

ALLISTON / BEETON / TOTTENHAM / NEW TECUMSETH

Hobby Farm Selling Guide

Plan the whole property sale.

A practical checklist for land, buildings, rural systems, permitted uses, pricing and presentation. Work through the items that apply to your property and keep professional findings, quotes and records together.

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Kevin Flaherty, Broker with eXp Realty
Serving New Tecumseth since 1988 | $500M+ Career Sales
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1. Land, Pasture and Fencing

Start with safe access, records and the actual use. A “hobby farm” description does not establish permissions, legal boundaries or a tax category.

Land and pasture

[ ] Arrange a safe review of pasture and paddock areas for hazards, debris and drainage concerns; obtain qualified advice before filling, grading or altering drainage.

[ ] Identify available wetland, floodplain and conservation-authority information; confirm applicable restrictions rather than marking an assumed legal limit yourself.

[ ] Plan suitable removal of debris, old equipment and unnecessary field items, with permission, safe handling and appropriate disposal.

[ ] Describe pasture, paddocks, gardens, workable fields, woodland and constrained areas using the source and limits of available measurements; do not assume one land category is always worth more.

[ ] Arrange suitable drone photography when conditions safely show the land; identify older or seasonal images and do not treat aerial imagery as a boundary survey.

Fencing

[ ] Review accessible fence lines and gates safely; obtain suitable help for structural repairs or work near animals, electricity or neighbouring land.

[ ] Identify deteriorated or unsafe wire fencing and agree appropriate repair or replacement for its actual use; do not rely on appearance as proof of animal containment.

[ ] Consider suitable paint or stain only where useful, safe and appropriate to the material and condition.

[ ] Check accessible gate latches and hinges, with an animal-handling and visitor-access plan.

Question / location	Advice / quote / next step

Nottawasaga Valley Conservation Authority (NVCA): regulated areas and work

2. Barns, Outbuildings and Arena

Barn and outbuildings

[ ] Gather available roof, wall and foundation information; use an appropriate professional for suspected structural concerns rather than entering an unsafe building.

[ ] Plan appropriate barn-aisle and stall cleaning, manure handling and bedding, with dust, animal-health and disposal precautions.

[ ] Review stall boards, latches, kick walls and flooring with suitable help; restrict access where condition is uncertain.

[ ] Arrange appropriate checks of barn ventilation, lighting and electrical systems; use qualified trades rather than DIY electrical work.

[ ] Organize tack and feed storage, securing private, hazardous or valuable items and protecting animal welfare.

[ ] Plan safe permitted routes for people, trailers and vehicles; do not promise load capacity, access rights or all-weather use without evidence.

Riding arena, if applicable

[ ] Assess arena footing, low areas and drainage with an appropriate specialist; confirm permissions before grading or drainage changes.

[ ] Arrange suitable weed and debris removal without unsafe chemicals, machinery use or damage to nearby features.

[ ] Review arena fencing and gates and choose appropriate repairs with safe access and animal arrangements.

[ ] Photograph the arena accurately, noting the source of dimensions and any limits; images do not certify its condition or permitted use.

Keep assessment separate from presentation

A clean appearance does not certify a structure, electrical system, animal facility or arena. Use qualified help for unsafe or uncertain conditions, and check permissions before changing buildings, land or drainage.

Ontario: farm-building permits and approvals

3. House, Well and Septic

House and yard

[ ] Choose cleaning methods suitable for the house, barn and fencing; do not prescribe pressure washing where it could damage materials or create hazards.

[ ] Tidy accessible yard and manure-storage areas with appropriate waste, plant and animal-health precautions.

[ ] Prepare a usable entrance and driveway with safe routes and access instructions appropriate to current conditions.

[ ] Identify interior maintenance concerns and choose suitable assessment or repairs; do not conceal defects with cosmetic work.

Well and water

[ ] Discuss appropriate bacterial sampling and result interpretation, using Public Health Ontario instructions and local public-health advice; keep dates and report limits.

[ ] Ask a qualified well professional whether a quantity, flow or recovery assessment is appropriate for the proposed household and animal use; no universal 24-hour test proves ongoing supply.

[ ] Gather available well-construction, depth, pump-age and service records without treating them as proof of current condition.

[ ] Collect treatment-system records and ownership, rental or service terms; bacterial testing does not establish chemical safety or treatment performance.

Septic system

[ ] Request available septic permit, approval and installation records from the appropriate authority; do not assume a document called a “use permit” is required for every sale.

