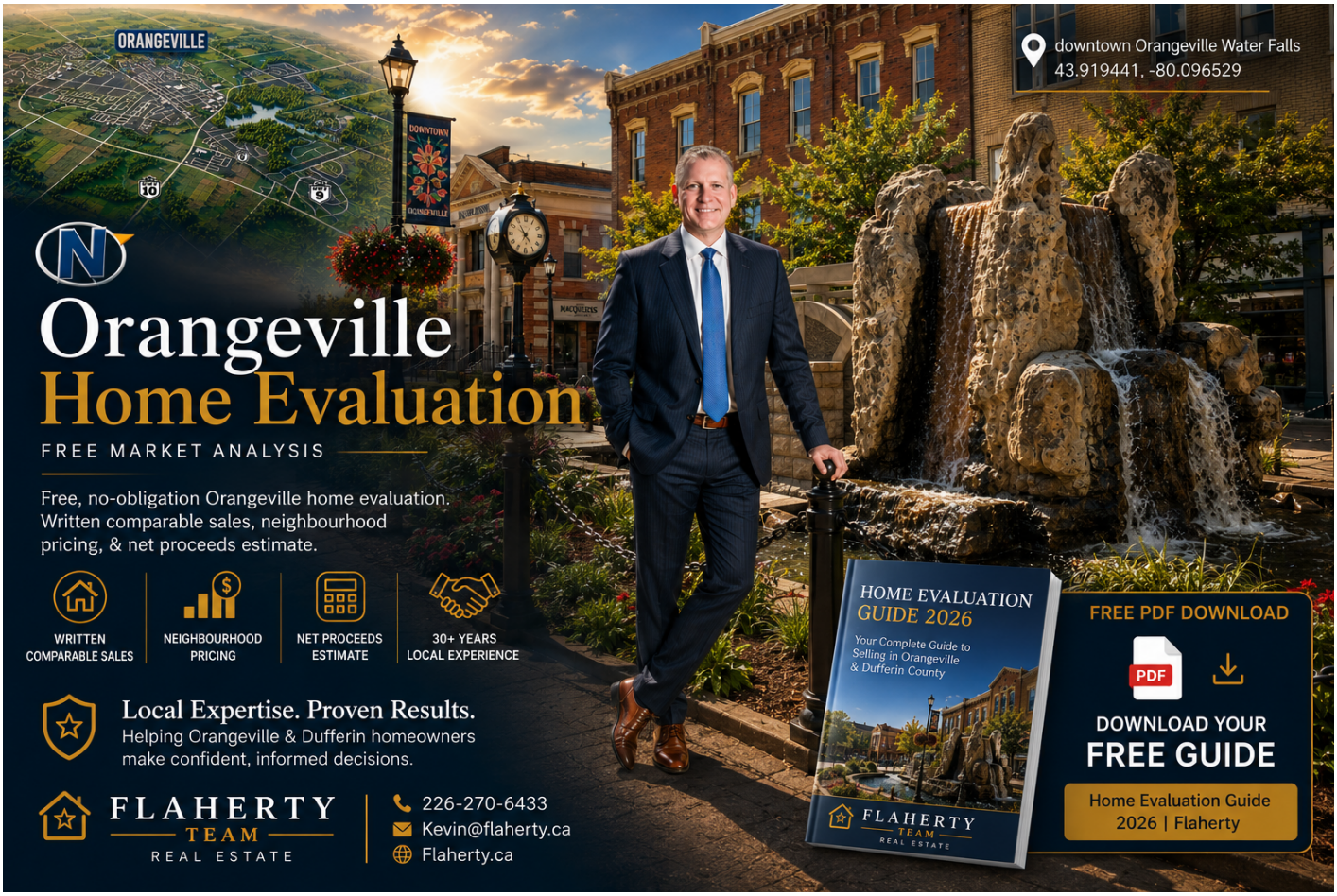


ORANGEVILLE HOME EVALUATION | REVIEWED OCTOBER 21, 2026

Prepare for your home evaluation

A free, no-obligation Orangeville home evaluation connects recent comparable sales, current competition and your property's condition, layout and location to a supported value range. The service includes written comparable-sales information and an estimated net-proceeds picture. Use this workbook to bring useful facts, record the reasoning and decide what to do next.

Use the guide	Pages
Request directly and prepare property information	2-4
Compare evidence, plan preparation and estimate net proceeds	5-8
Record the evaluation, next steps and useful sources	9-10
Use the ten video questions and reprintable interview sheets	11-14

Request your free evaluation now: flaherty.ca/homeeval
Or call 226-270-6433. The guide and its worksheets are optional; you do not need to finish them before contacting Kevin.

Kevin Flaherty, Broker | Flaherty.ca Home Selling System Team | eXp Realty, Brokerage

START WITH A DIRECT REQUEST

What happens next

An evaluation is a conversation about your property and your plans. You can request one while you are still considering whether to sell.

