

ORANGEVILLE SELLER GUIDE | REVIEWED OCTOBER 20, 2026

Your plan from preparation to closing

To sell a house in Orangeville, start with your timing, a property-specific valuation and a realistic proceeds plan. Gather the facts, prepare before media day, price against comparable sales and active competition, and launch marketing that explains the home. Compare every offer by its terms as well as price, then coordinate conditions, legal work and the move.

Use this guide	Where to go
Set priorities and work through 32 actions	Pages 2-4
Price, prepare, budget and compare offers	Pages 5-9
Check the method, evidence and ten video questions	Pages 10-12
Reprint the agent interview sheets for each appointment	Pages 13-14

Start with a free, no-obligation opinion of value: flaherty.ca/orangeville-home-evaluation
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BEFORE YOU SPEND OR SIGN

Make the first decisions deliberately

Your sale should fit your next move. Use these prompts before committing to a launch date or major preparation work.

My selling brief	Record your answer
Property address / property type	
Reason for selling / main priority	
Preferred closing date / flexibility	
Next move / financing or timing dependency	
Who is involved in decisions / legal authority	

Bring these records to the first meeting

- ☐ Tax bill, utility information, survey if available, improvement dates and supporting receipts.
- ☐ Permits and inspection records for relevant work; known issues to discuss with your agent and lawyer.
- ☐ Equipment rentals, service contracts, warranties and proposed inclusions or exclusions.
- ☐ Mortgage details for a lender payout quote; condo, tenancy, rural-service or estate documents where relevant.

Ask the Town the right property questions

The Town of Orangeville provides zoning, site-plan and subdivision compliance letters through its Planning Division. These are different from a home inspection. Ask your lawyer or agent which records are relevant and request them early. Confirm permit questions with the Building Division rather than assuming work is approved. [1]

My first three calls / missing records:

THE MASTER CHECKLIST

Prepare the sale

Tick each action when it is complete. The order may overlap, but unfinished early decisions can create avoidable delays later.

1. Set the goal and the next move

- ☐ Write down your reason for selling, preferred closing date and priorities: price, timing, privacy or convenience.
- ☐ Confirm the owners and anyone whose authority or consent needs professional review before agreements are signed.
- ☐ Ask your lender for a dated mortgage payout and discuss financing, carrying costs and any gap between moves.
- ☐ Choose a launch window only after checking preparation, document and next-home dependencies.

2. Gather the property facts

- ☐ Collect tax bills, utility information, the survey if available, improvement records, warranties and permits.
- ☐ List rented or leased equipment, ongoing contracts, proposed inclusions and exclusions.
- ☐ Record known issues and unresolved permit or use questions for discussion with your agent and lawyer.
- ☐ Add relevant condo, tenancy, well, septic, access or estate documents; request missing information early.

3. Establish the pricing evidence

- ☐ Review recent sold properties with a similar home type, location, size, condition and lot.
- ☐ Inspect active competition and explain why a buyer would choose your property at the proposed price.
- ☐ Document supported adjustments for meaningful differences; avoid automatic neighbourhood premiums.
- ☐ Agree on the launch price, review dates and evidence that would justify a change in strategy.

4. Prepare before photography

- ☐ Prioritise cleaning, decluttering, lighting, odour control, curb appeal and visible maintenance.
- ☐ Separate necessary repairs from optional renovations and price each proposed job before approving it.
- ☐ Arrange furniture to make room function, storage and traffic flow easy to understand.
- ☐ Set completion dates and confirm the home will be ready before photography, floor plans and video.

THE MASTER CHECKLIST

Launch, negotiate and close

Tick each action when it is complete. The order may overlap, but unfinished early decisions can create avoidable delays later.

5. Approve a complete launch

- ☐ Review photographs, floor plans and Video Narrated VR Animated Online Showings for accuracy.
- ☐ Check the listing facts, measurements, important features, inclusions, exclusions and permitted-use wording.
- ☐ Agree on relevant distribution channels, buyer outreach, responsibilities and enquiry coverage.
- ☐ Confirm access, pets, privacy, valuables, showing notice and an offer-review plan before going public.

