

# The Caledon Home Value Report

What Online Estimates Get Wrong

# 2026

Community-by-community analysis based on Q4 2025 TRREB data  
Prepared by Kevin Flaherty, eXp Realty

## Why This Report Matters

The most expensive mistake Caledon home sellers make is trusting an automated estimate. Zillow, Realtor.ca, and national portals use algorithms that cannot see your well water, your septic system, your acreage, or whether your driveway is paved or gravel. In Caledon, where prices range from \$892,000 in Bolton West to \$1,690,000 in Palgrave for the same quarter, these estimates are often wrong by tens of thousands of dollars.

**Key insight:** Caledon is not one market. It is at least six micro-markets, each with different buyer pools, absorption rates, and value drivers. An algorithm that averages them together will misprice your home.

## The Six Caledon Micro-Markets

Here is what actually sold in Q4 2025, by community:

Community	Avg Price	DOM	SP/LP	Buyer Profile
Palgrave	\$1,690,000	30	93%	Estate, equestrian, luxury
Inglewood	\$1,490,000	8	90%	Heritage, village character
Caledon East	\$1,463,000	13	95%	Family, semi-rural
Bolton North	\$1,066,250	30	95%	Established, mature lots
Bolton East	\$957,000	52	95%	Entry-level, GTA commuters
Bolton West	\$892,500	56	94%	Newer builds, upgraders
Rural Caledon	\$1,072,000	75	95%	Acreage, privacy seekers

Source: Toronto Regional Real Estate Board, Q4 2025 Community Housing Market Report. DOM = Days on Market. SP/LP = Sale Price to List Price ratio.

## Why Automated Estimates Fail in Caledon

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Algorithmic valuation models work well in subdivisions where every lot is the same size, every home was built in the same decade, and every property has municipal water and sewer. Caledon breaks every one of these assumptions:

- **Acreage vs. lot size:** A 2-acre property in Palgrave and a 0.2-acre lot in Bolton East may have similar house sizes but entirely different values. Algorithms rarely account for land value correctly.
- **Well and septic systems:** Water quality tests, septic age, and well depth affect value but do not appear in public records that algorithms use.
- **Outbuildings and equestrian facilities:** Barns, paddocks, and riding rings add significant value in Palgrave and Inglewood but are invisible to automated models.
- **Road frontage and access:** Seasonal roads, shared driveways, and highway proximity affect rural properties but are not captured in standard data feeds.
- **Buyer pool mismatch:** A Bolton West buyer wants commute time to Brampton. A Palgrave buyer wants privacy and land. The same algorithm cannot serve both.

## The 8 Factors That Add or Subtract Value in Caledon

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1. **Acreage and land use:** More than 1 acre commands premium in Palgrave, Inglewood, and Rural Caledon. Less than 0.3 acres is standard in Bolton.
2. **Water source:** Municipal water (Bolton, parts of Caledon East) vs. drilled well (Rural, Palgrave). Well depth, flow rate, and water quality matter.
3. **Septic age and type:** Newer septic systems (under 10 years) add value. Older systems may require \$15,000-\$30,000 replacement.
4. **Outbuildings:** Barns, workshops, and detached garages add \$10,000-\$50,000+ depending on size and condition.
5. **Equestrian facilities:** Fenced paddocks, riding rings, and horse-ready barns can add \$25,000-\$100,000+ in Palgrave and Inglewood.
6. **Commuter proximity:** Bolton properties within 5 minutes of Highway 50 or 10 minutes of the 410 command premiums over those deeper in Rural Caledon.
7. **School catchment:** Caledon East properties near Robert F. Hall CSS or Ellwood Memorial PS carry premiums for families.
8. **Road frontage and access:** Paved road, year-round access, and proper frontage add value. Seasonal or shared access reduces it.

## What You Receive in a Professional Evaluation

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A professional home evaluation from a local agent who has sold in your specific community accounts for the factors algorithms miss. Here is what I deliver:

- **Written comparable sales:** 3-5 recent sales of similar homes in your micro-market, not across all of Caledon.
- **Absorption rate analysis:** How many buyers are currently active for your property type and price range.
- **Optimal list price range:** Not a single number, but a range based on market position, condition, and urgency.
- **Net proceeds preview:** An estimate of what you will walk away with after commission, legal fees, and preparation costs.
- **Community-specific positioning:** How to market your home to the right buyer pool for your

community.

- **VR online showing preview:** How your home will appear in video-narrated, animated online showings.

## Net Proceeds Quick Calculation

Use this worksheet to estimate what you will keep after selling:

Item	Typical Range	Your Estimate
Expected sale price	See community table above	\$ _____
Less: Commission (5% typical)	5% of sale price	\$ _____
Less: Legal fees	\$1,200 - \$2,000	\$ _____
Less: Preparation/staging	\$0 - \$8,000	\$ _____
Less: Outstanding mortgage	Your balance	\$ _____
<b>Estimated net proceeds</b>		<b>\$ _____</b>

**Note:** This is an estimate only. Actual costs vary by property, negotiation, and timing. For a precise net proceeds calculation for your home, request a professional evaluation.

## About Kevin Flaherty

I grew up in Caledon and have served the area for 30+ years. I have sold homes in every community listed in this report — from estate properties in Palgrave to entry-level townhomes in Bolton West. My team produces video-narrated VR animated online showings, and our marketing system has helped sellers achieve 99.2% of list price on average — 52% faster than the market average.

**Phone:** 226-270-6433

**Office:** 170 Lakeview Crt #3a, Orangeville, ON L9W 3R3

**Web:** flaherty.ca

### Ready for Your Free Evaluation?

Get a written comparable sales report and community-specific pricing for your Caledon home.

**226-270-6433**

Or book online at [flaherty.ca/homeeval](https://flaherty.ca/homeeval)

*This report is based on Toronto Regional Real Estate Board (TRREB) Q4 2025 data and is for informational purposes only. It does not constitute a formal appraisal or legal advice. Market conditions change. For a specific evaluation of your property, contact Kevin Flaherty directly. All statistics are*

*deemed accurate but not guaranteed.*

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