

# Caledon Seller Closing Cost Worksheet 2026

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## Step 1: Your Estimated Sale Price

Based on Q4 2025 TRREB data for your Caledon community

Community	Avg Sale Price	Your Estimate
Palgrave	\$1,690,000	\$ _____
Inglewood	\$1,490,000	\$ _____
Caledon East	\$1,463,000	\$ _____
Bolton North	\$1,066,000	\$ _____
Bolton East	\$957,000	\$ _____
Bolton West	\$892,000	\$ _____
Your Community	_____	\$ _____

Estimated Sale Price: \$ \_\_\_\_\_

## Step 2: Fixed Selling Costs

Cost	Typical Range	Your Estimate
Real Estate Commission	4-5% + HST	\$ _____
Legal Fees	\$800 - \$1,500	\$ _____
Title Insurance	\$200 - \$500	\$ _____
Mortgage Discharge Fee	\$200 - \$400	\$ _____
Status Certificate (if condo)	\$100 - \$200	\$ _____
Other Fixed Costs		\$ _____
<b>Total Fixed Costs</b>		<b>\$ _____</b>

## Step 3: Variable Preparation Costs

Preparation Item	Typical Range	Your Estimate
Home Staging	\$1,500 - \$5,000+	\$ _____
Deep Cleaning	\$300 - \$800	\$ _____
Painting and Touch-ups	\$500 - \$2,500	\$ _____
Repairs and Maintenance	\$500 - \$5,000+	\$ _____
Curb Appeal / Landscaping	\$200 - \$1,500	\$ _____
Pre-listing Inspection	\$400 - \$600	\$ _____
Professional Photography	\$300 - \$800	\$ _____
Moving Expenses	\$1,000 - \$3,000	\$ _____
Storage (if needed)	\$200 - \$800	\$ _____
Other Preparation		\$ _____
<b>Total Preparation Costs</b>		<b>\$ _____</b>

## Step 4: Mortgage and Financial Payoff

Item	Amount
Current Mortgage Balance	\$ _____
Mortgage Prepayment Penalty	\$ _____
Line of Credit Payoff	\$ _____
Property Tax Arrears	\$ _____
Other Liens/Payoffs	\$ _____
<b>Total Payoffs</b>	<b>\$ _____</b>

## Step 5: Hidden Cost Risks

### Carrying Costs (if home doesn't sell quickly)

Item	Monthly Cost	Est. Months	Total
Mortgage Payments	\$ _____	___	\$ _____
Property Taxes	\$ _____	___	\$ _____
Utilities	\$ _____	___	\$ _____
Insurance	\$ _____	___	\$ _____
Maintenance	\$ _____	___	\$ _____

Estimated Carrying Costs: \$ \_\_\_\_\_

### Cost of Pricing Mistakes

Scenario	Impact
Price reduction	\$ _____ per reduction
Low first offer due to stale listing	\$ _____
Weak marketing = fewer buyers	\$ _____ in lost competition

## Step 6: Calculate Your Net Proceeds

A. Estimated Sale Price	\$ _____
B. Total Fixed Costs	- \$ _____
C. Total Preparation Costs	- \$ _____
D. Total Payoffs	- \$ _____
E. Hidden/Carrying Costs	- \$ _____
<b>F. YOUR ESTIMATED NET PROCEEDS (A - B - C - D - E)</b>	<b>\$ _____</b>

## Community-Specific Notes

### Palgrave (\$1.69M avg | 30 DOM)

Commission scales with high sale price. Estate buyers may expect minimal preparation. Carrying costs higher due to price tier.

### Inglewood (\$1.49M avg | 8 DOM)

Minimal carrying costs due to fast sales. Limited inventory means less prep needed. Buyers compete.

### Caledon East (\$1.46M avg | 13 DOM)

Fast-moving family market. Move-in readiness commands premium. Staging ROI highest here.

### Bolton North (\$1.07M avg | 30 DOM)

Established mature lots. Broad buyer profile. Balanced preparation strategy.

### Bolton East (\$957K avg | 52 DOM)

Entry-level competition from Brampton. Online marketing essential. Price-sensitive buyers.

### Bolton West (\$892K avg | 56 DOM)

Longest DOM in Caledon -- carrying costs matter most. VR showings help pre-qualify buyers. Aggressive pricing required.

## Questions to Ask Before Hiring a Caledon Realtor

1. What is your sale-to-list price ratio?
2. What is your average days on market by community?
3. How many homes did you sell in my specific community last year?
4. Do you offer Video Narrated VR Animated Online Showings?
5. What is the size of your active buyer database?
6. How many platforms do you syndicate listings to?
7. Can you provide a net proceeds estimate for my home?
8. What preparation investments do you recommend for my community?

## Kevin Flaherty's Team Stats

99.2%

52%

2,317+

SALE-TO-LIST PRICE

FASTER THAN AVERAGE

ACTIVE BUYERS

Metric	Our Result
Sale-to-List Price Ratio	<b>99.2%</b>
Speed vs. Market Average	<b>52% faster</b>
Active Buyer Database	<b>2,317+ buyers</b>
Online Syndication	<b>57+ platforms</b>
Years in Caledon	<b>30+ years</b>
Top 1% in Canada	<b>10+ consecutive years</b>

**Get a personalized net proceeds calculation**

Phone: 226-270-6433

Web: [flaherty.ca/homeeval](http://flaherty.ca/homeeval)

***Disclaimer:** Based on Q4 2025 TRREB market data. All figures are estimates for planning purposes only. Consult with your real estate professional and lawyer for exact costs specific to your property and situation. Commission rates are negotiable and vary by agent. DOM (Days on Market) figures represent Q4 2025 averages and may not reflect current market conditions.*

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