

SHELBURNE HOME SELLER'S GUIDE

The Complete Guide to Selling Your Shelburne Home
for Maximum Value in Minimum Time

\$800K

Avg Shelburne Price

30 Days

Avg Days on Market

99.2%

Flaherty Sale-to-List

30+

Years Serving Shelburne

Shelburne, Ontario, Canada | 44.078499°N 80.202384°W

This guide covers everything you need to know about selling a house in Shelburne: current market data, who your buyers are, rural property disclosures, the step-by-step selling process, and the marketing system that consistently achieves a 99.2% sale-to-list ratio.

Kevin Flaherty, Broker

Flaherty.ca Home Selling System Team · eXp Realty

30+ Years Serving Shelburne, Orangeville & Dufferin County

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SHELburne REAL ESTATE MARKET

What Does the Shelburne Market Look Like Right Now?

Shelburne sits at the northern end of Dufferin County, approximately 30 km north of Orangeville on Highway 10. Understanding where it sits relative to other Dufferin County communities is critical for pricing strategy — and for understanding why your buyer pool is different from Orangeville or Mono.

Community	Avg Price (Q4 2025)	Buyer Profile	DOM	SP/LP
Orangeville	\$960,000	Local move-up, GTA commuter	22	97%
Mono	\$1,250,000	Estate, rural lifestyle	38	95%
Shelburne ★	\$800,000	Affordability-driven, commuter	30	97%
Grand Valley	\$720,000	Entry-level, rural	45	96%
Amaranth	\$1,100,000	Rural acreage, lifestyle	55	94%

Source: TRREB Q4 2025. SP/LP = Sale Price to List Price ratio. DOM = Days on Market average.

What this means for Shelburne sellers: At \$800,000 average and 30 days DOM, Shelburne is Dufferin County's most affordable detached market — and that affordability is your primary marketing asset. The Flaherty team's 99.2% sale-to-list ratio exceeds the community average by 2.2 points — on an \$800,000 Shelburne home, that difference is approximately **\$17,600 in additional proceeds.**

Get All Shelburne SOLD Data

Search every sold property in Shelburne and Dufferin County — just like a realtor.

flaherty.ca/solds →

KNOW YOUR BUYER

Who Is Buying Houses in Shelburne?

Shelburne has a specific, identifiable buyer pool — and marketing to that pool is the difference between a 30-day sale and a 90-day stale listing.

The primary Shelburne buyer is a family or couple aged 30–50 currently living in Brampton, Mississauga, or the GTA. They have been priced out of Orangeville and are looking for a detached home with a larger lot at a price point below \$850,000. Highway 10 provides a direct commute to Brampton and the 400-series highway network.

Secondary buyers include move-up buyers from within Dufferin County and retirees or near-retirees from the GTA seeking a quieter lifestyle at a lower price point than Orangeville.

Buyer Type	Who They Are	What They Want
GTA Family	Brampton / Mississauga 30–50, dual income	Detached home, large lot, commute under 60 min via Hwy 10
Dufferin Move-Up	Grand Valley / Amaranth 35–55, established family	More services, larger home, community amenities
GTA Retiree	Toronto / Brampton 55–70, downsizing	Quiet community, lower price, no condo fees
Orangeville Overflow	Orangeville buyers priced out of the Orangeville market	Orangeville quality at Shelburne price point

Marketing implication: Your Shelburne listing should be actively marketed to GTA families and Brampton commuters, not just listed on MLS and left to find its own audience. The Flaherty team's database of 2,300+ active buyers includes a significant segment of GTA families registered for Shelburne and Dufferin County properties.

See the Full Marketing Plan

The Video Narrated VR Animated Online Showing reaches buyers before they search.

flaherty.ca/sellers →

SHELBURNE-SPECIFIC

What Rural Property Disclosures Apply to Shelburne Homes?

While much of Shelburne is on municipal water and sewer, older properties and rural parcels on the outskirts may have private systems. These disclosures are the most common source of conditional period complications in Shelburne sales.

Disclosure Item	Cost	Why It Matters
Septic Inspection (private septic only)	\$300–\$500	Buyers condition on septic. Pre-listing removes this condition entirely.
Well Water Test (well water only)	\$100–\$200	Required by most lenders. Coliform results require treatment before closing.
WETT Certificate (wood-burning appliances)	\$150–\$300	Required by lenders and insurance. Missing WETT causes closing delays.
Survey (unclear lot lines)	\$1,500–\$3,000	Buyers/lenders may require. Title insurance is an alternative.
Conservation Authority (near watercourses)	Varies	NVCA or Conservation Halton may restrict additions or development.
Propane/Oil Tank (above/below-ground)	\$0–\$2,000+	Decommissioned underground oil tanks require environmental clearance.

