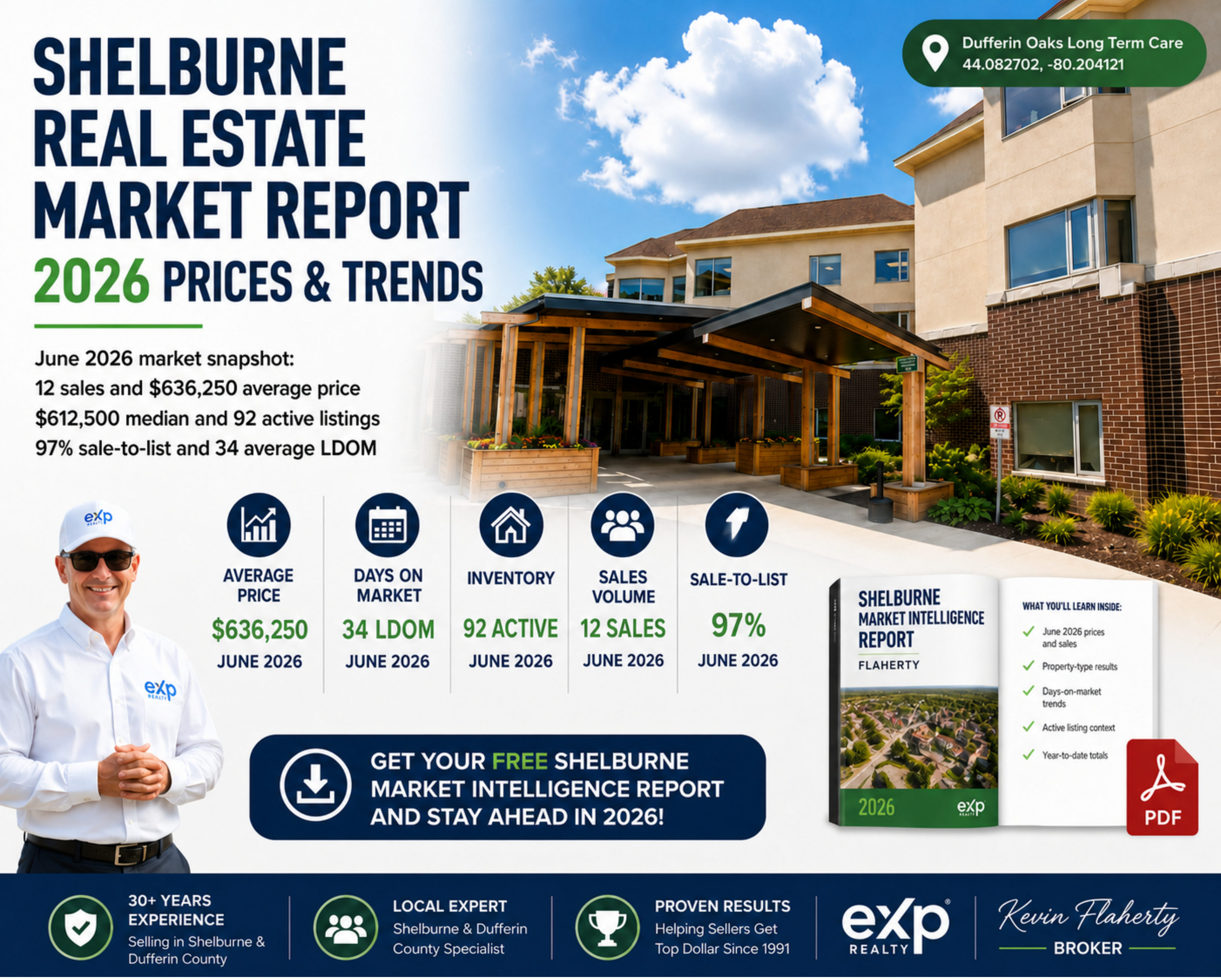

Answer first

Shelburne recorded 12 home sales in June 2026 at an average price of $636,250 and a median price of $612,500. The month ended with 44 new listings, 92 active listings, a 97% average sale-to-list-price ratio, and 34 average listing days on market.

