Selling an Estate Home in New Tecumseth

A practical guide for custom homes, premium properties and acreage



Prepare the right documents. Explain the features. Plan the sale around your property.

Nine preparation and selling phases, plus a property-features worksheet. Use the checklist selectively: not every item applies to every home.

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Build the property file before you launch

This guide uses “estate home” for a custom or premium residence, often with a large lot or acreage. Inherited ownership adds separate legal and tax questions; confirm these with your advisers.

Phase 1: Estate Documentation & Legal Due Diligence

- ☐ Locate the original property survey or reference plan
- ☐ Gather all architectural blueprints and custom floor plans
- ☐ Collect permits for any outbuildings, pools, or additions
- ☐ Compile a list of all custom upgrades with dates and costs
- ☐ Confirm legal boundaries with a survey and professional advice; aerials are not surveys
- ☐ Review zoning certificates and permitted uses for the land
- ☐ Check NVCA regulated-area mapping and confirm requirements for the proposed work
- ☐ Locate Oak Ridges Moraine or Greenbelt boundary maps if applicable
- ☐ Confirm heating fuel types and tank ownership (propane, oil)
- ☐ Gather utility bills for the past 12 months for buyer review
- ☐ Inventory smart-home and security systems; keep access codes in a secure handover file
- ☐ Locate manuals and warranties for high-end appliances
- ☐ Review mortgage discharge terms and potential penalties
- ☐ Engage a real estate lawyer experienced with rural estates
- ☐ If inherited: ask your lawyer what authority and probate documents this title requires
- ☐ If inherited: confirm insurance and vacancy conditions with the insurer

Phase 2: Rural Infrastructure Inspections

- ☐ Schedule a professional septic tank pump-out and inspection
- ☐ Obtain a written report detailing the health of the septic bed
- ☐ Locate the exact position of the septic tank lid for buyers
- ☐ Arrange E. coli and total coliform testing; discuss chemical testing with public health
- ☐ Conduct a well flow rate and recovery test (GPM)
- ☐ Service any water treatment systems (UV, reverse osmosis, softeners)
- ☐ Ask a WETT-certified inspector about a fireplace inspection report and insurer requirements
- ☐ Arrange the appropriate inspection report for wood stoves or outdoor furnaces
- ☐ Service the HVAC system, including geothermal or radiant heating
- ☐ Inspect the roof of the main house and all outbuildings
- ☐ Ensure all outbuilding electrical panels are safe and up to code
- ☐ Check the structural integrity of barns, workshops, and sheds

What tests establish: bacterial water testing, well yield and septic condition answer different questions. Reports can identify concerns; they do not remove all buyer risk or guarantee future performance.

Make the home and land easy to understand

Phase 3: Interior Preparation & Luxury Staging

- ☐ Declutter every room so buyers can see the space, storage and finishes
- ☐ Remove all highly personalized decor or specific collections
- ☐ Depersonalize the primary suite to feel like a luxury hotel
- ☐ Deep clean all custom flooring (hardwood, natural stone, marble)
- ☐ Professionally clean all expansive windows to maximize views
- ☐ Paint high-traffic areas in fresh, neutral, modern tones
- ☐ Update outdated light fixtures in the foyer and dining room
- ☐ Ensure all smart home features (blinds, audio) are functioning
- ☐ Organize the mechanical room so systems look meticulously maintained
- ☐ Organize the garage, removing clutter to showcase vehicle capacity
- ☐ Consider professional staging for empty or awkwardly scaled rooms
- ☐ Ensure the wine cellar or custom bar area is impeccably presented
- ☐ Detail the custom kitchen, clearing counters completely
- ☐ Deep clean luxury appliances (Wolf, Sub-Zero, Miele)
- ☐ Ensure all interior doors and custom cabinetry operate smoothly
- ☐ Replace any burnt-out bulbs with consistent, bright color temperatures