1. Request the evaluation

Use flaherty.ca/homeeval or call 226-270-6433. Share the property address, actual municipality, basic home details, contact information and your reason for asking. Downloading this guide is optional.

2. Clarify the property and your goals

The team contacts you to discuss the home, your timing and priorities, and arrange the appropriate review or home visit. Mention known work, unusual features and questions early; missing older records should be identified rather than guessed.

3. Review the evidence and the decision

Discuss the written comparable-sales information, current competing listings, condition and the reasons for the proposed range. Review the net-proceeds estimate and the assumptions behind it, then agree on preparation priorities and the next useful step.

Use the right kind of value opinion

Type	What it is for
Agent's home evaluation	A property-specific selling opinion supported by comparable evidence, property details and current competition. It is not an offer from a buyer.
Online estimate	A model-based research starting point. Check its property records, comparable sales, assumptions and effective date.
MPAC assessment	Used for property taxation at a legislated valuation date. It is not a current listing recommendation. [1]
Independent appraisal	A separate professional opinion for an agreed purpose and date. Ask the intended user what report is required for lending, estate, legal or tax decisions. [2]

There is no obligation to list. Agree on the appointment format and follow-up arrangements directly with the team.

PREPARATION SHEET

Your property and priorities

Complete what you know. Mark anything uncertain and bring the questions to your evaluation; the aim is useful information, not a perfect file.

Property address:

Confirm the location	Your notes / source
Actual municipality, not only the postal town	
Property type / approximate year built / source	
Bedrooms / bathrooms / above-grade area / measurement source	
Basement: finish, access, use and what is confirmed	
Lot, parking, garage and outbuildings	
Condo fees / rentals / tenancy / well or septic, if relevant	

Three features or practical benefits you want explained to buyers:

Your reason for the evaluation, ideal timing and biggest concern:

A postal address, finished room or separate entrance alone does not establish municipal location, permitted use or compliant finished space. Confirm important claims with the appropriate records or professional.

IMPROVEMENT AND MAINTENANCE RECORD

Bring what you know; flag what you do not

Approximate dates and clear notes are useful. Receipts, permits, warranties and service records can help explain work and identify questions; their absence is a reason to check, not to invent a conclusion.

Area or system	Date / work completed / current issue	Record available or next check
Roof / attic / insulation		
Windows / exterior / drainage		
Heating / cooling / water heater		
Electrical / plumbing / water concerns		
Kitchen / bathrooms / finishes		
Basement / additions / secondary-unit use		
Parking / garage / access / outbuildings		
Other: condo, tenancy, well or septic details		

Documents worth bringing if available

Tax bill; survey or floor plans; renovation and system records; rental-equipment contracts; relevant condo or tenancy documents; prior appraisal or inspection reports; and known maintenance or repair information. Share only documents needed for the discussion, through the agreed channel.

For Orangeville property-information requests, the Town requires property details and proof of ownership or agent authority. It notes that it may have no records for homes older than 1975. You can still request an evaluation while the right record route is being established. [3]

Most important record or property question to resolve:

EVIDENCE DISCUSSION SHEET

Compare homes a buyer would consider

Use this with your agent. A sold price records a completed market result; an active listing's asking price records a competing seller's position. Keep those two kinds of evidence separate.

Record the evidence	Sold home A	Sold home B	Active alternative
Address / source			
Sale date or current listing date			
Sold price or asking price, as applicable			
Type / size / layout / finished space			
Condition / upgrades / supporting records			
Lot / parking / location differences			
Key difference from my home and why it matters			

- ☐ Ask why these homes are relevant and why an attractive but dissimilar sale was excluded.
- ☐ Check whether market conditions changed after a comparable sold.
- ☐ Ask how differences were supported; avoid automatic percentage adjustments or a preset margin of accuracy.

Strongest comparable / evidence still missing:

FROM MARKET CONTEXT TO YOUR RANGE

Use market figures as context

Orangeville | September 2026 | All home types. These figures describe the town's sales mix and activity. They are not an estimate of your property's value or a promise of time to sell.

Reported measure	September 2026	Use in the conversation
Average / median sale price	$746,322 / $740,000	Use property-type and comparable evidence before applying either figure.
Sales / new listings / active listings	33 / 79 / 140	Ask about demand and choice in the relevant segment. Active supply is a month-end count.
Average sale-to-list ratio	97%	A reported average is not a promised discount or result.
Average listing / property days	29 LDOM / 51 PDOM	Listing time and cumulative property time are different measures; neither predicts your closing date.

Source: TRREB Dufferin September 2026 report, PDF page 9; TRREB Market Watch September 2026, PDF page 3. [4] For later updates: flaherty.ca/orangeville-real-estate-market.

Questions behind a defensible range

- ☐ Which sales support the lower and upper ends, and which facts could move my home within the range?
- ☐ Which property details, uses or improvements still need confirmation?
- ☐ What preparation and marketing assumptions are included, and when should the opinion be reviewed?

