

SHELBURNE

HOME VALUE GUIDE

What Is Your Shelburne Home Worth
in Today's Market?

\$800K

Avg Shelburne Price

99.2%

Sale-to-List Ratio

13 Days

Avg Days on Market

30+

Years Serving Shelburne

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

Kevin Flaherty — Broker, Flaherty.ca Home Selling System Team

30+ years serving Shelburne & Dufferin County · Top 1% in Canada · RECO Registered Broker

■ 226-270-6433 · flaherty.ca/homeeval · kevin@flaherty.ca

SHELburne REAL ESTATE DATA

Shelburne Market Baseline — 2026

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

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

At \$800,000 average and 30 days DOM, Shelburne is Dufferin County's most affordable detached market. 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**.

UNDERSTANDING YOUR VALUE

Evaluation vs. Bank Appraisal

Factor	Realtor's CMA / Opinion of Value	Bank Appraisal
Purpose	Determine market value for pricing	Protect lender against over-lending
Ordered by	Seller or buyer (free)	Lender (buyer pays \$300–\$500)
Accuracy for pricing	High — reflects buyer behaviour	Lower — designed to be conservative
Typical result	Aligns with actual sale price	Often 3–8% below market value
Use for listing price	✓ Correct tool	✗ Wrong tool — will undervalue home

PROFESSIONAL EVALUATION

What Determines Your Shelburne Home's Value

**HIGH
IMPACT**

Neighbourhood & Street

Greenbrook Village and Emerald Crossing typically trade at the higher end. Historic Downtown heritage homes command a character premium. Location within a neighbourhood creates meaningful price differences on otherwise similar homes.

HIGH IMPACT	Finished Square Footage	Total finished living area — including a legally finished basement — is the most measurable value driver. Finished basement sq ft adds approximately \$80–\$120/sq ft to market value.
HIGH IMPACT	Kitchen & Bathroom Condition	A renovated kitchen can add \$20,000–\$40,000 to market value. Outdated bathrooms are among the most common buyer objections in the \$750,000–\$850,000 range.
HIGH IMPACT	School Catchment Zone	Shelburne's primary buyer pool is GTA families who prioritize school catchment. Centre Dufferin District High School, Glenbrook Elementary, and Hyland Heights catchment zones hold value better and sell faster.
MEDIUM IMPACT	Lot Size & Backyard	GTA families moving to Shelburne are often buying outdoor space for the first time. Premium lots backing onto conservation or green space command a 3–7% premium over interior lots.
MEDIUM IMPACT	Age & Condition of Major Systems	Roof age, furnace and A/C vintage, window condition, and electrical panel capacity are all evaluated. Aging systems are a downward adjustment; new systems are a positive adjustment.
MEDIUM IMPACT	Garage Configuration	A double-car garage is the expectation at Shelburne's price point. A single-car garage or no garage is a downward adjustment.
LOWER IMPACT	Décor & Cosmetic Finishes	Neutral paint, updated flooring, and modern light fixtures improve presentation but rarely add dollar-for-dollar value in a CMA. These items affect days on market more than sale price.

SHELBURNE COMMUNITIES

Home Values by Shelburne Neighbourhood

Shelburne is not one market — it is six distinct communities, each with its own price profile, buyer pool, and selling considerations.

Neighbourhood	Price Profile	Key Selling Points
Emerald Crossing	Higher end of range	Newer builds, 3 nearby schools, GTA family demand
Fiddler's Glen Estates	Mid-range	Bungalows + 2-storey, Glenbrook Elementary nearby
Greenbrook Village	Premium — quality finishes	Old Ontario architecture, 9-ft ceilings, open concept
Historic Downtown	Character premium	Heritage homes, walkability, boutiques, seasonal markets
Hyland Village	Value end of range	Detached/semi/towns, Boyne Valley Park, Bruce Trail
Summerhill	Mid-range — resale only	Modern finishes, Highway 10 access, GTA commuter appeal

AVOID THESE ERRORS

5 Mistakes Shelburne Sellers Make Before Getting an Evaluation

- 1 Renovating before the evaluation**

Many sellers spend \$20,000–\$40,000 on renovations before getting an evaluation — and discover the improvements do not add dollar-for-dollar value. Get the evaluation first.
- 2 Using MPAC assessed value as a price guide**

MPAC assessed value is for property tax purposes and is typically 10–20% below current market value. Never use it to price your home.
- 3 Choosing the agent who gives the highest number**

Some agents inflate their evaluation to win the listing. The result is a home that sits on the market and eventually sells for less. Ask for the comparable sales that support the number.
- 4 Getting only one evaluation**

One evaluation gives you a number. Two or three give you a range and allow you to compare methodology. Kevin's evaluations are backed by documented TRREB data.
- 5 Waiting until you are "ready" to get evaluated**

Getting evaluated 3–6 months before your target list date gives you time to make the right improvements, choose the right timing, and list with confidence.

Find Out What Your Shelburne Home Is Worth

Free, no-obligation home evaluation. Kevin Flaherty — 30+ years serving Shelburne and Dufferin County. Top 1% in Canada.

Book online: flaherty.ca/homeeval · **Call:** 226-270-6433

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Source: TRREB Q4 2025. This guide is for informational purposes only and does not constitute a professional opinion of value.