Kevin will identify all applicable disclosures during the free home evaluation.

SELLING COSTS

What Does It Cost to Sell a House in Shelburne?

On an \$800,000 Shelburne home, total selling costs typically range from \$40,000 to \$65,000 depending on your mortgage situation, rural disclosures required, and whether you stage.

Cost Item	Typical Range	On \$800,000 Sale	Notes
Realtor Commission	4–5% of sale price	\$32,000–\$40,000	Split listing/buyer brokerage. Fully negotiable.
HST on Commission	13% of commission	\$4,160–\$5,200	HST applies to realtor commission in Ontario.
Legal Fees	\$1,500–\$2,500	\$1,500–\$2,500	Title transfer, mortgage discharge, adjustments.
Mortgage Discharge Penalty	\$0–\$15,000+	Varies	Check with your lender before listing.
Staging / Declutter	\$500–\$3,000	\$500–\$3,000	Virtual staging included in Flaherty plan at \$0 added cost.
Pre-Listing Repairs	\$0–\$5,000	Varies	Focus on items that affect buyer perception.
Rural Disclosures	\$100–\$800	If applicable	Septic, well water, WETT — only if applicable.
Moving Costs	\$1,500–\$5,000	\$1,500–\$5,000	Book early — Shelburne movers fill up in spring.
TOTAL	5–8% of sale price	\$40,000–\$65,000	Excludes mortgage penalty (varies by lender)

For a precise cost analysis specific to your property, book a free home evaluation at flaherty.ca/homeeval.

Free Shelburne Home Evaluation

Kevin will review your property, the current Shelburne market, and provide a realistic price range.

flaherty.ca/homeeval →

THE PROCESS

The Step-by-Step Process for Selling a House in Shelburne

Shelburne's 30-day average DOM means the preparation phase is where most sellers win or lose their sale. A well-prepared, correctly priced Shelburne home with targeted marketing will sell within the first two weeks.

Phase 1 — Decision & Evaluation (Week 1)

Book a free Shelburne home evaluation. Review comparable sales. Understand the full costs of selling. Identify any rural property disclosures required (septic, well, WETT). Decide on repairs vs. selling as-is.

Phase 2 — Preparation & Documentation (Week 2)

Implement the Shelburne home preparation guide. Focus on curb appeal, lot presentation, and the items Shelburne's family buyers inspect first. Gather septic certificate, well water test, WETT certificate, survey, and any permits. Sign the listing agreement.

Phase 3 — Launch & Marketing Blitz (Week 3)

Video Narrated VR Animated Online Showing production. MLS listing goes live — syndicated to 57+ platforms within 48 hours. Database of 2,300+ active buyers is notified. Targeted digital advertising reaches GTA families, Brampton commuters, and Dufferin County move-up buyers. Salaried agents work 7 days a week.

Phase 4 — Offers & Negotiation (Weeks 2–5)

Review all offers with full analysis of terms, conditions, and net proceeds. With a 99.2% sale-to-list ratio, most Flaherty listings in Shelburne receive offers at or above asking. Negotiate price, conditions, and closing date.

Phase 5 — Conditional Period (Weeks 4–7)

Buyer arranges financing and conducts inspections. For Shelburne properties, this may include septic, well water, and WETT inspections in addition to the standard home inspection. Kevin coordinates access for all inspectors and monitors the timeline.

Phase 6 — Closing Day (Weeks 6–10)

Lawyer transfers title. Mortgage discharged. All closing costs paid. Net proceeds deposited. Keys, garage openers, and all property documentation (septic records, well logs, permits) handed over.

AVOID THESE

The 7 Biggest Mistakes Shelburne Sellers Make

These are the seven mistakes that consistently cost Shelburne sellers time and money. Every one of them is preventable.

Mistake #1 — Pricing Based on 2021–2022 Peak Values

Shelburne prices peaked in early 2022 and have since corrected. Sellers who price based on what their neighbour got in 2022 will sit for 60+ days while buyers purchase correctly priced competing listings. Use current Q4 2025 comparable sales, not peak data.

Mistake #2 — Using a Basic MLS Listing Without Buyer Outreach

A basic MLS listing reaches buyers who are already searching. The Flaherty team's Video Narrated VR Animated Online Showing and buyer database outreach reaches buyers before they search — including GTA families who have not yet started actively looking.

