

# Orangeville Seller's Pricing Guide

Free Home Evaluation Companion

By Kevin Flaherty · Real Estate Broker

30+ Years Local Experience · eXp Realty

**Get Your Free Evaluation**

226-270-6433

[flaherty.ca/orangeville-home-evaluation](http://flaherty.ca/orangeville-home-evaluation)

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# 10 Factors That Affect Your Orangeville Home's Value

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*Use this checklist to understand what buyers and evaluators look for in your specific neighbourhood.*

## 1. Neighbourhood Micro-Market

Homes in Montgomery Village and Downtown trade at different price per square foot than outlying areas. Proximity to schools, Highway 10, and municipal services directly affects value.

## 2. Water Source

Municipal water vs. well water is a major pricing variable. Buyers factor in maintenance, testing, and potential upgrade costs.

## 3. Lot Size and Privacy

Standard lots in Hospital Hill trade differently than half-acre parcels in Edgewood Valley or rural acreages. Lot depth, tree cover, and privacy carry premiums.

## 4. Home Condition and Updates

Roof age, furnace condition, window quality, and kitchen updates matter more than staging. Buyers in the \$800K+ range expect move-in readiness.

## 5. Comparable Sales Within 2 km

Recent sales on your street or subdivision matter most. Six-month-old sales in different neighbourhoods carry little weight.

## 6. Current Inventory Levels

When only 2 homes like yours are for sale, you have leverage. When 12 compete, pricing must be more aggressive.

## 7. Seasonal Demand Patterns

Spring and fall see the strongest buyer activity. Winter inventory drops, meaning less competition. Summer can be slower.

## 8. School District and Walkability

Proximity to top-rated schools, downtown, hospital, and commuter routes affects buyer pool size and price per square foot.

## 9. Access and Commute

Direct access to Highway 10, Highway 9, or the 410 without bottlenecks matters to Toronto commuters.

## 10. Unique Features and Upgrades

Finished basements, in-law suites, home offices, upgraded insulation, and smart home systems add measurable value.

**Pro Tip:** Start with an evaluation before investing in renovations. Most Orangeville sellers get the best return from decluttering, deep cleaning, minor repairs, and fresh paint — not major overhauls.

## Comparable Sales Checklist

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*When reviewing comparable sales with your agent, verify each of these items:*

### **The Basics**

- Sold within the last 90–120 days
- Within 2 km of your home (preferably same neighbourhood)
- Same property type (detached, semi, townhouse)
- Similar lot size (within 20%)
- Similar above-grade square footage (within 15%)

### **Key Adjustments**

- Number of bedrooms and bathrooms match
- Garage type and parking spaces comparable
- Basement finish status (unfinished / partially / fully finished)
- Water source identical (municipal vs. well)
- School district the same

### **Condition & Updates**

- Roof age within 5 years
- Furnace/AC age within 5 years
- Kitchen updated within 10 years
- Bathrooms updated within 10 years
- Windows replaced or original
- Flooring condition similar

### **Sale Characteristics**

- Was it a distressed sale (foreclosure, estate, divorce)?
- Were there multiple offers or price reductions?
- Days on market at time of sale
- Sale-to-list ratio (what % of asking did it get?)

**Note:** A true comparable should match on at least 7 of the 11 items above. If fewer than 7 match, the sale should be adjusted or discarded.

## The Evaluation Process

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### 1 Schedule (5 minutes)

Call 226-270-6433 or book online. Gather tax bills, utility statements, renovation receipts, and inspection reports.

### 2 Home Assessment (20 minutes)

Kevin walks the property inside and out, noting condition, systems, updates, layout, and lot features.

### 3 Comparable Analysis (15 minutes)

Review verified sales from your neighbourhood (90–120 days) with adjustments for condition and features.

### 4 Written Report (5 minutes)

You leave with: recommended price range, supporting comparables, timeline estimate, preparation checklist, and net proceeds calculation.

**Total Time: 45 minutes**

## Net Proceeds Worksheet

Estimate your walk-away amount. Fill in your numbers or ask Kevin Flaherty for a personalized calculation.

Item	Your Amount
<b>Estimated Sale Price</b>	\$ _____
<b>Selling Costs</b>	
REALTOR Commission (____%)	\$ _____
Legal Fees	\$ _____
Property Tax Adjustment	\$ _____
Utility Adjustments	\$ _____
Home Preparation	\$ _____
Mortgage Discharge Fee	\$ _____
<b>Total Selling Costs</b>	\$ _____
<b>Mortgage Payout</b>	
Current Mortgage Balance	\$ _____
Prepayment Penalty (if any)	\$ _____
<b>Total Mortgage Costs</b>	\$ _____
<b>NET PROCEEDS</b>	\$ _____

**Example Calculation**

For a typical Orangeville sale at **\$850,000**:

- Sale Price: \$850,000
- Commission (4.5%): \$38,250
- Legal + Adjustments: \$1,200
- Preparation: \$1,500
- Mortgage Balance: \$320,000

**Net Proceeds: \$489,050**

**Market Snapshot — May 2026**

Metric	Value
Total Sales (Dufferin County)	63 transactions
Average Sale Price	\$843,075
Detached Homes — Share	65%
Detached Average Price	\$987,188
Orangeville Days on Market	34 days
Semi-Detached Sale-to-List	98%

**What this means:** The market is balanced. Well-priced homes sell in 7–14 days. Overpriced homes sit 60–90 days. Pricing within 2% of market value is critical.

**About Kevin Flaherty**

Real Estate Broker with 30+ years experience in Orangeville and Dufferin County. Specializes in **Video Narrated VR Animated Online Showings** — the most advanced property marketing available locally.

- ThreeBestRated: Top 3 Agent, 11 Years in a Row
- 57 Google Reviews · 5-Star Average
- Sold homes in every Dufferin County municipality

### Get your free evaluation today

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This guide is for informational purposes only and does not constitute legal or financial advice. Individual results vary by property type, market conditions, and pricing accuracy. For a personalized evaluation, contact Kevin Flaherty directly.

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