[ ] Gather dated pump-out and service records; agree any pumping or inspection sequence with the professional instead of using a fixed interval.

[ ] Locate available inspection reports and known concerns, with dates and scope; obtain property-specific assessment and quotes where needed.

[ ] Identify tank and bed locations from reliable records with professional help where necessary; keep visitors and equipment away from unsafe lids, excavations and sensitive areas.

Public Health Ontario: bacterial testing and its limits

New Tecumseth septic and well selling guide

4. Boundaries, Uses and Agreements

Survey and access

[ ] Gather an available survey or reference plan and ask the lawyer or Ontario Land Surveyor whether updated work is needed for the transaction.

[ ] Identify available easement, right-of-way, shared-access and encroachment documents for legal review.

[ ] Flag discrepancies between fences, occupation and survey information; GIS, drone images, seller stakes and a fence line do not establish legal boundaries.

Zoning and permitted use

[ ] Ask the Town of New Tecumseth about the actual zone, site-specific provisions and intended uses; avoid assuming a “hobby farm” label permits livestock, boarding, a business or another dwelling.

[ ] Ask whether Minimum Distance Separation review is relevant to proposed development or livestock/manure facilities; obtain suitable calculations and municipal advice.

[ ] Check whether conservation-authority regulation applies to the exact property and work; use current mapping as a starting point and obtain an inquiry where needed.

[ ] Confirm any applicable Greenbelt, Oak Ridges Moraine or other planning designation with the appropriate authority; do not infer it from a rural address.

Heating, utilities and agreements

[ ] Collect heating-system type, age and available service information, with suitable professional follow-up for concerns.

[ ] Confirm propane-tank ownership or lease, supplier and contract terms; ask about required consent, assignment, buyout or removal rather than assuming automatic transfer.

[ ] Gather electrical-panel and outbuilding supply information; use a qualified electrician for capacity and safety questions.

[ ] Record the current internet provider and dated test conditions, and verify address-specific availability and transfer terms; do not promise future speeds.

[ ] Locate farm-gate sales, grazing, boarding or other agricultural-use agreements and relevant records for legal, tax and appropriate buyer review; redact private information.

Town of New Tecumseth: zoning and property-specific provisions

Ontario: Minimum Distance Separation guidance

5. Valuation, Pricing and Tax Questions

Land and relevant comparisons

[ ] Review the source and limits of land-area estimates and how different uses, access, drainage and constraints affect relevant comparisons.

[ ] Confirm the current assessment and any Farm Property Class Tax Rate Program status with the Municipal Property Assessment Corporation (MPAC) and Agricorp; eligibility is not established by the listing label.

[ ] Identify actual income-producing activities and available agreements or records; do not imply income or uses automatically continue after the sale.

[ ] Select genuinely relevant rural and lifestyle sales with Kevin, adjusting geography and dates as needed rather than imposing a fixed 20-30 km radius.

Pricing and financial advice

[ ] Request a comparative market analysis: an evidence-based pricing review of relevant sales, property condition, land, buildings, permissions and current competition.

[ ] Ask a tax professional which parts of the property may qualify for the principal residence exemption, taking account of ownership, use, designation and land requirements.

[ ] Obtain advice on any capital gains deduction for qualified farm or fishing property; eligibility depends on the detailed ownership and business-use tests, not the “hobby farm” label.

[ ] Choose an asking position for the whole property, supported by comparable evidence rather than house size, acreage totals or assumed lifestyle premiums alone.

[ ] Choose a feasible launch window using readiness, access, available records and relevant competition; seasonal photographs do not prove a higher price.

Check separate tax questions

Property-tax classification, principal-residence treatment, qualified farm-property deductions and goods and services tax / harmonized sales tax (GST/HST) are separate questions. Actual ownership, use and transaction details matter; obtain tax and legal advice before agreeing allocations or terms.

Agricorp: Farm Property Class Tax Rate Program eligibility

Canada Revenue Agency (CRA): principal residence and land limits

CRA: qualified farm or fishing property

CRA: GST/HST and sales of farmland by individuals

6. Buildings, Work and Helpful Resources

Review features without automatic premiums

Feature	What to confirm
Fencing and gates	Condition, intended animal use, safe access and available records; a tidy fence is not proof of containment or a legal boundary.
Barns and stalls	Condition, function, permits and appropriate structural/electrical review; construction cost does not establish resale value.
Pasture and drainage	Actual land use, seasonal conditions and applicable restrictions; obtain advice before grading or fill.
Riding arena	Permitted use, dimensions, footing, drainage and maintenance; no automatic return on a new arena is assumed.
Deteriorated outbuilding	Assessment, access restrictions, repair or removal options and permissions; use actual quotes rather than an automatic deduction.