6. Manage showings and feedback

- ☐ Keep the agreed showing arrangements workable and give buyers the information needed to assess the home.
- ☐ Review enquiry levels, showing feedback, online activity and changes in competing listings together.
- ☐ Ask whether objections concern presentation, missing information, price or a property limitation.
- ☐ Make changes from patterns and comparable evidence; record who will act and when to reassess.

7. Compare and negotiate offers

- ☐ Compare price, deposit, conditions, inclusions, exclusions and closing date on the same worksheet.
- ☐ Discuss financing and other conditions, deadlines and the implications of each term with your representative.
- ☐ Assess likely net proceeds and how the proposed dates fit your next move before choosing a response.
- ☐ Ensure accepted terms and later amendments are in writing and reach your lawyer promptly.

8. Complete the sale and move

- ☐ Track condition deadlines with your representative and have the lawyer explain your obligations.
- ☐ Provide the lawyer with identification, lender details and requested documents using confirmed channels.
- ☐ Arrange movers, utilities, mail and insurance; confirm timing with the lawyer before cancelling coverage.
- ☐ Complete agreed work, leave the property as contracted and release keys through the agreed closing process.

If you need to sell sooner

Complete essential preparation and records before launch, make showing access workable and answer buyer questions promptly. Set an early review date. If interest is weak, compare price and presentation with similar listings rather than simply waiting. Starting too high can cost attention and time; no market average promises your sale or closing date.

PRICE FROM RELEVANT EVIDENCE

A market average is context

Match the right property type, location, condition, lot and sale date. Asking prices show competition; completed sales help establish what buyers accepted.

Orangeville | September 2026	Reported figure
Sales / new listings / active listings	33 / 79 / 140
Average sale price / median sale price	$746,322 / $740,000
Average sale-to-list price ratio	97%
Average listing days / property days on market	29 LDOM / 51 PDOM

Source: TRREB Dufferin September 2026 report, PDF page 9; Market Watch September 2026, PDF page 3. All home types, Orangeville. LDOM is listing days; PDOM reflects cumulative property time across applicable listings. Neither average predicts your selling time. [5]

An average changes with the mix of homes sold. Use it to frame questions, then inspect close comparables. The full dated tables are at flaherty.ca/orangeville-real-estate-market.

Comparable-sale worksheet

Evidence to record	Comparable 1	Comparable 2	Comparable 3
Address / home type			
Sale date / sold price			
Meaningful differences from my home			
Supported adjustment and reason			

Proposed price range / active competitors / review date:

SPEND WITH A PURPOSE

Preparation and launch planner

Fix uncertainty before buying upgrades. For each job, identify the buyer concern it addresses, a budget and the person responsible.

Priority	Work / evidence needed	Owner / due	Budget
Safety, water or maintenance concern			
Cleaning, odour, clutter and lighting			
Curb appeal / first approach			
Furniture, room use or staging			
Documents or information missing			
Optional upgrade: compare cost and likely benefit			

Approve the presentation before launch

- ☐ Ask to see the complete photography, floor plans and narrated showing. Can a buyer understand layout, scale and important features?
- ☐ Check measurements, renovation descriptions, inclusions, rental items and location claims against records.
- ☐ Confirm who handles enquiries, showing cover, feedback, reporting and strategy-review dates.

What can wait / work I will not approve without evidence:

BUDGET BEFORE LISTING

Estimate what you may keep

Use written quotes and your negotiated agreement. Fees and costs vary; this worksheet does not assume a standard commission or a standard total selling-cost percentage.

Net-proceeds planning item	Amount / source
A. Expected sale price	$
B. Mortgage payout, including quoted interest	$
C. Commission under the negotiated agreement	$
D. HST on commission (13% of C in Ontario) [4]	$
E. Legal fees, disbursements and applicable tax	$
F. Lender penalty / discharge not already in B	$
G. Preparation, staging, repairs and moving	$
H. Other debts, agreed credits or costs	$
I. Closing adjustments: add credit / subtract charge	$
Estimated proceeds = A - B - C - D - E - F - G - H + I	$

Check the arithmetic without relying on a market forecast

Illustration only: a $750,000 sale less a $400,000 mortgage payout, $30,000 negotiated commission, $3,900 HST on that commission, $2,000 legal cost and $5,000 other costs leaves $309,100 before any further adjustments or tax. These amounts are examples, not quoted fees or a prediction.