Phase 4: Exterior & Acreage Curb Appeal

- ☐ Manicure the entrance gates and long driveways
- ☐ Ensure the property address marker is highly visible and premium
- ☐ Seal or repair asphalt or interlocking stone driveways
- ☐ Trim all trees and shrubs near the main residence
- ☐ Clear deadfall and brush from the immediate perimeter of the yard
- ☐ Ensure all exterior lighting (landscape, security) is functional
- ☐ Clean and service the pool, ensuring water is crystal clear
- ☐ Stage the outdoor kitchen, patio, and entertainment areas
- ☐ Power wash the exterior siding, brick, or stone facades
- ☐ Power wash all expansive decking and walkways
- ☐ Clean out all eavestroughs on the main house and outbuildings
- ☐ Ensure all outbuildings are clean, accessible, and well-lit
- ☐ Mow all accessible acreage and paddocks
- ☐ Repair any broken fencing, especially along the road frontage
- ☐ Remove any old equipment, scrap, or debris from the acreage
- ☐ Stage the barn or workshop to highlight its potential use

Prioritize safe access, maintained systems and clear presentation. Agree on a preparation budget before undertaking larger renovations. Only maintain areas that are safe and appropriate to access.

Choose the team and build the price case

Phase 5: Interviewing the Luxury Marketing Team

- ☐ Interview agents with proven experience in New Tecumseth estates
- ☐ Ask to see their specific luxury marketing and syndication plan
- ☐ Verify their ability to produce high-end drone video and photography
- ☐ Demand a Video Narrated VR Animated Online Showing
- ☐ Ask how they target out-of-town and international buyers
- ☐ Inquire about their database of pre-qualified affluent buyers
- ☐ Confirm they have a dedicated, full-time marketing team
- ☐ Review their track record for Days on Market for estate homes
- ☐ Review their Sale-to-List price ratio for premium properties
- ☐ Ask how they handle pricing when there are no direct comparables
- ☐ Confirm their strategy for vetting buyers before physical showings
- ☐ Discuss their communication protocol and feedback reporting
- ☐ Review the proposed listing agreement and commission structure

Phase 6: Pricing the Custom Estate

- ☐ Use a property-specific pricing analysis; discuss a formal appraisal where needed
- ☐ Evaluate the replacement cost of the custom structure
- ☐ Evaluate the raw land value based on acreage and zoning
- ☐ Assess the premium for privacy, topography, and views
- ☐ Analyze active luxury competition across Simcoe County and the GTA
- ☐ Review recent sales of comparable acreage properties
- ☐ Factor in the value of significant outbuildings and workshops
- ☐ Factor in the value of premium outdoor living spaces and pools
- ☐ Set a price that positions the home as the best value in its bracket
- ☐ Plan a price adjustment strategy if the market shifts
- ☐ Ask a tax adviser about principal-residence eligibility, acreage and any income-producing use
- ☐ If inherited, ask the estate’s advisers about date-of-death valuation and later-sale tax reporting

The Flaherty Pricing Advantage

Standard agents look at the house next door. For estate homes, we look at the entire regional luxury market. If a buyer has $3 Million to spend, they are comparing your New Tecumseth property against estates in King, Caledon, and Mono. We price and position your home to win that exact comparison.

Replacement cost is one input, not a guaranteed selling price. Review relevant completed sales, active alternatives, condition and permitted uses together.

Present the property, then manage access

Phase 7: Executing the Premium Marketing Plan

- [ ] Schedule the professional photography and drone shoot on a sunny day
- [ ] Arrange the floor-plan and property capture for the VR Animated Online Showing
- [ ] Review and approve the custom video narration script
- [ ] Ensure the floor plans accurately reflect the massive square footage
- [ ] Review the high-end property brochures and feature sheets
- [ ] Confirm the listing is syndicated to luxury global platforms
- [ ] Launch targeted digital advertising to affluent demographics
- [ ] Review the custom property webpage before it goes live
- [ ] Ensure all rural systems (septic, well, WETT) are noted in the listing
- [ ] Confirm the zoning and acreage details are prominently featured
- [ ] Review the initial market response and digital traffic reports

