Selling Vacant Land in New Tecumseth

Prepare the documents.
Explain the possibilities and limits.



Your parcel, pricing and selling checklist

Five selling phases and a property-snapshot worksheet. Use the items that apply to the actual parcel.

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Book your free property evaluation | 226-270-6433

Why selling land is different

Buyers need to understand the rights, access, services and constraints attached to the parcel. Separate what is documented from what still needs investigation or approval. No single map, zoning label or soil test answers every development question.

Phase 1: Due Diligence & Zoning Verification

- ☐ Verify your property's exact zoning designation with the Town of New Tecumseth.
- ☐ Check if the land falls under the Nottawasaga Valley Conservation Authority (NVCA).
- ☐ Confirm the actual zoning, exceptions and permitted uses; do not infer a zone from the setting.
- ☐ Confirm if the property is located within the Oak Ridges Moraine Conservation Plan area.
- ☐ Identify the permitted uses for your specific zoning (e.g., single-family home, hobby farm).
- ☐ Review the Simcoe County Official Plan for any future development restrictions.
- ☐ Check for any restrictive covenants registered on the property title.
- ☐ Locate or commission an up-to-date boundary survey.
- ☐ Have a surveyor and lawyer review boundaries and the actual easement/right-of-way documents.
- ☐ Identify any encroachments from neighboring properties (fences, structures, driveways).
- ☐ Check legal access, road authority, maintenance and entrance permissions as separate questions.
- ☐ If access is unresolved, obtain legal advice; do not promise a new easement can be secured.
- ☐ Confirm service availability, capacity, connection permissions, routes and costs with providers.
- ☐ If unserviced, obtain qualified site/design advice for sewage disposal and required approvals.
- ☐ Review nearby well records as context; obtain site-specific advice, not a yield or quality guarantee.
- ☐ Identify any protected environmental features (wetlands, steep slopes, endangered species habitat).
- ☐ Consult with an environmental professional if a Phase I Environmental Site Assessment (ESA) is needed.
- ☐ Document the proposed building area and which constraints or approvals still need confirmation.
- ☐ Gather any existing permits, studies, or architectural plans related to the property.
- ☐ Understand the timeline and costs associated with obtaining building permits in New Tecumseth.

Phase 2: Property Preparation & Valuation

- ☐ Arrange safe access; have a surveyor identify boundaries where needed and label orientation markers.
- ☐ Confirm permissions and environmental constraints before clearing brush or disturbing the site.
- ☐ Do not clear-cut mature trees without consulting a professional (some buyers prefer wooded lots).
- ☐ Remove any garbage, scrap metal, or old equipment from the property.
- ☐ Ensure any existing outbuildings or structures are safe and accessible.
- ☐ If applicable, repair or install a gate at the property entrance.
- ☐ Ask the road authority about entrance/culvert approvals before any installation or alteration.
- ☐ Obtain a professional Opinion of Value from a real estate broker experienced in land sales.
- ☐ Review a Comparative Market Analysis (CMA) of recent vacant land sales in New Tecumseth.
- ☐ Understand how zoning, services, and location impact your property's value.
- ☐ Compare your unserviced rural parcel to similar unserviced parcels, not fully serviced subdivision lots.
- ☐ Factor in the cost of bringing services to the lot line when determining the asking price.
- ☐ Consider actual applicable conservation and provincial-plan constraints, not assumed restrictions.
- ☐ Discuss pricing strategies with your broker (e.g., pricing for a quick sale vs. maximizing return).
- ☐ Determine your bottom-line acceptable price and ideal closing timeline.
- ☐ Identify your target buyer (e.g., custom home builder, investor, hobby farmer).
- ☐ Ask buyers to confirm parcel-specific financing; avoid a universal equity or lending rule.
- ☐ Consider whether you are willing to offer seller financing (vendor take-back mortgage) to attract buyers.
- ☐ Consult with your accountant or real estate lawyer regarding potential HST implications.
- ☐ Ask your accountant about income-tax characterization and reporting for the actual sale.

Key Principle: Price Against the Right Comparables

Compare parcels with similar location, rights, access, servicing and constraints. Do not apply a serviced-lot price per acre to unserviced rural acreage. Explain the work and uncertainty a buyer may inherit without assuming development costs translate dollar-for-dollar into value.

Show the parcel without overstating its potential

Use clear photography, drone footage and documents to explain the property. Aerial overlays are illustrative unless tied to appropriate survey evidence; proposed sites are concepts unless supported by the relevant approvals.

Phase 3: Marketing & Exposure

- ☐ Hire a real estate team with a proven marketing strategy for vacant land.
- ☐ Ensure the marketing plan includes professional drone photography and videography.
- ☐ Use drone footage for orientation and features; label boundary overlays as illustrative, not a survey.
- ☐ Highlight nearby amenities (e.g., proximity to Alliston, Beeton, Tottenham, Highway 400).
- ☐ Utilize Video Narrated VR Animated Online Showings to provide a comprehensive virtual tour.
- ☐ Label proposed home sites as concepts and distinguish them from issued approvals.
- ☐ Create a detailed property information package for prospective buyers.
- ☐ Include survey, planning, site-assessment and conservation records with dates and limitations.
- ☐ Highlight the lifestyle benefits of the property (e.g., privacy, nature, space for a hobby farm).
- ☐ Market the property across multiple online platforms and social media channels.
- ☐ Target buyers looking to relocate from the GTA to rural New Tecumseth.
- ☐ Reach out to local custom home builders and developers who may be looking for lots.
- ☐ Ensure the property listing clearly states whether HST is included in or in addition to the purchase price.
- ☐ Provide clear directions to the property, especially if it doesn't have a standard municipal address.
- ☐ Install a highly visible 'For Sale' sign at the property entrance.
- ☐ Ensure the sign includes contact information for your real estate broker.
- ☐ Monitor buyer feedback and adjust the marketing strategy if necessary.
- ☐ Keep the property accessible and well-maintained throughout the listing period.
- ☐ Be prepared to answer questions about building costs, permits, and services.
- ☐ Communicate regularly with your broker to review showing activity and market conditions.

