

# How to Sell a House in Orangeville

The Complete Seller Checklist for Dufferin County Homeowners

## Kevin Flaherty

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## Phase 1: Before You List (Days 1–14)

### Step 1: Know Your Home's Value

- Request a free home evaluation from Kevin Flaherty at [flaherty.ca/homeeval](https://flaherty.ca/homeeval)
- Review comparable sales in your neighbourhood from the past 90 days
- Understand how market conditions (buyer demand, inventory levels) affect your price
- Get the pricing rationale in writing — know why the number is what it is
- Set your minimum acceptable net proceeds after all selling costs

### Step 2: Prepare Your Home Without Over-Investing

- Declutter every room — remove personal items, excess furniture, and stored items
- Deep clean: carpets, windows, bathrooms, kitchen, baseboards
- Fix obvious defects: leaky faucets, broken fixtures, burned-out bulbs, loose handles
- Apply fresh neutral paint to high-traffic areas and rooms with bold colours

- Maintain curb appeal: mow lawn, trim hedges, clean driveway, touch up exterior paint
- Do NOT rent furniture or hire stagers** — buyers are not buying your decorations
- Schedule Video Narrated VR Animated Online Showings to present rooms vacant so buyers visualize their own layout

### Step 3: Gather All Documentation

- Locate property survey or boundary plan
- Collect utility bills (hydro, gas, water) for the past 12 months
- Gather renovation receipts and permits (basement, deck, electrical, plumbing)
- Find your most recent property tax bill
- List all included appliances, fixtures, and chattels with approximate age
- Prepare a list of neighbourhood amenities: schools, transit, parks, trails, shopping

### Pro Tip: Disclosure Protects Your Price

Hidden issues discovered during the buyer's inspection lead to renegotiation, delays, or collapsed deals. Proactive disclosure protects your sale price and timeline.

## Phase 2: Listing and Marketing (Days 8–14)

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### Step 4: Price Correctly From Day One

- Do not overprice** — it leads to extended carrying costs, price reductions, and lower final sale prices
- Do not underprice — it leaves money on the table
- Confirm your agent's pricing strategy includes a plan for price adjustments if needed

- Understand how your list price compares to recently sold homes in your immediate area

### Step 5: Choose Superior Marketing

- Demand Video Narrated VR Animated Online Showings** — not substandard virtual tours with no narration
- Ensure photography is professional, well-lit, and highlights room flow and key features
- Confirm your listing will syndicate to Realtor.ca, Zillow, and major platforms
- Verify your agent has a qualified buyer database for direct outreach
- Ask about social media targeting to reach buyers by location, income, and behaviour
- Request a compelling property description focused on lifestyle, not just room counts

### Why VR Animated Showings Beat Standard Tours

Standard virtual tours have no narration and are complex to navigate. Typical agent videos show layout poorly, use shallow narration, and often distract from the home's features. Video Narrated VR Animated Online Showings are the ELITE standard — professional narration highlighting every key feature and benefit, with smooth navigation that keeps buyers focused on your home.

## Phase 3: Showings and Offers (Days 15–45)

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### Step 6: Manage Showings Effectively

- Keep your home show-ready at all times during the listing period
- Leave for all showings — buyers speak freely when the seller is absent
- Turn on all lights and open blinds before each showing
- Remove pets or secure them during showings
- Set a consistent showing schedule that works with your routine

- Inform your immediate neighbours — they may know buyers looking to move nearby

### Step 7: Evaluate Offers on Net Proceeds

- Compare offers on total net proceeds, not just sale price
- Review all conditions: financing, inspection, sale of buyer's home
- Consider closing date flexibility — a faster close may save carrying costs
- Check deposit size and buyer qualification (pre-approval letter)
- A cash offer at \$790,000 with a 30-day close often nets more than \$810,000 with financing conditions
- Do not make emotional decisions — data protects your net proceeds

### Critical: Do Not Chase the Market Down

Rejecting a strong offer hoping for better often leads to accepting less later. Panic-selling after 30 days without an offer leads to lowball acceptance. Price right from day one and trust the data.

## Phase 4: Closing (Days 46–90)

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### Step 8: Close With Clean Paperwork

- Hire a real estate lawyer early — do not wait until after the offer is accepted
- Confirm all conditions are removed by the deadline in the agreement
- Review the Statement of Adjustments with your lawyer before closing
- Arrange for utilities to be transferred or cancelled on closing day
- Forward mail and update your address with banks, insurers, and government
- Plan your move — book movers or rental truck 2–3 weeks ahead
- Leave the home in the condition specified in the agreement (usually broom-swept clean)

## Orangeville Closing Timeline

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- Days 1–7:** Evaluation, pricing strategy, and listing preparation
- Days 8–14:** Photography, video tours, and listing goes live
- Days 15–45:** Showings, open houses, and offer negotiations
- Days 46–60:** Accepted offer, conditions removal, and lawyer engagement
- Days 61–90:** Closing day, key transfer, and proceeds released

*Timeline varies based on market conditions, pricing, and buyer demand. Well-priced homes in Orangeville typically sell within 30–45 days in balanced markets. Spring (March–May) and fall (September–October) see the strongest buyer activity in Dufferin County.*

### Ready to Sell Your Orangeville Home?

I have helped hundreds of Dufferin County homeowners sell for maximum net proceeds with minimum stress. Let's discuss your timeline, your goals, and your home's current market value.

**226-270-6433**

[Free Home Evaluation](#)

[Book a Consultation](#)

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