Avoid double counting a lender penalty already in the payout or tax already in an all-in invoice. The lawyer prepares the actual closing statement. The principal-residence exemption has conditions and reporting requirements; rental, mixed-use, estate, non-resident or other situations need individual tax advice. [3]

Lower-price scenario / extra carrying costs / amount needed for next move:

DECIDE FROM THE WHOLE AGREEMENT

Compare offers side by side

A higher headline price can bring different conditions, dates and costs. Have your representative explain each term and involve your lawyer when legal questions arise.

Term or risk	Offer A	Offer B
Price / estimated proceeds		
Deposit: amount, timing and handling		
Financing / inspection / other conditions		
Condition deadlines / acceptance deadline		
Closing date / fit with next move		
Inclusions, exclusions and extra obligations		
Costs, risks and points to clarify		

After acceptance: closing checks

- ☐ Record condition dates and the agreed steps for any notices, waivers or amendments with your representative.
- ☐ Send the signed agreement and later changes to your lawyer promptly. Confirm payout and adjustment details.
- ☐ Arrange agreed work, movers, utilities, insurance and keys around the actual contract and legal instructions.
- ☐ Verify any changed payment or wire instructions with your lawyer using a previously confirmed number.

Decision / unresolved terms / person responsible:

WHEN THE PROPERTY NEEDS EXTRA PLANNING

Recognise the exceptions early

Orangeville town properties and nearby rural homes can require different documents and professionals. Start these conversations before setting an unconditional timetable.

Condominium

Collect the relevant fees, parking and locker details, rules and status-certificate information. Ask your lawyer what the buyer will need and how timing affects the sale.

Tenanted property

Keep lease, rent and tenancy information available. Have your representative and a qualified legal adviser confirm access, notices and any proposed vacant-possession terms. A sale does not by itself promise an empty property.

Estate or other authority issue

Ask the lawyer to confirm who can sign and whether estate, title, family or other approvals affect listing and closing. Do not choose dates before those dependencies are understood.

Well, septic, acreage or outbuildings

Collect servicing and maintenance records, available water or well tests, septic documents, permits, access information and zoning records. Ask which inspections or tests suit the actual property.

Older home, alterations or possible heritage issue

Record work completed and available permits. Verify legal use, relevant municipal requirements and unresolved defects with the appropriate professionals before making claims to buyers.

Downsizing or selling before buying

Compare sale-first and purchase-first plans with your lender and agent. Allow for storage, temporary accommodation and overlap costs; the safest sequence depends on your financing and available homes.

Property-specific advice / records to obtain:

LOCAL EXPERIENCE AND USEFUL SOURCES

Know the method behind the plan

Kevin Flaherty began his real estate career on First Street in Orangeville in 1988. His work starts with listening to your goals, viewing the home and giving a free, no-obligation opinion of value.

Video Narrated VR Animated Online Showings combine photography, floor plans, virtual environments, narration and animated movement to explain room flow, important features and lifestyle before a buyer visits. Pricing, preparation and buyer information work together.

Experience and historical results: 38 years of experience, over $500 million in real estate sold and two eXp Realty ICON Awards. At his former brokerage Kevin was the overall number-one top-producing agent for ten consecutive years among more than 1,800 agents. Historical TREB-based results include 99.2% sale-to-list versus a 97.7% average, a reported $13,358 more on average, 52% faster sales than average days on market and 16 times the average agent's sales volume. These historical results do not predict the result for your property.

An Orangeville seller describes the experience

“From our first sit down with Kevin, his vast experience and professionalism were apparent. We interviewed several realtors and went with Kevin and his team because of his unique marketing strategy in this age of technology. Our home was advertised on many platforms. The 3-D virtual walk through the team created was exceptional. Potential buyers got a very accurate depiction of the property and home. Rooms were shown both furnished and unfurnished, and accurate blueprints with detailed room measurements were provided to assist interested shoppers. Kevin and his team answered any questions and requests in a timely manner and provided the sound advice needed to get our property sold for full asking price in a difficult market. What more could you ask for?”

Melissa R. | RankMyAgent | Orangeville seller | Read the original review. This is one client's experience. More reviews: flaherty.ca/reviews.