Record with your adviser	Your notes
Supported lower / upper range and effective date	
Main assumptions / unresolved issue	
Proposed asking-price approach / review trigger	

PREPARATION WITHOUT UNNECESSARY SPENDING

Separate the evaluation from the launch

You do not need to renovate or stage before asking for an evaluation. Use the appointment to decide what protects value and what may not repay its cost.

Before the discussion or home visit

- ☐ Note your ideal move, timing constraints and the decisions the evaluation needs to support.
- ☐ Record known defects, maintenance concerns and work in progress; explain uncertainty honestly.
- ☐ Gather available improvement and system information, plus the questions you could not resolve.
- ☐ Make relevant rooms and systems accessible for an agreed visit, without undertaking unadvised major work.

Before any agreed listing launch

- ☐ Prioritise repairs, cleaning, odour control, lighting, curb appeal and clear room use.
- ☐ Discuss whether staging or furniture changes help the specific buyer and property type.
- ☐ Complete agreed preparation before photography, floor-plan work and the narrated showing.
- ☐ Check inclusions, exclusions, rented items and the information buyers may ask about.
- ☐ Agree on showing access, launch timing, feedback and a review date.

Proposed work	Concern it addresses / support	Cost / time	Decision

For deeper preparation guidance: flaherty.ca/how-to-prepare-your-house-for-sale-in-orangeville. A renovation cost is not automatically an equal increase in market value.

NET-PROCEEDS PLANNING WORKSHEET

Sale price is not the amount you keep

Use the evaluation's net-proceeds estimate to discuss what may remain after selling. Record the date and sources of the cost assumptions. The lender and lawyer should confirm their own payout, fee and closing figures.

CAD planning figures	Lower-price case	Higher-price case
A. Evidence-supported sale price		
B. Mortgage payout, including charges already quoted		
C. Negotiated commission, before applicable tax		
D. Applicable tax on commission		
E. Legal fees, tax and disbursements		
F. Other discharge / penalty costs not already in B		
G. Agreed repairs, preparation and staging		
H. Moving / storage		
I. Closing adjustments: debit (+) / credit (-)		
J. Other confirmed selling costs		
K. Total deductions: B through J		
L. Estimated net proceeds: A minus K		

Use the same cost assumptions when comparing two supported prices. Do not deduct a mortgage charge twice. A buyer's deposit is part of the sale price, not extra proceeds to add again. Record any tax issue separately and obtain advice appropriate to your situation before relying on a final figure. [5]

Costs still to confirm / person responsible / date:

Move timing, financing or purchase questions to take to your adviser:

KEEP YOUR OWN RECORD

Your evaluation conversation

Record the reasoning, not just the price. Revisit this sheet if the home, comparable evidence, competition or planned timing changes.

Adviser / date: _____

Property / actual municipality: _____

What was agreed	Your notes
Value range / effective date / purpose	
Comparable sales and strongest reasons	
Assumptions / property questions still open	
Preparation: do now / avoid / confirm first	
Net-proceeds estimate / cost assumptions to verify	
How buyers will understand the home online	
Next action / who is responsible / target date	
When the value opinion should be reviewed	

The question I still want answered:

Ready to start? flaherty.ca/homeeval | 226-270-6433
You can contact Kevin before completing these worksheets.

A CLEAR NEXT STEP

Request your evaluation directly

Ask for a free, no-obligation property-specific evaluation, written comparable-sales information and a net-proceeds estimate. Use the guide when it helps; it is not a prerequisite for the request.

Request: flaherty.ca/homeeval
Book a call: flaherty.ca/kevinscalendar
Book a Zoom: flaherty.ca/kevinscalendar-zoom

Connect the opinion of value to the selling plan

Video Narrated VR Animated Online Showings combine photography, floor plans, virtual environments, narration and animated movement to explain layout, features and lifestyle before a buyer visits. The price needs relevant evidence; the marketing needs to help buyers understand that evidence and the property. Marketing does not change an underlying defect or establish a guaranteed price.

Kevin began his real estate career on First Street in Orangeville in 1988. His experience includes 38 years in real estate, over $500 million in real estate sold, the overall number-one ranking at his former brokerage for ten consecutive years among more than 1,800 agents, and two eXp Realty ICON Awards. Historical achievements do not predict an individual property's sale price or timing.

Official sources and useful companion guides

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

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

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

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

[5] Financial Consumer Agency of Canada: selling costs
canada.ca > Financial Consumer Agency > Selling a home

Home-value evidence guide | Orangeville selling guide
Dufferin Board of Trade: Flaherty Team member profile

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
flaherty.ca/orangeville-home-evaluation

Not intended to solicit properties already listed for sale.

BEFORE CHOOSING REPRESENTATION

Ten questions from Kevin's video

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



10 Questions to Ask Before You Hire a Realtor
flaherty.ca/10questions
Watch 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. The questions below match the video's question cards; the short guidance 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. Use the two interview sheets that follow to record each agent's answers.

PRINT A FRESH PAIR FOR EVERY AGENT

Agent interview record

Sheet 1 of 2 | Reprint pages 13-14 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 13-14 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: _____