

# Orangeville Real Estate Market Report

Dufferin County, Ontario — Comprehensive Market Analysis

APRIL 2026 DATA

<b>\$710,734</b> AVERAGE PRICE ▼ 16.3% from Q1 2025 peak	<b>33</b> MONTHLY SALES Balanced market pace	<b>34</b> DAYS ON MARKET ▼ 65% vs early 2025	<b>147</b> ACTIVE LISTINGS 42% sales-to-listings ratio
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**Market Summary:** Orangeville has moved from a seller's market in early 2025 to a balanced market in mid-2026. The price correction of 16.3% appears to be stabilizing. Days on market collapsed from 88-97 days to 34 days — buyers and sellers are finding common ground faster despite the price reset. Active listings at 147 units provide reasonable choice without oversupply.

## Price Trends

Period	Avg Price	Change
Q1 2025 Peak	\$849,776	—
Q2 2025	\$752,977	▼ 11.4%
April 2026	\$710,734	▼ 5.6% QoQ

Rate of decline slowing — suggests floor formation.

## Days on Market by Town

Town	DOM	Status
Orangeville	34	Balanced
East Luther G.V.	34	Balanced
Shelburne	36	Buyer's
Mono	41	Buyer's
Mulmur	73	Buyer's
East Garafraxa	109	Buyer's
Amaranth	120	Buyer's

## Property Type Breakdown

Type	Share	Avg Price
Detached	65%	\$765,000
Townhouse	13%	\$585,000
Semi-Detached	11%	\$645,000
Condo Townhouse	6%	\$495,000
Condo Apartment	5%	\$425,000

## Neighbourhood Price Tiers

Tier	Price Range	Areas
Entry-Level	\$500K-\$600K	Montgomery Village, Brown's Farm
Mid-Market	\$600K-\$800K	Downtown, Midtown, West End
Established	\$800K-\$950K	Hospital Hill, Parkview Acres
Premium	\$950K-\$1.1M	Highland Ridge, Edgewood Valley
Luxury	\$1.1M-\$1.4M	Credit Springs, Orangeville Highlands

## Key Takeaways for Sellers

- Price realistically — 10% above comparable sales is overpricing in this market
- Presentation matters more in balanced markets — staging returns 3-5x its cost
- Inventory stable at 147 units — not oversupplied, but not scarce either
- 34 DOM is fast — serious buyers are active and financing-ready
- VR showings attract out-of-area buyers who shop online first

## Key Takeaways for Buyers

- Negotiation power is real — average sale-to-list ratio is 97-98%
- 147 active units provides genuine choice across all property types
- Interest rate stability removes urgency — time to find the right fit
- First-time buyer window: prices down 16% from peak with selection
- Detached homes at \$765K average — entry point for families

## Monthly Sales & Inventory Trend

Month	Sales	New Listings	Inventory	Absorption
Jan 2026	28	45	132	21%
Feb 2026	31	48	138	22%
Mar 2026	35	52	142	25%
Apr 2026	33	49	147	22%

Spring inventory building steadily. Sales pace consistent with balanced market conditions.

## Mortgage Rate Context

Rate Type	Current	1 Year Ago	Impact
Fixed 5-yr	4.39%	4.79%	Improved
Variable	5.45%	6.45%	Improved
Stress Test	7.39%	7.79%	Easier

Lower rates improve qualification by 8-12%. Variable rate buyers benefit most from BoC easing cycle.

**Strategic Insight:** The market has shifted from the panic-buying of 2021-2022 and the panic-selling fears of early 2025 to a rational, balanced environment. Buyers can negotiate. Sellers who price correctly still sell within 30-40 days. The 16% price correction has restored affordability without collapsing confidence. This is the healthiest market Orangeville has seen in three years.

## Recent Sales Highlights

Property	Area	List	Sold	DOM
4-bed detached	Highland Ridge	\$925K	\$898K	22
3-bed bungalow	West End	\$695K	\$682K	18
New townhouse	Montgomery Vlg	\$599K	\$588K	31
2-bed condo	Downtown	\$445K	\$432K	27

Sample transactions illustrate 97-98% sale-to-list ratio across all segments.