Keep the official sources within reach

[1] Town of Orangeville - planning compliance letters
orangeville.ca | Planning Compliance Letters

[2] RECO - seller checklist and representation agreements
reco.on.ca | Consumers | Information for sellers

[3] CRA - principal residence and sale reporting
canada.ca | CRA | Principal residence

[4] Ontario - HST on real estate commissions
ontario.ca | Harmonized Sales Tax

[5] TRREB - September 2026 Market Watch / regional reports
trreb.ca | Market data | Market Watch

Flaherty Team member profile - Dufferin Board of Trade

Full selling guide: flaherty.ca/how-to-sell-a-house-orangeville
Kevin Flaherty, Broker | Flaherty.ca Home Selling System Team
eXp Realty, Brokerage | 170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | Kevin@Flaherty.ca
Request your home evaluation | flaherty.ca/kevinscalendar

BEFORE CHOOSING REPRESENTATION

Ten questions from Kevin's video

Use the same questions with every agent. The questions follow the video's question cards; the short guidance below explains what to look for in the answers.



10 Questions to Ask Before You Hire a Realtor
flaherty.ca/10questions
Watch the video on YouTube
youtube.com/watch?v=liu8S7Z0_zo

1. What makes you different from other Realtors? Why should I list my home with you?

Look for specific services and completed examples. Ask how the differences apply to your property and help buyers understand it online.

2. What is your track record and how does it stack up against other Realtors?

Ask what each result measures and request support. Keep historical achievements separate from current activity, and ask how the experience applies to your sale.

3. What are your overall marketing plans for my home?

Expect a written plan covering presentation, distribution, launch, enquiries and reporting, with clear responsibilities and included services.

4. How many buyers are you currently working with?

Ask how relevant buyers will be reached. A database total or the promise of one buyer should be considered alongside the complete marketing plan.

BEFORE CHOOSING REPRESENTATION

Ten questions from Kevin's video

Use the same questions with every agent. The questions follow the video's question cards; the short guidance below explains what to look for in the answers.

5. Do you provide floor plans that give the square footage of the home and show where the measurements were taken?

Request a finished floor-plan sample with room dimensions and measurement information, so buyers can assess layout and furniture placement.

6. Do you offer an online showing that is narrated?

Watch a complete narrated showing. Listen for checked information about features and benefits that photographs alone may not explain.

7. What in your marketing provides the online buyers with a clear understanding of a listing's colours, composition, layout and feel for the size of the rooms?

Look for clear room scale and flow, with property imagery and a virtual presentation that is straightforward to watch without special equipment.

8. What kind of reporting do you provide me with respect to activity on my listing?

Request an activity-report sample and an agreed schedule. Ask how enquiries, viewing behaviour and showing feedback lead to decisions.

9. What happens when you're busy and a buyer wants to see my home?

Establish named backup coverage, how appointments are arranged and how you will hear about enquiries when the lead agent is occupied.

10. How many different places online will my listings appear?

Ask for named, relevant distribution channels and sample placements. Find out who maintains them and how you can check the work.

Before signing: review the services, fees, agreement term, ending provisions and who represents you. Ask for the RECO Information Guide and an explanation of any multiple-representation implications. Use the next two sheets to record answers. [2]

Evidence to request / follow-up:

PRINT A FRESH PAIR FOR EVERY AGENT

Agent interview record

Sheet 1 of 2 | Write the agent's answer and the evidence promised. Reprint pages 13-14 together for each interview.

Agent / brokerage: _____

Interview date: _____ Property: _____

1. What makes you different from other Realtors? Why should I list my home with you?

2. What is your track record and how does it stack up against other Realtors?

3. What are your overall marketing plans for my home?

4. How many buyers are you currently working with?

5. Do you provide floor plans that give the square footage of the home and show where the measurements were taken?

Evidence still needed / follow-up date: _____

PRINT A FRESH PAIR FOR EVERY AGENT

Agent interview record

Sheet 2 of 2 | Write the agent's answer and the evidence promised. Reprint pages 13-14 together for each interview.

Agent / brokerage: _____

Interview date: _____ Property: _____

6. Do you offer an online showing that is narrated?

7. What in your marketing provides the online buyers with a clear understanding of a listing's colours, composition, layout and feel for the size of the rooms?

8. What kind of reporting do you provide me with respect to activity on my listing?

9. What happens when you're busy and a buyer wants to see my home?

10. How many different places online will my listings appear?

Evidence still needed / follow-up date: _____