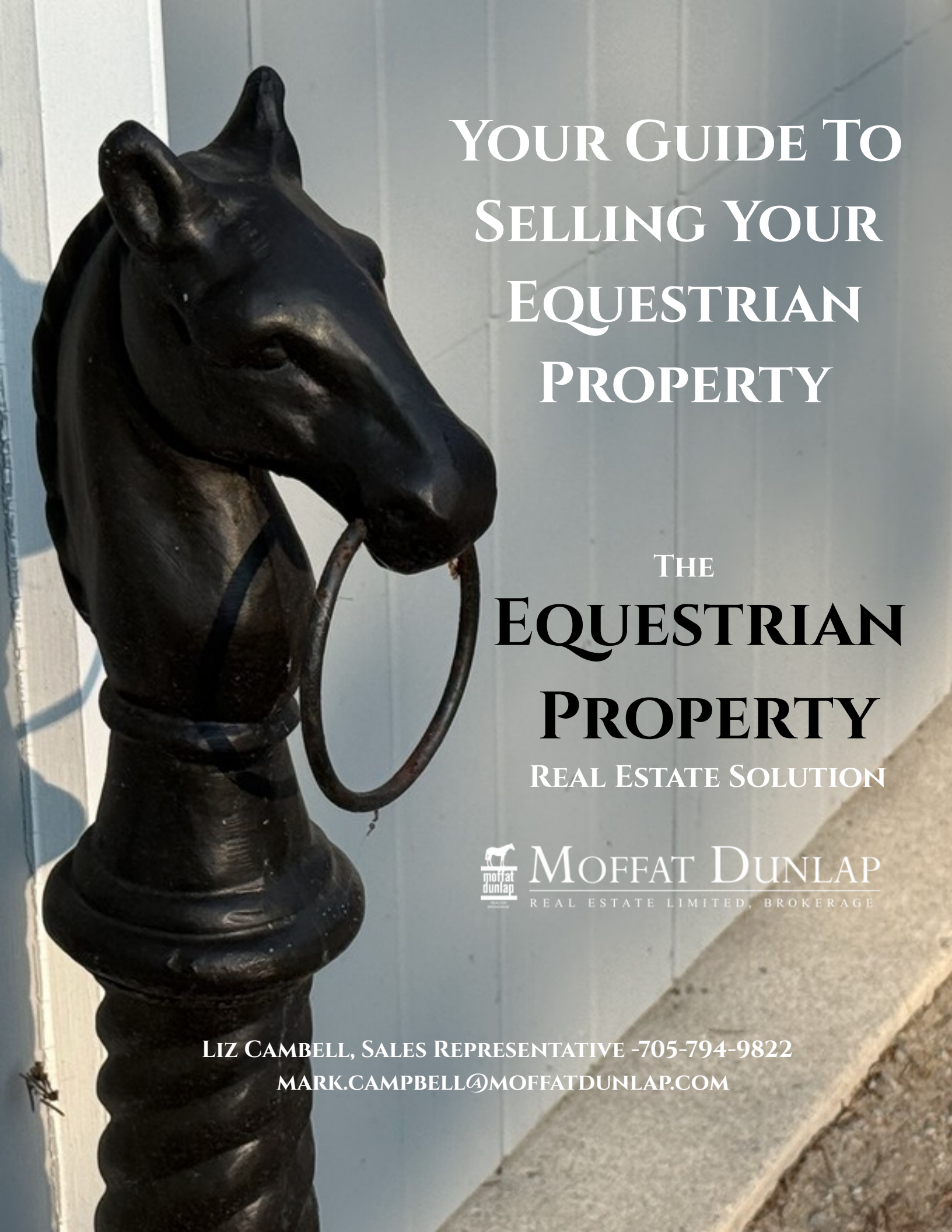




# YOUR GUIDE TO SELLING YOUR EQUESTRIAN PROPERTY

## THE EQUESTRIAN PROPERTY

REAL ESTATE SOLUTION



MOFFAT DUNLAP  
REAL ESTATE LIMITED, BROKERAGE

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# A Place You'll Always Love...

You love your equestrian property and always will. Your memories are filled with early mornings in the barn, the sound of horses nickering at feeding time, the smell of hay, and the satisfaction of grooming, training, and riding.

It's where you built relationships with your horses and your community—hosting clinics, participating in shows, or simply enjoying a trail ride at sunset. It's where your family bonded over shared responsibility and care for animals.

But life changes, and sometimes it's time to move on to the next chapter.





## Why People Sell Equestrian Properties

Life evolves and priorities change. For some, downsizing becomes a necessity; for others, the demands of maintaining stables, fencing, and acres of pasture become too much.

Sometimes family dynamics come into play. Jointly owned farms can be complicated when heirs have different visions for the future. For others, it's about transitioning to a new adventure—perhaps a property better suited to new goals, or even stepping back from the day-to-day care of horses.

Selling an equestrian property is often an emotional decision because it's not just land and buildings—it's a lifestyle and a legacy.

# The Right Equestrian Real Estate Strategy...

## Step 1: Consultation & Vision

We start by discussing your unique property and goals:

- How long have you owned it?
- What features make it special—barn size, arena, trails, or income potential?
- What's next for you after the sale?

We'll walk the property together so you can share its story and unique features. Every equestrian property is different, and what you love most about it is likely what the next buyer will value too.





## Step 2: Preparing the Property & Gathering Data

First impressions are critical. We'll look at:

- Decluttering barns and tack rooms
- Ensuring fencing is safe and visually appealing
- Tidying pastures and outbuildings
- Completing any necessary repairs

We'll also gather key documentation, such as:

- Surveys and zoning confirmations
- Well and septic information
- Details on arena footing, drainage, and acreage usage

Pricing equestrian properties is both an art and a science. We'll review comparable sales, current market conditions, and unique property features (like boarding income potential or high-end facilities) to set the right price.

## Step 3: List & Market

Marketing an equestrian property is specialized. We use:

- Professional photography, video, and drone footage showcasing barns, paddocks, arenas, and riding trails
- Exposure to targeted equestrian networks and buyer communities
- Strategic online advertising focused on equestrian and rural property buyers

Your property deserves a marketing plan that speaks directly to equestrian enthusiasts who understand and appreciate what your property offers.





## Step 4: **SELL!**

Equestrian properties can require more time on the market than standard residential homes due to their unique features and specialized buyer audience. We maintain consistent communication and provide updates on showings, feedback, and market shifts. When an offer comes in, we review it carefully with you, ensuring the buyer understands key elements like:

- Zoning compliance
- Agricultural tax implications
- Facility condition and ongoing maintenance expectations

## Step 5: Clear Conditions & Celebrate

Once an agreement is reached, buyers often conduct inspections for barns, fencing, wells, septic systems, and environmental considerations. We'll help you navigate these steps smoothly.

After conditions are waived, the sale is firm, and you're nearly at the finish line. On closing day, you hand over the reins—literally and figuratively—and celebrate the end of one chapter and the start of your next adventure.





## What Our Clients Say...

**“The Moffat Dunlap team helped us navigate a complex sale that included multiple barns, a riding arena, and 40 acres of pasture. Their marketing strategy brought in qualified buyers who understood equestrian properties, and they guided us every step of the way.”**

***Alex & Dana***

**“Moffat Dunlap made the process easy and they really understood the emotional side of letting go of a property that had been in our family for years. Thank you!”**

***Stephanie R.***



**IF YOU'RE READY TO MAKE  
A MOVE, LET'S CONNECT.**



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Thank you for the opportunity  
& your trust.

See you in the field.

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