a short list of the home's history and past improvements for buyers
- Photograph unique details for the marketing package

Deep Clean Before Photos

- Wash windows inside and out to maximize natural light
- Steam clean carpets and refresh hardwood floors
- Deep clean kitchens and bathrooms until they shine
- Eliminate pet and wood-smoke odours; ask an honest friend to sniff-test
- Dust ceiling fans, beams, and trim work

Phase 4: Staging for Country-Home Buyers

Buyers coming to Stanton want the rural dream: space, privacy, warmth, and a connection to the outdoors. Staging should make that dream feel real the moment they walk in, or the moment they start the online showing.

Room-by-Room Focus

- Living room: arrange seating to face the best view or the fireplace
- Kitchen: stage a simple harvest-style vignette; clear the fridge of magnets
- Primary bedroom: crisp bedding, minimal furniture, blinds fully open
- Bathrooms: fresh towels, clear counters, new shower curtain if needed
- Basement or loft: define a purpose (office, gym, rec room) for every space
- Mudroom or porch: show practical country living with tidy hooks and bench

Lifestyle Touches

- Set up an inviting fire pit or porch seating area outside
- Stage the view: pull back curtains where windows frame fields or trees
- Add warm lighting for evening showings in fall and winter
- Keep the driveway plowed and paths sanded for winter showings
- Prepare a one-page amenity sheet: Dufferin County Forest trails, Mansfield Ski Club, and shopping in nearby Shelburne and Alliston

Kevin's Tip: In Kevin's experience, the properties that sell fastest in Mulmur are the ones where buyers can instantly picture their weekend: coffee on the porch, a hike in the county forest, an afternoon on the ski hill. Stage the lifestyle, not just the rooms.

Common Buyer Objections and How to Neutralize Them

Every rural sale faces predictable buyer worries. Handle each one before listing and you remove the most common reasons offers come in low or fall apart. Work through this list honestly.

Objection Checklist

- 'How do I know the well is reliable?' - Provide the well record, a recent potability test, and typical flow notes
- 'What condition is the septic in?' - Provide the pump-out receipt and any inspection report
- 'Is the internet fast enough to work from home?' - Document your provider, plan, and typical speeds
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- 'How bad is winter out here?' - Explain plowing arrangements, road maintenance, and school bus routes
- 'What can I build or change?' - Provide zoning confirmation and any Escarpment or conservation notes
- 'Are the outbuildings safe and usable?' - Repair, clean, and document each structure
- 'What does it cost to heat?' - Gather 12 months of utility and fuel costs to share
- 'Is the driveway manageable year-round?' - Grade gravel, note plow costs, and show clear access
- 'Why are they selling?' - Prepare a simple, honest answer that does not signal urgency

Kevin's Tip: Kevin coaches sellers to think like a GTA buyer seeing a rural property for the first time. Everything that feels normal to you (the well pump cycling, the gravel road, the propane tank) is a question mark to them. Answer the question before it is asked and you keep your negotiating power.

Your Pricing Preparation Worksheet

Accurate pricing is the single biggest factor in how fast and how high your Stanton property sells. Use this worksheet to organize the facts Kevin will use in your evaluation. Bring it to your first meeting.

Property Facts

- Total acreage: _____ Approx. usable/cleared acres: _____
- Year built: _____ Major renovation years: _____
- Bedrooms: _____ Bathrooms: _____ Approx. square footage: _____
- Outbuildings (type and size): _____
- Heating type and age: _____
- Well type and depth: _____ Septic age: _____
- Road frontage and access: _____
- Special features (views, ravine, trails, pond): _____

Upgrade Inventory (last 10 years)

- Roof: year _____ cost _____
- Windows and doors: year _____ cost _____
- Furnace / heat system: year _____ cost _____
- Kitchen: year _____ cost _____
- Bathrooms: year _____ cost _____
- Septic or well work: year _____ cost _____
- Electrical or plumbing: year _____ cost _____
- Other: _____

Why This Matters: Rural properties have fewer comparable sales than town subdivisions, so appraisers lean heavily on documented facts. A complete upgrade inventory defends your price during both the offer negotiation and the buyer's financing appraisal.