Choose work using actual findings and quotes

Work / record needed	Who / quote / timing

Start with the relevant authority

Town of New Tecumseth: available property and building records

NVCA: planning and permits for regulated areas

Public Health Ontario: private drinking-water bacterial testing

Municipal Property Assessment Corporation: farm tax program information

Ontario: livestock/manure-facility separation guidance

The Town, conservation authority, surveyor, technical professionals, lawyer and tax adviser answer different questions. A map or report is not a blanket approval for every proposed use.

7. Marketing the Whole Property

Photography and media

[ ] Arrange accurate professional images of the house, barn, fencing, pastures and any arena, with safe animal and visitor arrangements.

[ ] Use drone images for layout and relationships between features, with appropriate permissions and operating requirements; do not present image overlays as legal boundaries.

[ ] Arrange Kevin's Video Narrated VR Animated Online Showing (VR means virtual reality); identify virtual staging or digital alterations without concealing actual condition.

[ ] Choose safe conditions for media production; label older or seasonal material and include current condition where needed instead of requiring all media in one season.

Listing description

[ ] Choose a lifestyle description supported by the property's actual features and permissions, such as equestrian interests, small-scale growing or country living.

[ ] Describe available acreage estimates, stalls, fencing, arena and pasture specifically, with measurement sources and limits.

[ ] Present current internet-provider and test information accurately, without guaranteeing future service.

[ ] Explain verified local context, including Alliston and Honda's manufacturing presence, and actual routes to services relevant to an enquiry; do not assume a buyer segment or commute premium.

[ ] Prepare appropriate well, septic and zoning information for secure sharing, with personal account details and sensitive information removed.

Buyer outreach

[ ] Discuss suitable online and social exposure to Greater Toronto Area (GTA) and other country-property audiences without assuming their preferences or budgets.

[ ] Consider relevant equestrian networks where permitted, based on the facilities and verified use rather than an unsupported "horse-ready" promise.

[ ] Include Honda's Alliston location where relevant to an enquiry, without claiming employee demand, hiring trends or guaranteed buyer interest.

[ ] Consider appropriate small-farm and homesteading audiences without implying that every advertised activity is permitted.

[ ] Discuss use of Kevin Flaherty's database of 2,317+ active buyers in the region; an enquiry or online viewing does not establish an individual's funding.

8. Showings, Offers and Your Plan

Showings and offers

[ ] Agree suitable showing arrangements, relevant enquiry questions, animal handling and safe permitted access; do not equate interest in rural living with financial qualification.

[ ] Prepare an appropriate information package using available survey, well, septic and zoning records; identify dates, gaps and limits.

[ ] Review known concerns and disclosure duties with Kevin and the lawyer, rather than assuming a package eliminates all due-diligence questions.

[ ] Review actual offer terms and deadlines for financing, inspections, private systems, intended use and completion; conditions are agreement-specific.

[ ] Address propane tanks, other leased equipment and required consents or assignments in the actual agreement with legal and provider advice.

A flexible selling sequence

Stage	Action
1. Review the property and concerns	Identify land, building and system questions, needed records and safe access before choosing work.
2. Confirm documents and permissions	Request available survey, zoning, permit and conservation information. Obtain technical and tax advice where appropriate.
3. Prepare the presentation	Choose useful work and suitable photography, drone footage and Video Narrated VR Animated Online Showing production.
4. Agree pricing and launch	Review the comparative market analysis, records, asking position and feasible launch date with Kevin.
5. Present and respond	Publish accurate information and arrange suitable showings, tracking meaningful enquiries and new competition.
6. Work through the agreement	Follow the actual condition deadlines and professional review; available documents do not guarantee funding or condition removal.
7. Complete and hand over	Coordinate possession, insurance, keys, included items, animals and equipment arrangements according to the agreement.

Your next step

Book a free, no-obligation hobby farm evaluation with Kevin Flaherty. Kevin will walk your property, assess the land, outbuildings, and documentation, and give you a clear picture of what your hobby farm is worth and how to position it for the best possible sale.

Request a Free Home Evaluation | Book a Call with Kevin

Selling a hobby farm in New Tecumseth

Use suitable professional advice for legal, tax, financing, insurance and technical questions. An evaluation is a market-pricing service, not a technical inspection or a guarantee of sale proceeds.