Phase 8: Showing Management & Privacy

- [ ] Establish strict showing protocols with your Realtor
- [ ] Require proof of funds or pre-qualification for physical showings
- [ ] Use the online showing to help buyers assess the layout before requesting a visit
- [ ] Agree on practical showing notice; follow tenancy rules where applicable
- [ ] Ensure the agent is present for showings if requested
- [ ] Turn on all interior and exterior lights before a showing
- [ ] Open all blinds to showcase the acreage and views
- [ ] Ensure the home is a comfortable temperature (AC or heat)
- [ ] Secure all valuables, jewelry, and sensitive documents
- [ ] Remove pets from the property during the showing
- [ ] Leave the property during the showing to allow buyers to speak freely
- [ ] Review detailed feedback from the buyer's agent after every tour

Protecting Your Privacy

You do not want a parade of strangers walking through your estate. By utilizing our immersive Video Narrated VR Animated Online Showings, buyers can thoroughly explore the property digitally. By the time they request an in-person tour, they are highly qualified and genuinely interested in purchasing.

Keep security codes, sensitive documents and valuables out of public marketing. Agree on the showing and secure handover arrangements before launch.

Review the offer and plan the handover

Phase 9: Offers, Negotiation, and Closing

- ☐ Review the financial strength of the buyer making the offer
- ☐ Evaluate the proposed closing date and how it aligns with your goals
- ☐ Review all conditions (financing, inspection, water tests)
- ☐ Review the proposed deposit, timing and terms with your agent and lawyer
- ☐ Negotiate with a clear, predetermined walk-away number
- ☐ Leverage the pre-listing inspection reports to defend your price
- ☐ Manage the conditional period tightly to prevent the property from stalling
- ☐ Cooperate fully with the buyer's home and septic inspectors
- ☐ Involve your lawyer early and review offer terms before committing
- ☐ Arrange for the transfer or cancellation of rural utilities and fuels
- ☐ Plan the logistics of moving from a large estate property
- ☐ Confirm agreed access for any buyer walkthrough and the property’s closing condition
- ☐ Sign the closing documents with your lawyer
- ☐ Hand over the keys, alarm codes, and gate remotes

Estate Property Features Inventory Worksheet

Record the age, brand, dimensions, condition, permits and supporting documents for features that matter. An improvement’s cost is not automatically its resale value.

Feature category	Details / documents / questions
Custom Kitchen	
Primary Suite	
HVAC / Geothermal	
Roof & Windows	
Pool & Landscaping	
Outbuildings / Barn	
Septic & Well	
Smart Home Tech	
Recent Renovations	

The Flaherty Advantage

When you list your New Tecumseth estate with the Flaherty Team, you are not just getting a sign on the lawn. You are getting a dedicated marketing agency that specializes in premium properties. We sell homes 52% faster and for 99.2% of market value, putting an average of $13,358 more in our clients' pockets.

Our database contains over 2,300 active buyers, and our proprietary Video Narrated VR Animated Online Showings ensure your property receives massive, targeted exposure without compromising your privacy.

Research, Resources and Important Information

Town of New Tecumseth: Schedules & Maps

NVCA: Find Your Property

Ontario: Testing and Treating Private Water Wells

WETT: Frequently Asked Questions

Ontario: Apply for Probate of an Estate

CRA: Property and Capital Gains After a Death

CRA: Principal Residence

Landlord and Tenant Board: Ending a Tenancy

Zoning and municipal maps do not establish legal property boundaries or permission for a proposed use. WETT certifies inspectors, not installations. A sale does not automatically end a tenancy. Principal-residence and inherited-property tax treatment depends on the facts. Obtain legal, tax, insurance and qualified inspection advice for your property.

Your next step

Book your free, no-obligation Opinion of Value. Bring your property records and timing goals so Kevin can discuss pricing, preparation and a suitable marketing plan.

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Read the full New Tecumseth estate-home guide online