

# The Caledon Home Seller's Blueprint

2026 Edition — Your Complete Guide to Selling in Caledon, Ontario

Kevin Flaherty Team · 30+ Years · Top 1% of Canadian Realtors® · 2-Time ICON Broker

## Why This Blueprint Matters

Selling a home in Caledon is different from selling anywhere else in the GTA. Communities range from estate villages like Palgrave to commuter hubs like Bolton. Each has its own buyer profile and price dynamics. This guide distills everything you need to know — backed by Q4 2025 TRREB market data and 30+ years of selling experience in Caledon.

## Caledon Market at a Glance — Q4 2025

<b>\$1.17M</b> Overall Average Price	<b>244</b> Sales (Q4)	<b>95%</b> Sale-to-List Ratio	<b>75</b> Avg Days on Market
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Source: TRREB Q4 2025 Community Housing Market Report

## Price by Community — Know Where You Stand

Community	Avg Price	Buyer Profile	DOM
Palgrave	<b>\$1,690,000</b>	Estate, equestrian, luxury	30
Inglewood	<b>\$1,490,000</b>	Heritage, village character	8
Caledon East	<b>\$1,463,000</b>	Family, commuter, semi-rural	13
Bolton North	<b>\$1,066,000</b>	Established, mature lots	30
Bolton East	<b>\$957,000</b>	Entry-level, GTA commuters	52
Bolton West	<b>\$892,000</b>	Newer builds, upgraders	56

## The Selling Timeline — What to Expect

**Week 1 — Decision & Preparation.** Request a free home evaluation. Review comparable sales. Decide on repairs vs. selling as-is.

**Week 2 — Listing Launch.** Professional staging consultation. VR Animated Online Showings production. MLS® listing goes live.

**Week 3-4 — Marketing Blitz.** 57+ online platforms. Database of 2,317+ active buyers notified. Open houses and private showings.

**Week 5-6 — Offers & Negotiation.** Review all offers. Negotiate terms. Accept the best offer for your situation.

**Week 7-10 — Closing Process.** Home inspection. Lawyer review. Land transfer tax. Final walkthrough. Closing day.

**Reality check:** With the right pricing and marketing, most Caledon homes sell within 30-60 days. Overpriced homes or weak marketing can push this to 90+ days.

### Ready to Sell Your Caledon Home?

Get a free, no-obligation home evaluation with current MLS® data.

**226-270-6433**

flaherty.ca/homeeval · Kevin@Flaherty.ca

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2026 Edition — Page 2

## Closing Costs Every Caledon Seller Should Budget For

### Fixed Costs

- Real estate commission (4-5%)
- Legal fees (\$800-\$1,500)
- Title insurance (\$200-\$500)
- Discharge fees (~\$200-\$400)

### Variable Costs

- Repairs and touch-ups (\$500-\$5,000+)
- Staging (\$1,500-\$5,000)
- Pre-listing inspection (\$400-\$600)
- Moving expenses (\$1,000-\$3,000)

**Bottom line:** Budget 5-7% of your expected sale price for total closing costs. On a \$1.2M Caledon home, that's \$60,000-\$84,000.

## 10 Questions to Ask Before Hiring a Caledon Realtor

- What is your sale-to-list price ratio in Caledon specifically?
- How many Caledon homes did you sell in the past 12 months?
- What is your average days on market in this area?
- Do you offer Video Narrated VR Animated Online Showings?
- How large is your active buyer database?
- Will you syndicate my listing to 50+ online platforms?

- Do you have salaried agents working 7 days a week?
- What is your marketing budget for my specific property?
- Can you provide recent client testimonials from Caledon sellers?
- What is your strategy if my home doesn't sell in 30 days?

### Seller Checklist — 60 Days Before Listing

- Declutter every room (remove 30% of furniture)
- Deep clean or hire professional cleaners
- Touch up paint on walls, trim, and doors
- Repair leaky faucets, loose handles, broken screens
- Enhance curb appeal — lawn, mulch, front door
- Get a pre-listing home inspection
- Gather renovation receipts and warranty documents
- Order a property survey (if available)
- Research comparable sales in your community
- Interview 2-3 realtors and compare marketing plans

### Why Caledon Sellers Choose Kevin Flaherty

*"I recently purchased and sold a house, all through Kevin Flaherty Home Selling System Team. My house was sold in 4 days, with 17 showings and 7 offers for \$50,000 over my asking when other homes for sale in my area have been sitting for 6 months to a year. Kevin and his team are second to none." — Fay McCrea, Caledon*

**99.2%**

Sale-to-List Price

**52%**

Faster Than Average

**\$13,358**

More in Your Pocket

**2,317+**

Active Buyers

- 30+ years selling homes across Caledon, Bolton, Palgrave, and every community
- Grew up in Caledon — decades of local market knowledge
- Exclusive Video Narrated VR Animated Online Showings — no other realtor offers this
- Team of 8 marketing specialists producing online showings
- Salaried agents working 7 days a week, actively contacting buyers

### Get Your Free Caledon Home Evaluation

Know exactly what your home is worth before you make any decisions.

**226-270-6433**