

ORANGEVILLE HOME VALUE | REVIEWED OCTOBER 21, 2026

Know what supports your home's value

Your Orangeville home's value depends on what comparable homes have sold for, the alternatives buyers can choose now, and your property's location, condition, layout and lot. A useful opinion explains those differences and supports a range with evidence. An online estimate or town-wide average is a starting point, not a property-specific conclusion.

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Record facts, compare sales and test a proposed range	5-7
Plan worthwhile preparation and your evaluation	8-9
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Free, no-obligation opinion of value: flaherty.ca/orangeville-home-evaluation
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UNDERSTAND THE NUMBER

Five numbers that mean different things

Before using a value estimate, ask what it measures, what date it applies to and whether your property's actual features have been checked.

Number or opinion	What it tells you / what to check
Online estimate	A model-based starting point. Check its data, date, comparable properties and whether it reflects your home's condition, layout and improvements.
MPAC assessed value [1]	An assessment for property-tax purposes using the legislated valuation date. It is not a current listing recommendation. Verify the property details and valuation date on your notice.
Agent's opinion / comparative market analysis	A property-specific view for a selling decision. Ask for comparable sales, active alternatives, supported differences, assumptions and a recommended review date.
Independent appraisal [2]	A professional opinion prepared for an agreed purpose and effective date. For lending, estate, legal or tax uses, ask the relevant professional what report and appraiser are required.
Asking price	The price at which a seller offers a property. It may be above or below supported market value and is not proof of what a buyer will pay.

Why two estimates can differ

They may use different dates, property records, comparable sales, assumptions or intended uses. Ask each provider to show the evidence and explain the gap. Averaging two unsupported numbers does not make the result more reliable.

What is missing from a simple calculator?

Selecting a condition rating or adding a renovation budget does not establish a market adjustment. A neighbourhood label, fixed percentage uplift or narrow range needs comparable evidence. Use the worksheets to organise the facts; have the important assumptions tested before making a financial commitment.

Estimate I have / provider / date / purpose / unanswered question:

THE TWELVE VALUE FACTORS

Property evidence comes first

Use these factors to identify evidence and questions. They are not a scoring formula, and no single factor creates an automatic dollar or percentage premium.

1. Neighbourhood and micro-location

A nearby sale is not automatically comparable. Street setting, traffic, access, privacy and proximity to useful amenities can affect which buyers consider the home.

Your check: List three practical location benefits and any objections. Verify school eligibility or permitted uses with the appropriate authority.

2. Comparable sold homes

Look for homes the same buyer would reasonably consider: similar property type, size, condition, layout, lot and sale timing. Explain important differences before relying on the price.

Your check: Ask why each sale was included and why a tempting but dissimilar sale was excluded.

3. Condition and maintenance history

Visible care and clear records help buyers assess uncertainty around the roof, windows, heating, cooling, plumbing, electrical systems and moisture concerns.

Your check: Gather service records, permits, warranties, known issues and approximate improvement dates. Mark what still needs checking.

4. Layout and floor-plan functionality

Usable space matters as well as size. Room flow, bedroom placement, bathrooms, storage and basement access may make two similarly sized homes feel quite different.

Your check: Request measured floor plans. Separate above-grade space from basement space and confirm how measurements were taken.

5. Lot size, shape and usability

Privacy, grade, access, parking and usable outdoor areas can matter more to a particular buyer than total lot area alone. Restrictions may limit a proposed use.

Your check: Check the survey and relevant records where available. Do not treat a visible driveway or possible addition as proof of permitted use.

6. Upgrades and renovations

An improvement can support buyer confidence without returning its entire cost. Personal taste, workmanship, documentation and competing homes all influence the response.

Your check: Separate maintenance, modest presentation work and optional renovation. Ask for comparable evidence before assuming a dollar-for-dollar return.

THE TWELVE VALUE FACTORS

How buyers compare the whole offer

Use these factors to identify evidence and questions. They are not a scoring formula, and no single factor creates an automatic dollar or percentage premium.