The relationship between 92 active listings and 12 June sales equals about 7.7 active listings for every sale. This is a comparison ratio, not a formal months-of-inventory calculation. It indicates meaningful buyer choice, making property-specific pricing, preparation, and complete online presentation important.

Sources: TRREB Dufferin County Regional Housing Market Report, June 2026, Shelburne page 10 and Dufferin County page 2; TRREB Shelburne Community Housing Market Report, Q1 2026, community breakdown page 2.

Prepared for Shelburne homeowners by Kevin Flaherty, Broker

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Shelburne June 2026 snapshot

The June figures describe completed MLS transactions and month-end inventory within Shelburne. They provide current market context, not an automated valuation of an individual property.

Metric	June 2026
Sales	12
Dollar volume	$7,635,000
Average price	$636,250
Median price	$612,500
New listings	44
Active listings	92
Average sale-to-list ratio	97%
Average listing days on market	34

Source: TRREB Dufferin County Regional Housing Market Report, June 2026, Shelburne page 10. Active listings are a June month-end inventory measure. LDOM is the report's listing-days-on-market measure.

Property-type results

Home type	Sales	Average	Median	New	Active	SPLP	LDOM
Detached	9	$662,778	$660,000	30	64	98%	32
Semi-detached	2	$557,500	$557,500	8	10	95%	54
Att/row/townhouse	1	$555,000	$555,000	4	15	93%	11

Source: TRREB Dufferin County Regional Housing Market Report, June 2026, Shelburne page 10. Categories with no reported June sales are omitted. The one-sale attached/row/townhouse result is not a stable pricing trend.

How to read the June figures

- Detached homes represented nine of 12 June sales and therefore had the greatest influence on the town-wide result.
- The June average was $23,750 above the median, showing some difference in the month's mix of completed transactions.
- The 97% average sale-to-list ratio describes completed sales, not every property offered for sale.
- The 34-day average LDOM does not mean every property should expect the same timeline; condition, property type, price range, and direct competition matter.

January-June 2026: the broader view

The six-month figures combine 54 Shelburne sales and provide a broader planning reference than one month. They still require property-type, price-range, condition, and current-competition interpretation.

Metric	January-June 2026
Sales	54
Dollar volume	$35,365,800
Average price	$654,922
Median price	$645,000
New listings	228
Average sale-to-list ratio	97%
Average listing days on market	47

Source: TRREB Dufferin County Regional Housing Market Report, year-to-date January-June 2026, Shelburne page 10.

Year-to-date property-type results

Home type	Sales	Average	Median	New	SPLP	LDOM
Detached	43	$683,577	$664,000	173	97%	49
Semi-detached	4	$586,250	$597,500	21	96%	35
Condo townhouse	2	$403,000	$403,000	3	97%	26
Att/row/townhouse	5	$564,200	$572,500	29	97%	41

Source: TRREB Dufferin County Regional Housing Market Report, year-to-date January-June 2026, Shelburne page 10. Small categories can be affected substantially by one sale.

What the broader period adds

The January-to-June average price was $654,922, compared with a $645,000 median. The 97% average sale-to-list ratio and 47 average listing days on market reinforce the need to plan for negotiation and exposure instead of assuming every correctly marketed home will sell immediately.

A valuation is not a town-wide average

- Separate detached, semi-detached, condominium, and attached-home competition.
- Compare the property with current listings pursuing the same buyer, not only completed sales.
- Account for lot, location, condition, improvements, layout, and price range.
- Set the asking strategy only after the property and its online presentation are fully understood.

Shelburne in its Dufferin County context

Dufferin County figures provide a regional benchmark, but they are not substitutes for Shelburne. Rural properties and higher-priced municipalities affect the county-wide mix.

June metric	Shelburne	Dufferin County
Sales	12	69
Average price	$636,250	$900,994
Median price	$612,500	$772,000
New listings	44	250
Active listings	92	497
Average sale-to-list ratio	97%	96%
Average listing days on market	34	53

Source: TRREB Dufferin County Regional Housing Market Report, June 2026, Dufferin County page 2 and Shelburne page 10.