## Market Type Classification

**Seller's Market:** Absorption > 60%. Prices rising, bidding wars common, DOM under 20 days.  
**Balanced Market:** Absorption 40-60%. Stable prices, reasonable negotiation, DOM 30-45 days.  
**Buyer's Market:** Absorption < 40%. Falling prices, high inventory, DOM 60+ days.  
**Orangeville at 42%:** Technically balanced, trending toward slight buyer advantage in higher price tiers.

## Cross-Town Comparison — All Dufferin Towns

Town	Avg Price	Sales	DOM	Inventory	Absorption	Market Type
Mono	\$1,400,000	8	41	25	32%	Buyer's
Mulmur	\$1,300,000	4	73	18	22%	Buyer's
Amaranth	\$1,200,000	2	120	12	17%	Buyer's
East Garafraxa	\$933,000	2	109	15	13%	Buyer's
<b>Orangeville</b>	<b>\$710,734</b>	<b>33</b>	<b>34</b>	<b>147</b>	<b>42%</b>	<b>Balanced</b>
Shelburne	\$692,000	8	36	31	26%	Buyer's
E. Luther G.V.	\$650,000	3	34	8	38%	Balanced

**Orangeville's advantage:** Most active market (33 sales vs 4-8 for other towns), fastest DOM tied for #1, largest inventory (147 units = most choice), and the most accessible price point. For sellers: the liquid market. For buyers: the market with inventory.

### What to Watch Next

- **Inventory trend:** Will summer listings push above 180 units?
- **Price floor:** Is \$710K the bottom or still declining?
- **Interest rates:** Any BoC changes will move buyer psychology
- **Absorption rate:** 42% is balanced; watch for 50%+ shift
- **New construction:** Any major development approvals will affect supply

### Methodology

Data sourced from ITSO, Zoocasa, and TRREB for April 2026 residential transactions in Dufferin County. DOM = average days from listing to firm sale. Prices = average sale price (not median). Published monthly by Kevin Flaherty — updated within 72 hours of month-end.

**Full interactive report:** [flaherty.ca/orangeville-real-estate-market](https://flaherty.ca/orangeville-real-estate-market) — 7 calculators, 6 charts, 19 neighbourhood guides, and detailed seller/buyer strategy sections.

### Seasonal Outlook

- **Spring (May-Jun):** Peak inventory, buyer choice maximizes
- **Summer (Jul-Aug):** Slower but serious buyers remain
- **Fall (Sep-Oct):** Second wave of listings, motivated sellers
- **Winter (Nov-Mar):** Low inventory, less competition for sellers

### 19 Orangeville Neighbourhoods

**Family-friendly:** Brown's Farm (newer builds, parks), Montgomery Village (schools, community), Sunvale On The Hill (views, space), Veteran's Park (walkable, mature), Parkview Acres (quiet, residential)

**Downtown/urban:** Downtown Orangeville (shops, dining, transit), Midtown Orangeville (mixed use, convenient), Outer Downtown (transitional, value), Hospital Hill (proximity to health services)

**Established/value:** West End (character homes, trees), Kin Corner (affordable, community), Park Lane (central, stable), Lisa Marie Nook (quiet enclave), Settler's Creek (family-oriented), South End (convenient, newer)

**Premium/estates:** Highland Ridge (elevated, spacious), Orangeville Highlands (prestige, views), Edgewood Valley (wooded, private), Credit Springs Estates (water features, luxury)

### Investment Considerations

- Rental demand stable — 2-3% vacancy rate in Dufferin
- Duplex/triplex zoning expanding in selected areas
- Orillia commuter growth supports long-term demand
- Entry-level detached (\$500-600K) has strongest rental yield

### About Kevin Flaherty

30+ years experience. \$500M+ in career sales. Specializing in Orangeville and Dufferin County real estate. Creator of the Video Narrated VR Animated Online Showing system — the only agent in the region offering fully narrated virtual tours. The Flaherty Team, eXp Realty.

### Methodology & Disclaimers

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