7. Curb appeal and first impression

The approach to the property introduces its condition and care. Lighting, the entrance, landscaping, exterior maintenance and visible clutter affect that first impression.

Your check: Photograph the approach and identify what a buyer might question. Start with practical cleaning and maintenance.

8. Presentation and staging readiness

Furniture arrangement, clutter, odours, light and room use can help or hinder a buyer's understanding. Staging is a property-specific decision, not an automatic requirement.

Your check: Walk through as a buyer. Identify distractions, then compare the cost and purpose of each proposed change.

9. Online presentation quality

Photography, floor plans, narration and clear feature information help buyers judge whether to visit and understand what they are comparing. Presentation should explain the property accurately.

Your check: Watch a complete marketing example on a phone. Can you understand room scale, layout, important improvements and the setting?

10. Pricing strategy and launch timing

An asking price positions a home against alternatives; it does not establish market value. Starting above the evidence can reduce interest and prolong exposure.

Your check: Agree on preparation, the proposed price, the reasons for it and a review date before launch. Your financial target alone cannot set buyer willingness to pay.

11. Current competition

Active listings show the alternatives buyers can choose today. Their asking prices describe the competition, while sold evidence shows prices buyers actually accepted.

Your check: Compare the strongest alternatives at a similar price. Record your home's advantages, disadvantages and unanswered questions.

12. Buyer demand and market conditions

Demand and supply differ by property type and price range. Town-wide averages can hide those differences and can change with the mix of homes sold.

Your check: Ask how many genuinely similar homes are selling, how long they take and what has changed since the proposed comparables sold.

YOUR PROPERTY EVIDENCE FILE

Record what is known and what is not

Property address: _____
Prepared by: _____ Date: _____

Record or feature	Evidence available / questions / who will confirm
Home type, approximate age and measured space	
Rooms, layout, basement and permitted use	
Lot, survey, access, parking and restrictions	
Roof, windows, heating and other major systems	
Improvements, dates, receipts and permits	
Known defects, inspections and maintenance	
Rental items / condo / tenancy / rural services	

Use the municipal records route when needed

The Town accepts property-information requests from owners or authorised agents and asks for property details and proof of ownership or authority. It notes that records may not exist for homes older than 1975. Ask the Building Division what is available; missing records do not establish approval. [3]

Planning compliance letters can address zoning, site-plan or subdivision matters. Clarify secondary-unit, parking, addition or use questions with the Town and your adviser before assigning value or advertising a feature as permitted. Request the records relevant to your property. [4]

Most important missing record / next call / target date:

COMPARABLE-SALE WORKSHEET

Compare like with like

Use completed sales that competed for similar buyers. Record the source and verify the facts with your representative rather than copying asking prices into a sold-price column.

Evidence to record	Sold home 1	Sold home 2	Sold home 3
Address / source			
Sale date / sold price			
Type / size / above-grade and basement space			
Condition / major improvements			
Lot / parking / location differences			
Supported adjustment / evidence for it			

Test the comparison

- ☐ Would the same buyer realistically have considered this home and mine?
- ☐ What important fact is missing, and how could it change the conclusion?
- ☐ Are adjustments supported by market evidence, or simply an assumed percentage?

Now compare the active alternatives

Active property / asking price	Why a buyer might choose it / my advantage or risk

Strongest comparable / weakest comparison / follow-up:

USE THE MARKET AS CONTEXT

A town-wide average is not your value

September 2026 | Orangeville | All home types | TRREB [5]. These figures describe reported activity for that period, not a current quotation for your property.

Reported measure	September 2026	How to use it
Average / median sale price	$746,322 / $740,000	Averages and midpoints describe the sales mix; they are not a valuation of an individual home.
Sales / new listings / active listings	33 / 79 / 140	Compare demand and choice within your home type and price range. Active inventory is a month-end count.
Average sale-to-list price ratio	97%	This is a reported average, not a promised discount or outcome for your home.
Average listing / property days	29 LDOM / 51 PDOM	Listing time and cumulative property time are different measures. Neither predicts your sale or closing date.

