

Quick Sale Guide

How to Sell Your Shelburne Home Fast — and For Top Dollar

SHELburne

14

Days Avg
Kevin's Sales

99.2%

Sale-to-List
Ratio

52%

Faster Than
Market Avg

30+

Years Serving
Shelburne

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

Kevin Flaherty — Broker, Flaherty.ca

30+ years serving Shelburne & Dufferin County · Top 1% in Canada · RECO-licensed

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Shelburne, Ontario, Canada | 44.078455°N 80.204566°W

SHELBURNE MARKET SNAPSHOT — Q4 2025

Understanding the Numbers Before You List

Shelburne is Dufferin County's most affordable detached home market — and that affordability drives consistent demand from GTA families in Brampton and Mississauga. Here is what the numbers look like right now, and what they mean for your sale.

Metric	Shelburne Market	Kevin's Results
Average Sale Price	\$800,000	\$800,000+
Average Days on Market	30 days	14 days
Sale-to-List Ratio	97%	99.2%
Primary Buyer	GTA families (Brampton/Mississauga)	GTA families — pre-qualified
Market Position	Most affordable in Dufferin County	Fastest seller in market

Source: TRREB Q4 2025 · SP/LP = Sale Price to List Price ratio

PRICING STRATEGY

The #1 Factor in How Fast Your Home Sells

Every extra day on market costs you money — not just in carrying costs, but in negotiating leverage. Buyers who see a listing that has been on the market for 45 days assume something is wrong with it. Here is how Kevin prices Shelburne homes to sell fast.

Pricing Approach	Typical DOM	Likely Outcome
1–2% below market (offer date strategy)	7–14 days	Multiple offers, above asking
At market value	14–21 days	Clean sale at full value
3–5% above market	35–50 days	Price reduction required
5%+ above market	60+ days	Stale listing, below-market sale

The \$25,000 Search Filter Rule: Online real estate search tools filter in \$25,000 increments. A list price of \$825,000 is invisible to buyers searching up to \$800,000. Pricing at \$799,900 or \$824,900 dramatically expands your buyer pool with a single decision.

SHELBURNE NEIGHBOURHOODS

Which Areas Sell Fastest — and Why

Not all Shelburne neighbourhoods sell at the same pace. Understanding where your home sits in the market helps Kevin price and market it to the right buyer.

Neighbourhood	Typical DOM	Speed Factor
Emerald Crossing	10–18 days	Fastest — GTA families, new build product
Greenbrook Village	12–20 days	Fast — Old Ontario architecture, 9-ft ceilings
Hyland Village	14–22 days	Fast — Bruce Trail, golf, strong schools
Summerhill	14–25 days	Good — fully built resale, Hwy 10 access
Fiddler's Glen	18–30 days	Moderate — north end, bungalow buyers
Historic Downtown	20–35 days	Slower — heritage product, specific buyer

Source: TRREB 2025 · DOM = Days on Market estimate based on recent sales

WHO IS BUYING IN SHELBURNE

Know Your Buyer — Sell Faster

Buyer Type	Profile	What They Want
GTA Affordability Seeker (Primary)	Dual-income family, 30–45, from Brampton or Mississauga	Price under \$850K, schools, Hwy 10 commute, municipal services
Orangeville Move-Down (Secondary)	Empty-nester couple, 55–70, selling Orangeville home	Bungalow, smaller footprint, free equity for retirement
Rural Lifestyle Buyer (Tertiary)	Toronto/905 relocater, wants small-town feel with town services	Mono Cliffs, Bruce Trail, community events, no rural maintenance

Key insight for Shelburne sellers: Your most motivated buyer is likely in Brampton or Mississauga — not in Shelburne. Kevin's marketing system reaches them through targeted GTA digital advertising and Video Narrated VR Animated Online Showings.

PRE-LIST PREPARATION**The 14-Day Pre-List Checklist**

You do not need to renovate to sell fast in Shelburne. You need to remove every objection a buyer might use to justify a lower offer. These are the highest-ROI preparation steps.

✓ Week 1 — Declutter, Clean & Repair
Remove 30–40% of furniture and personal items from every room
Professional deep clean — kitchen, bathrooms, windows, baseboards (\$300–\$500)
Fix dripping faucets, sticking doors, cracked caulking
Replace burned-out bulbs — every light must work
Touch up scuffed paint in hallways and high-traffic areas
Organize garage and basement — buyers need to see the space
✓ Week 2 — Stage, Photograph & List
Stage for the Shelburne buyer: home office, kids' play area, family backyard
Maximize curb appeal: mow, edge, weed, mulch, power wash driveway
Professional photography — included in Kevin's listing package
Video Narrated VR Animated Online Showing — created before listing goes live
Set offer review date: list Wed/Thu, review offers Mon/Tue

COMMON SELLER MISTAKES**7 Mistakes That Slow Down Your Shelburne Sale**

#	Mistake	Impact
1	Pricing above market to "leave room to negotiate"	Adds 30+ days, lower final price
2	Listing without professional photography	Loses GTA buyers comparing 20 listings
3	Restricting showing availability in the first 7 days	Every declined showing = lost offer
4	Marketing only to local Shelburne buyers	Misses the highest-budget buyer pool
5	Ignoring the \$25,000 search filter effect	Half your buyer pool never sees your listing
6	Waiting too long to adjust after poor feedback	Stale listing, below-market sale
7	Evaluating offers on headline price alone	Conditions and close date affect net proceeds

Ready to Sell Your Shelburne Home Fast?

Book your free, no-obligation home evaluation with Kevin Flaherty. Get your current market value, a personalized selling strategy, and a clear timeline.

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