

Your Mansfield move starts with a clear plan.

Mansfield Mulmur Home Selling Guide

Mansfield
44.169290, -80.038096

SELLING A HOME IN MANSFIELD MULMUR

Sell your Mansfield-area home with local strategy for rural homes, ski-country buyers, acreage, privacy, and outdoor lifestyle demand.

LOCAL MARKET EXPERTISE Deep knowledge of Mansfield Mulmur and surrounding communities.	RURAL & ACREAGE SPECIALISTS Proven marketing for country homes, farms, and large properties.	SKI-COUNTRY BUYER APPEAL Targeting buyers seeking four-season recreation and lifestyle.	PRIVACY & LIFESTYLE FOCUS Highlighting peace, space, and the outdoor lifestyle demand.	STRATEGIC MARKETING Professional exposure that reaches the right buyers.	PROVEN RESULTS Local expertise. Proven systems. Outstanding outcomes.
---	---	--	---	---	--

FREE PDF DOWNLOAD:
Mansfield-Mulmur-Home-Selling-Guide-Flaherty.pdf

Local Expertise
RURAL FOCUS.
PROVEN RESULTS.

226-270-6433 |
 Flaherty.ca |
 VIDEO NARRATED • VR ANIMATED • ONLINE SHOWINGS • GETS YOU MORE MONEY FASTER

A practical guide to preparing your rural home, organizing the records buyers need and planning your next move.

Inside: property preparation, well and septic records, seasonal considerations, marketing, offers and a seller worksheet.

Kevin Flaherty brings 30+ years of experience and over \$500M sold. Start with a property-specific evaluation and a plan that fits your goals.

Start your home evaluation at Flaherty.ca/homeeval

Prepare the property with purpose

Focus on practical improvements and the features that make your home distinctive.

Start with a property-specific evaluation

Review the dwelling, usable land, privacy, outbuildings, servicing and permitted uses alongside suitable comparable properties. An evaluation is an opinion of likely selling value, not a guaranteed sale price.

- Discuss your next move, preferred timing and budget before committing to repairs or renovations.
- Identify small repairs, cleaning, decluttering and presentation work that suit the property. No improvement guarantees a return.
- Document heating, internet service, operating costs and equipment ownership or rental arrangements.
- Check with the relevant authority before demolishing outbuildings, clearing land or undertaking work that may require permission.

Present the Mansfield lifestyle accurately

Show the relationship to the hills, trails and nearby recreation, along with actual travel routes and winter access. Proximity to Mansfield Ski Club or Mansfield Outdoor Centre does not include membership or admission. Buyers should confirm passes, access, facilities and terms directly.

Use photographs and drone views to explain the setting. They are not surveys or proof of legal boundaries, easements or access rights.

Gather your rural-property records

Useful records help buyers understand the property. They do not replace appropriate investigation.

- **Well:** locate the well record, treatment details, service history and available flow information. Historical flow is not proof of current yield.
- **Water testing:** PHO testing checks bacterial indicators. A satisfactory bacterial result does not establish chemical safety or adequate supply. Ask public health or a qualified professional about testing appropriate to the property.
- **Septic:** gather installation or approval records, pumping receipts and maintenance history. Discuss inspection and pumping needs with a qualified provider; pumping is not automatically needed simply because you are listing.
- **Wood heating:** ask the buyer or insurer what inspection is required. A WETT-certified professional provides a written inspection report, not a WETT certificate for the appliance or property.
- **Land and permissions:** collect any available survey, title/access information, zoning and permit records. Confirm property-specific restrictions with the municipality and relevant agencies.
- **Included items:** list appliances, equipment, furnishings and rented items for discussion. Ensure inclusions and exclusions are addressed in the agreement of purchase and sale.

Disclose known material defects and discuss your obligations with your lawyer and representative. Ages of systems and maintenance records can help buyers understand the property, but are not guarantees of condition.

Plan the timing and marketing

Seasonal advice is a planning consideration, not a promised selling schedule.

Choose the season that fits your property

Spring can help buyers see gardens and walk acreage. Late fall and early winter can suit a home with ski-country appeal, especially when access is maintained and interiors are inviting. Buyer interest, competing listings and the property itself affect results.

Preparation, appropriate pricing and clear presentation matter throughout the year. Discuss readiness and your own moving needs before choosing a launch date.

The Flaherty selling approach

Evaluate: assess the home, land, servicing and suitable comparable properties.

Prepare: organize records and agree on worthwhile presentation work.

Create: professional photography, drone footage and Video Narrated VR Animated Online Showings explain the home and its setting.

Reach: present the listing to buyers seeking rural and recreational properties.

Negotiate: review price, conditions, inclusions and closing terms together.

Close: coordinate the agreed steps with your lawyer and other providers.

Online showings help buyers assess suitability before a visit. They do not establish financial qualification or guarantee an offer.

From showing to closing

Keep each stage clear and leave room for property-specific conditions.

Understand the stages

Preparation comes before launch. **Listing exposure** is the time the property is offered for sale. An accepted **conditional agreement** is not yet a firm sale: its conditions must be satisfied or waived as required by the agreement. **Closing** is the later transfer of funds and title handled by your lawyer.

- Keep the property accessible and document driveway arrangements, winter maintenance and any shared access.
- Prepare honest answers about systems, records, permissions and known issues. Refer technical questions to the appropriate professional.
- Review financing, inspection and other conditions carefully. Pre-approval does not guarantee final financing approval.
- Confirm fixtures, chattels, rented equipment and exclusions in the purchase agreement, with professional advice where needed.
- Discuss commission and services before signing. Ask your lawyer and lender about legal fees, mortgage discharge or prepayment charges, adjustments and other property-specific costs.
- Coordinate your next purchase, moving arrangements, insurance and agreed closing obligations. Backup interest or a future sale cannot be guaranteed.

For property, contract, tax or technical questions, obtain advice specific to your circumstances from the appropriate qualified professional.

Your next-step worksheet

Use this page to organize the first conversation and the records you still need.

Property address

Preferred timing and next move

Distinctive features / recreation and access questions

Records available / records to locate

Preparation priorities and quoted costs

Items to include, exclude or clarify

Questions for Kevin

Useful resources

Township of Mulmur

PHO: private well water testing

WETT: inspection questions

RECO: purchase-agreement checklist

Mansfield Ski Club membership

Mansfield Outdoor Centre

Read the Mansfield home-selling page | Call 226-270-6433