Dufferin Zone MLS Home Price Index

June 2026 HPI measure	Dufferin Zone Composite
Benchmark price	$720,200
HPI	351.0
1-month change	+0.09%
3-month change	-0.99%
6-month change	+2.15%
1-year change	-2.42%

Source: TRREB MLS HPI Benchmark Summary Report, June 2026, Dufferin Zone Composite row. This HPI benchmark is regional and is not a Shelburne-specific average sale price or appraisal.

The practical conclusion

Shelburne's June average and median were below the Dufferin County figures, while Shelburne's average listing days on market were 19 days lower and its average sale-to-list ratio was one percentage point higher. Those differences describe the reported market mix; they do not determine the value or expected selling time of a specific home.

The HPI and average price answer different questions

The Dufferin Zone Composite benchmark tracks the price of a representative home over time. Shelburne's average and median reflect the actual mix of homes sold during June. Neither should be applied directly to an individual property without comparable-sale and current-competition analysis.

Q1 2026 Shelburne context

The quarterly report offers a second time frame for Shelburne. Keep this January-through-March evidence separate from the June monthly figures.

Q1 2026 metric	Shelburne
Sales	22
Dollar volume	$14,236,400
Average price	$647,109
Median price	$640,000
New listings	94
Active listings	61
Average sale-to-list ratio	97%
Average days on market	59

Source: TRREB Shelburne Community Housing Market Report, Q1 2026, community breakdown page 2. The quarterly report uses DOM; the June regional report uses LDOM.

Q1 property-type context

Home type	Sales	Average	Median	New	SNLR	DOM	SPLP
Detached	17	$666,000	$655,000	77	22%	65	97%
Semi-detached	2	Suppressed	Suppressed	7	-	-	-
Att/row/townhouse	3	$561,000	$573,000	8	38%	56	98%

Source: TRREB Shelburne Community Housing Market Report, Q1 2026, property-type breakdown page 3. Suppressed values are intentionally not estimated or filled in.

What the two periods show

- June's $636,250 average was below the Q1 average of $647,109, but one month contains only 12 sales and should not be treated as a complete trend by itself.
- June's 34 average LDOM and Q1's 59 average DOM use related but differently labelled report measures and cover different periods.
- Detached homes were the largest property-type group in both periods, so their sale mix strongly influenced the overall figures.
- A seller should use the most comparable recent evidence and current competition rather than averaging the two periods together.

A practical Shelburne seller plan

1. Establish the right comparison set

Start with recent sales and current listings that match the home's property type, neighbourhood, lot, condition, layout, improvements, and buyer profile. Use the town average as context, not as the answer.

2. Prepare the property and its records

Gather surveys, permits, utility information, renovation records, and major-system details. Resolve avoidable presentation issues before photography and launch.

3. Price for the current choice set

June ended with 92 active Shelburne listings and 12 sales. The asking strategy should make the property's value defensible within its direct competitive set instead of relying on one headline number.

4. Explain the property online

Use professional photography, floor plans, clear property documentation, and Video Narrated VR Animated Online Showings to help qualified buyers understand the home, layout, location, and lifestyle before they visit.

5. Review response against a defined plan

Track qualified inquiries, showings, repeated objections, competing listings, and changes in the evidence. Reassess pricing or presentation when the data changes instead of waiting without a defined review point.

Get a property-specific opinion of value

Market averages cannot account for your exact Shelburne location, lot, condition, improvements, layout, or competition. Kevin Flaherty offers a free, no-obligation home evaluation grounded in current evidence.

Start your home evaluation at Flaherty.ca/homeeval
Call 226-270-6433 | Kevin@Flaherty.ca

Sources and limits

Toronto Regional Real Estate Board, Dufferin County Regional Housing Market Report, June 2026, pages 2 and 10; Toronto Regional Real Estate Board, Shelburne Community Housing Market Report, Q1 2026, community breakdown pages 2 and 3; Toronto Regional Real Estate Board, MLS HPI Benchmark Summary Report, June 2026, Dufferin Zone Composite row. Figures describe reported MLS activity for the stated periods. Market statistics are not an appraisal, prediction, or guarantee of an individual selling result.