Selling Season Planner for Stanton

You can sell successfully in any season in Mulmur, but each season demands different preparation. Check the items for the season you plan to list in.

Spring and Summer Listings

- Time exterior photos for full foliage and green fields
- Keep lawns, gardens, and fence lines freshly maintained all season
- Showcase outdoor living: porch, fire pit, gardens, and trails
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Capture drone footage early while lighting is soft

Fall and Winter Listings

- Photograph the property before leaves drop if possible
- Keep the laneway plowed, sanded, and safe for every showing
- Light the wood stove or fireplace before showings for warmth
- Highlight proximity to the Mansfield Ski Club area for winter buyers
- Keep daylight showings a priority; rural roads are dark early

Phase 5: Marketing and Showings Timeline

Once the property is ready, the marketing phase begins. Here is the typical sequence Kevin's team follows for a Stanton listing. Use it to plan your weeks.

Weeks 1-2: Evaluation and Preparation

- Book your free home evaluation with Kevin at 226-270-6433
- Walk the property together and agree on a preparation plan
- Complete documentation gathering (Phase 1 of this guide)
- Begin repairs, decluttering, and grounds work

Weeks 3-4: Production and Launch

- Professional photography, drone footage, and floor plan measurement
- Production of the Video Narrated VR Animated Online Showing covering the home and the surrounding area
- Final staging pass and deep clean before the shoot
- Listing launch with syndication and targeted buyer outreach calls

Weeks 5 and Beyond: Showings and Offers

- Keep the home show-ready; plan a routine for quick tidy-ups
- Arrange pets and plan to be away during showings
- Review showing feedback with Kevin weekly
- Evaluate offers carefully: price, deposit, conditions, and closing date
- Negotiate with Kevin's guidance to protect your bottom line

After Acceptance: The Path to Closing

- Cooperate with the buyer's inspection, appraisal, and water test
- Fulfill any conditions and provide requested documents promptly
- Confirm closing details with your real estate lawyer
- Book movers early; rural moves take longer than city moves
- Record utility readings and cancel or transfer services for closing day
- Leave manuals, spare keys, well and septic notes for the new owners

Key Contacts and Next Steps

Keep these contacts handy as you prepare your Stanton home for market. For current market conditions, visit flaherty.ca/mulmur-real-estate-market rather than relying on printed statistics, so you always see up-to-date numbers.

Your Contact List

- Kevin Flaherty, Broker: 226-270-6433 | flaherty.ca
- Township of Mulmur (zoning, permits): mulmur.ca
- Dufferin County (maps, services): dufferincounty.ca
- Your real estate lawyer: _____
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- Septic pumping service: _____
- Water testing lab / health unit: _____
- WETT inspector: _____
- Movers: _____

Final Week Countdown

- Confirm the closing date and time with your lawyer
- Complete your change of address with Canada Post, banks, and CRA
- Transfer or cancel hydro, propane or oil, internet, and insurance effective closing day
- Do a final walkthrough of every outbuilding for forgotten items
- Take photos of the empty home and record final utility readings
- Set aside all keys, garage remotes, and gate codes for the lawyer or buyer
- Leave a welcome note with well, septic, and heating tips for the new owners

Selling a home in Stanton is a significant undertaking, but with the right preparation and the right marketing system, it does not have to be stressful. This checklist covers the work that consistently produces faster sales and stronger prices for rural properties across Mulmur Township. When you are ready to take the next step, or if you simply want a second opinion on where to start, the Flaherty Team is a phone call away.

Ready to Find Out What Your Stanton Home Is Worth?

Book your free, no-obligation Opinion of Value with the Flaherty Team. Kevin will walk your property, assess the land, outbuildings, and home, and give you a clear plan to sell for top dollar.

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