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ROYAL LEPAGE

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Rural

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NO COOKIE CUTTER — TIPS ON BUYING AND SELLING COUNTRY REAL ESTATE AND RURAL PROPERTIES

Whether you are searching for the perfect country home or wanting to move from your rural property, do your homework to make the best deal and protect your investment.

In the spring and fall, for sale signs pop up on the green lawns of the country side. Growing demand for rural properties means there is lots of buying and selling going on, says Town of Halton Hills and Town of Erin based Denise Dilbey, Broker with Royal LePage Meadowtowne Realty, Brokerage.

So why are “city folks” yearning to invest in country real estate in the Town of Erin, Halton Hills and Caledon?

“They’re looking for a simpler way of life,” says Dilbey. The popularity of that lifestyle has boosted prices for rural properties in Milton, Caledon and Georgetown. Country homes with five acres or less start at \$700,000, while larger or quaint rural properties closer to the city or major commuter routes can now fetch more than \$950,000. Dilbey, herself an acreage owner and “farm girl”, has been seeing the market and demand for rural properties escalate in the last 4 years. Now more than ever, she says, buyers and sellers have to do their homework.

Every buyer or seller seems to know someone in real estate. But finding a good country Realtor® is critical for both rural buyers and sellers. Just like the diversity in rural homes, no two realtors are created equal. Dilbey advises asking local real estate offices to recommend top rural agents or check the internet, using “rural and country” for a seasoned rural real estate professional in the area of your search. When you’ve selected several agents, interview them. Request feature sheets from recent

sales and quiz them on their knowledge in wells, septic systems, local by-laws and Conservation Authorities. This will highlight their skills dealing with country properties and the sale or purchase of one of your largest assets. Dilbey, warns that if you choose to use a local Realtor® from the city, ensure they know the area, what development is planned, how to take a potability sample and how septic systems work in order to protect yourself. Buying rural property in the Town of Halton Hills is different than in the Town of Erin and different yet in the Town of Caledon.

For more information on ‘Tips to Selling or Buying Country Properties’ visit www.Link2RealEstate.ca

If you are looking for an experienced, professional REALTOR® with expertise in the purchase and sale of rural real estate, trust Denise to answer all of your questions about country living by calling Denise directly at 416-919-9802 or Denise@Link2RealEstate.ca