Phase 4: Evaluating Offers & Negotiation

- ☐ Review all offers carefully with your real estate broker and lawyer.
- ☐ Look beyond the purchase price; consider the deposit amount, closing date, and conditions.
- ☐ Understand common conditions in land offers (e.g., financing, soil tests, building permit approval).
- ☐ Evaluate the buyer's financial strength, especially given the strict lending criteria for vacant land.
- ☐ If the buyer requires a long conditional period for NVCA approvals, consider the risks of tying up the property.
- ☐ Ask your lawyer about deposit/refund terms, milestones and outside dates for extended due diligence.
- ☐ Agree in writing on testing access, notice, insurance, responsibility and restoration of the site.
- ☐ Ensure any seller financing terms (VTB) are clearly outlined and legally sound.
- ☐ Confirm GST/HST status, price wording and collection/remittance responsibilities with advisers.
- ☐ Confirm that the buyer acknowledges any restrictive covenants or easements on the title.
- ☐ Address any requests for the seller to clear additional land or remove structures before closing.
- ☐ Understand the implications of an 'as is, where is' clause in the agreement.
- ☐ Negotiate with a clear understanding of your bottom line and walk-away point.
- ☐ Use market data and recent comparable sales to justify your counter-offers.
- ☐ Respond to offers promptly to maintain momentum in the negotiation.
- ☐ Ensure all verbal agreements are documented in writing.
- ☐ Consult your real estate lawyer before signing the final Agreement of Purchase and Sale.
- ☐ Once an offer is accepted, monitor the progress of the buyer's conditions.
- ☐ Provide any requested documentation (e.g., survey, perc test) to the buyer promptly.
- ☐ Confirm condition notices, deadlines and the agreement’s resulting status with your advisers.

Watch the Conditional Period

A longer investigation period can affect your ability to pursue another sale. Have your lawyer review condition wording, testing rights, milestones, outside dates and deposit/refund terms. A larger or “non-refundable” deposit is not an automatic solution and does not guarantee completion.

Phase 5: Closing the Sale

- [ ] Instruct your real estate lawyer to begin preparing the closing documents.
- [ ] Provide your lawyer with the Agreement of Purchase and Sale and any related documents.
- [ ] Ensure your lawyer has a copy of the property survey and title information.
- [ ] Address any title issues or liens identified by the buyer's lawyer.
- [ ] If applicable, arrange for the discharge of any existing mortgages on the property.
- [ ] Confirm the final closing date and the exact amount of funds you will receive.
- [ ] Sign the necessary transfer documents and affidavits with your lawyer.
- [ ] If you offered seller financing, ensure the mortgage documents are properly registered.
- [ ] Confirm actual completion with your lawyer before changing insurance; coordinate timing with the insurer.
- [ ] Notify the Town of New Tecumseth of the change in ownership for property tax purposes.
- [ ] Pay any outstanding property taxes up to the closing date.
- [ ] Settle the real estate commission and legal fees from the proceeds of the sale.
- [ ] Ensure the property is left in the condition agreed upon in the contract.
- [ ] Remove any personal property, equipment, or debris before the closing date.
- [ ] Arrange keys and access handover according to the agreement and actual closing confirmation.
- [ ] Hand over any original documents, studies, or permits related to the property.
- [ ] Confirm with your lawyer that the transaction has closed and funds have been transferred.
- [ ] Retain copies of all closing documents for your records and tax purposes.
- [ ] Consult your accountant regarding the reporting of the sale on your income tax return.
- [ ] Enjoy the successful sale of your vacant land in New Tecumseth!

Confirm the transaction is complete

Coordinate title, funds, tax treatment, insurance and possession through your advisers. Keep copies of the agreement, adjustments and supporting documents for reporting. Do not assume the scheduled closing date alone means funds have arrived or ownership has transferred.

Property Snapshot Worksheet

Record the source and date for each answer. Mark unanswered questions clearly rather than presenting an estimate as an approval.

Actual zoning / exceptions / source	
Conservation review status / source	
Provincial plan applicability / source	
Total area / proposed usable area / limits	
Services / capacity / permissions / estimates	
Legal access / frontage / entrance approval	
Survey / date / further work needed	
Relevant buyer / intended use	
Price goals / timing / adviser questions	

Research, Resources and Important Information

Town zoning and Official Plan maps

Town planning and development review

NVCA property and permit inquiries

Town site-alteration guidance

Town roads and road-authority contacts

Ontario land registry

Ontario wells on your property

CRA: vacant-land sales by individuals

RECO Information Guide

General selling information, not legal, planning, engineering or tax advice. Confirm actual title, uses, site conditions, permits, tax treatment and transaction terms with the appropriate professionals and authorities.

Ready to plan the sale? Book your free property evaluation.
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