Mistake #3 — Failing to Address Rural Disclosures Before Listing

Shelburne properties with private septic, well water, or wood-burning appliances that are not pre-inspected will face conditional period complications. Pre-listing inspections eliminate this risk entirely.

Mistake #4 — Neglecting Curb Appeal on Larger Lots

Shelburne's larger lots are a key selling point — but an unkempt lot undermines the entire value proposition. Invest in lawn care, driveway sealing, and front garden cleanup before listing.

Mistake #5 — Choosing a Realtor Based on Commission Rate

A realtor who saves you 1% on commission but achieves 96% of list price instead of 99.2% costs you \$25,600 on an \$800,000 home — far more than the commission savings. Focus on net proceeds, not commission rate.

Mistake #6 — Not Marketing the Highway 10 Commute

Highway 10 is Shelburne's most powerful selling point for GTA buyers. Your listing should explicitly state the commute time to Brampton, the 400-series highway access, and the proximity to the GTA employment corridor.

Mistake #7 — Waiting for the 'Perfect' Market

Shelburne sellers who wait for the market to return to 2022 peaks are leaving money on the table. The current market rewards correctly priced, well-marketed homes — and punishes overpriced listings with extended DOM and eventual price reductions.

PRICING STRATEGY

Key Pricing Factors for Shelburne Homes

Pricing a Shelburne home correctly is the single most important decision in the selling process. Overpricing by even 3–5% in the current market can mean the difference between selling in 14 days and sitting for 60+ days.

Pricing Factor	Impact	Notes
Lot size	High	Larger lots command premium — key selling point vs. GTA
Municipal vs. well/septic	High	Municipal services add \$30,000–\$50,000 vs. private systems
Highway 10 proximity	Moderate	Commuter buyers pay premium for easy highway access
School catchment	Moderate	Centre Dufferin District HS proximity matters to family buyers
Garage / parking	Moderate	Double garage adds \$15,000–\$25,000 vs. single or no garage
Basement (finished)	Moderate	Finished basement adds \$20,000–\$40,000 for family buyers
Age and condition	High	Post-2000 builds command significant premium over 1970s–1980s homes
Backing onto open space	Moderate	Ravine, park, or field backing adds \$20,000–\$40,000

Get Your Precise Shelburne Home Valuation

Kevin will review your specific property, recent comparable sales, and current market conditions to provide a realistic price range — not just a number to win your listing.

flaherty.ca/homeeval →

SELLER RESOURCES

Everything You Need to Sell Your Shelburne Home

Free Home Evaluation — No-obligation Shelburne home valuation from Kevin

flaherty.ca/homeeval

VR Marketing Plan — See the Video Narrated VR Animated Online Showing system

flaherty.ca/sellers

All SOLD Listings — Search every sold property in Shelburne like a realtor

flaherty.ca/solds

Costs of Selling Guide — Complete breakdown of every selling cost in Ontario

flaherty.ca/costs-of-selling-a-home-in-orangeville

Sell Your House Fast — Proven strategies for a faster Dufferin County sale

flaherty.ca/how-to-sell-your-house-fast-in-orangeville

Best Time to Sell — Seasonal market data for Dufferin County sellers

flaherty.ca/best-time-to-sell-a-house-in-orangeville

25 Tips to Sell Fast — Watch the video for 25 tips to get your home ready

flaherty.ca/25tips

10 Questions for Realtors — Watch before you hire any Shelburne realtor

flaherty.ca/10questions

VIP Buyer Program — Access listings before MLS for your next home

flaherty.ca/vip_buyer

CONTACT KEVIN FLAHERTY

Ready to Sell Your Shelburne Home?

■■■ Phone / Text	226-270-6433
■■■ Website	flaherty.ca
■■■ Free Evaluation	flaherty.ca/homeeval
■■■ Book a Call	flaherty.ca/kevinscalendar
■■■ Book a Zoom	flaherty.ca/kevinscalendar-zoom
■■■ Office	170 Lakeview Crt #3a, Orangeville, ON L9W 3R3
■■■ Brokerage	eXp Realty — Licensed throughout Ontario
■ Reviews	flaherty.ca/reviews (58 five-star reviews)

Kevin Flaherty is a registered broker with RECO (Real Estate Council of Ontario), a member of OREA (Ontario Real Estate Association), and a member of TRREB. He has been serving Shelburne, Orangeville, and Dufferin County for 30+ years. His brokerage, eXp Realty, is fully licensed to operate throughout Ontario.

This guide is provided for informational purposes only. Market data is based on TRREB Q4 2025 statistics. Individual property results may vary. All costs are estimates — consult your lawyer and financial advisor for precise figures specific to your situation.