Source: TRREB Dufferin September 2026 report, PDF page 9; TRREB Market Watch September 2026, PDF page 3. LDOM = listing days on market; PDOM = cumulative property days across applicable listings.

For the full dated tables and later updates, visit flaherty.ca/orangeville-real-estate-market. Recheck relevant comparable sales and active competition when you are ready to act.

Test a proposed value range

- ☐ The lower and upper figures are tied to relevant sales, not an arbitrary fixed percentage.
- ☐ Important differences, data gaps and assumptions are explained in plain language.
- ☐ The effective date, intended use and events that would trigger a review are stated.

Record the conclusion with your adviser	Your notes
Supported range / effective date	
Main reason for uncertainty / next check	

VALUE-IMPROVEMENT DECISION SHEET

Spend to solve the right problem

Start with the buyer concern and supporting evidence. A renovation cost is not automatically an equal increase in market value, and presentation cannot remove an underlying defect.

Proposed work	Concern it addresses / evidence	Cost / time	Do now / wait / confirm
Maintenance or safety issue			
Cleaning / odour / lighting			
Small cosmetic or curb-appeal work			
Staging or room-use changes			
Optional major renovation			

Help buyers understand the value that is there

Video Narrated VR Animated Online Showings combine photography, floor plans, virtual environments, narration and animated movement to explain room flow, features and lifestyle before a buyer visits. Ask to watch a complete example, check the accuracy of its claims and see how the proposed presentation fits your home.

Pricing and marketing work together. The price must make sense beside comparable homes; the presentation must show buyers what supports that price. Set a review date and respond to evidence if the initial response is weak. Waiting alone does not establish higher value.

My three strongest value supports / biggest unresolved objection:

TURN EVIDENCE INTO A DECISION

Bring the workbook to your evaluation

Kevin begins by understanding your timing, priorities and property. A home visit and relevant comparable evidence support a useful opinion of value and a practical next step.

- ☐ Bring your property records, comparable-sale notes and the questions you could not resolve.
- ☐ Ask which facts most influence the range, what preparation is worthwhile and how the home should be explained to buyers.
- ☐ Record the opinion's date and assumptions, then agree on when it should be reviewed.

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Experience behind the advice: 38 years of experience and over $500 million in real estate sold. 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 a 99.2% sale-to-list ratio versus a 97.7% average, a reported $13,358 more on average and sales 52% faster than average days on market. These historical results do not predict your property's result.

Official sources and further reading

[1] MPAC: assessment and the valuation date
mpac.ca/en/UnderstandingYourAssessment/HomeownersHub

[2] Appraisal Institute of Canada: residential property owners
aicanada.ca/need-an-appraiser/for-property-owners/

[3] Town: property-information requests and older records
orangeville.ca > Doing Business > Building and Construction

[4] Town: planning compliance letters
orangeville.ca > Doing Business > Planning Compliance Letters

[5] TRREB: Market Watch and regional reports
trreb.ca/market-data/market-watch/

Dufferin Board of Trade: Flaherty Team member profile

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BEFORE CHOOSING REPRESENTATION

Ten questions from Kevin's video

Use the same questions with each agent. These 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 each agent. These 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, using real 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.

Ask for evidence: a complete marketing example, measured floor plan, written service and distribution plan, supported performance claims, sample activity report and named enquiry coverage. Record answers on the next two sheets.

PRINT A FRESH PAIR FOR EVERY AGENT

Agent interview record

Sheet 1 of 2 | Reprint pages 12-13 together. Record the answer and the evidence promised for each question.

Agent interviewed: _____ Brokerage: _____

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 | Reprint pages 12-13 together. Record the answer and the evidence promised for each question.

Agent interviewed: _____ Brokerage: _____

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: _____