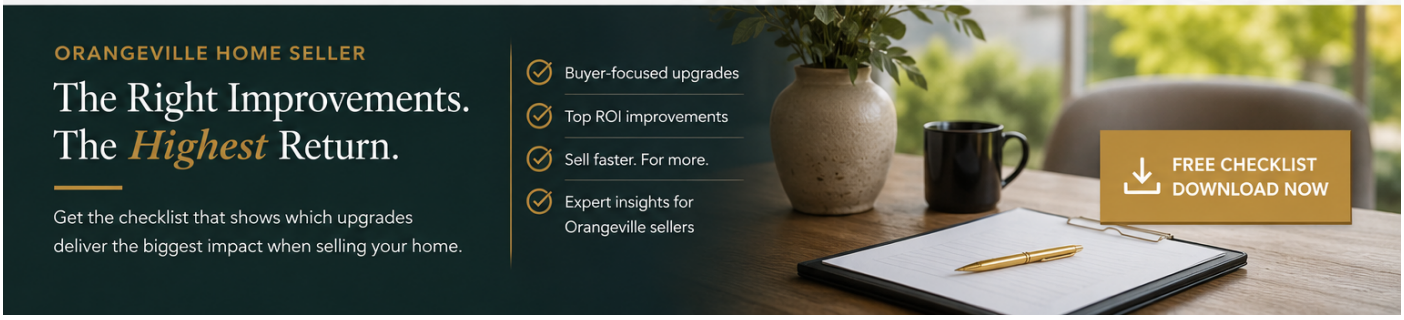






ORANGEVILLE PRE-SALE IMPROVEMENTS WORKBOOK

Choose the right improvements. Protect your sale budget.

Before selling in Orangeville, start with cleaning, decluttering, lighting, selective paint, curb appeal and repairs that remove a genuine buyer objection. The best next project depends on your home's condition, comparable sales, total cost and listing date. Renovation spending does not automatically become resale value.

Use the priority guide, project budget and printable checklists to decide what to do, what to quote and what to leave. The ten video questions and reusable interview sheets help you compare the advice behind each proposal.

Request property-specific advice: flaherty.ca/homeeval

Reviewed October 27, 2026. General preparation guidance; project costs and resale effects depend on the property.

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

CHOOSE THE ORDER

A practical priority guide

Rank projects by the problem they solve, then compare the cost and time needed. This is a decision framework, not a measured Orangeville return ranking.

Priority	When it deserves attention	What to do next
1. Safety and active defects	Leaks, unsafe components, recurring moisture or a system that is not working.	Get the cause assessed by a qualified professional. Do not cover up a defect with cosmetic work.
2. Cleanliness and space	Dirt, odours, crowded rooms or storage that makes the home difficult to assess.	Clean, remove unnecessary items and make room use clear. Check whether an odour has an underlying cause.
3. Light and worn surfaces	Marked walls, failed bulbs, damaged trim or surfaces that distract from the home.	Use selective touch-ups or repair. Compare cleaning and repair with full replacement.
4. Entry and exterior care	An untidy entrance, overgrowth, slippery surfaces or visible upkeep issues.	Tidy, clean and repair safely. Keep access clear and suit the work to the season.
5. Targeted upgrades	A specific finish or feature puts the home at a disadvantage against close alternatives.	Get written quotes and compare sold evidence before choosing the scope.
6. Major construction	A remodel, addition, basement project or substantial system change is proposed.	Review permits, timing, full cost and property-specific value before committing.

Use four questions before approving any project

- ☐ Which visible or documented buyer concern does this solve?
- ☐ Could cleaning, repair or a smaller scope solve the same concern?
- ☐ What comparable-sale evidence supports the proposed spending?
- ☐ Can the work be finished properly before photography and listing?

A repair may protect existing value without creating a separate price premium. A necessary repair and an optional style upgrade should not compete on the same test.

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

COMPARE THE SCOPE

Choose repair, refresh or replacement

Begin with the smallest suitable intervention. An item that is already clean, safe and serviceable may not need work simply because it is older.

Project	A smaller option to assess	When to pause for evidence
Paint	Clean or touch up marked areas; repaint distracting rooms where needed.	A whole-house repaint is proposed even though most finishes present well.
Lighting	Replace failed bulbs, clean fixtures and improve consistency.	New fixtures, wiring or added circuits are involved; confirm electrical requirements.
Flooring	Clean carpets; repair or refinish a suitable existing surface.	Replacement cost, disruption or inconsistent finishes could outweigh the benefit.
Kitchen	Clean, declutter, repair fittings and consider modest hardware changes.	Replacing a functional layout or selecting costly finishes solely for resale.
Bathroom	Clean surfaces and repair a specific defect after checking its cause.	Water damage, ventilation or plumbing issues need assessment, not fresh caulking alone.
Roof, windows, heating	Gather age, service and condition records; assess an actual problem.	Replacement is suggested only because a component is old, without a condition review.
Basement or addition	Improve cleanliness, light, access and clarity of the existing space.	New construction affects permits, use, inspections, cost or the launch date.
Exterior	Tidy the entry and landscaping; repair visible upkeep or access issues.	A major outdoor feature mainly reflects personal taste or requires substantial construction.

For substantial work, ask whether the improvement suits the home and its comparison set. The Appraisal Institute of Canada cautions against over-improving and recommends considering both condition and local expectations. [1]

COMPARE THE FINANCIAL CHOICES

Will the project improve your net result?

Use written quotes, including tax, materials, labour, cleanup and permits. Allow for additional costs caused by a delay.

The question to test

Estimated improvement in net proceeds = estimated additional sale price - project spending - extra selling costs - additional carrying costs.

Compare selling as it is with selling after the work. Do not count unrelated expenses twice. Asking-price differences do not establish added value.

Illustration only: one proposed refresh

Assumption	Amount
Work quote, including applicable tax	$2,400
Amount reserved for changes or overruns	$300
Additional carrying costs from the assumed delay	$200
Assumed additional selling expense	$100
Total amount allowed in this illustration	$3,000

Hypothetical additional sale price	Result after the $3,000 allowance
$2,000	$1,000 less net proceeds
$3,000	Break-even on these assumptions
$4,000	$1,000 more net proceeds

These are hypothetical assumptions, not quotes, an Orangeville forecast or evidence of a project's return. Unspent reserve reduces cost; actual tax, selling and carrying expenses may differ.

PRINTABLE PROJECT WORKSHEET

Build your improvement shortlist

Print another copy if you have more projects. Rank the actual issues in your home, rather than applying a fixed spending target.

Property: _____ Review date: _____

Target photography/listing date: _____ Available project budget: $_____

Project 1: _____

Buyer concern / evidence: _____

Simpler alternative: _____

Quote incl. tax: $_____ Reserve: $_____ Extra delay/carrying: $_____

Permit / specialist check: _____ Completion date: _____

Decision: [ ] Do [ ] Quote first [ ] Repair only [ ] Defer Owner: _____

Project 2: _____

Buyer concern / evidence: _____

Simpler alternative: _____

Quote incl. tax: $_____ Reserve: $_____ Extra delay/carrying: $_____

Permit / specialist check: _____ Completion date: _____

Decision: [ ] Do [ ] Quote first [ ] Repair only [ ] Defer Owner: _____

Project 3: _____

Buyer concern / evidence: _____

Simpler alternative: _____

Quote incl. tax: $_____ Reserve: $_____ Extra delay/carrying: $_____

Permit / specialist check: _____ Completion date: _____

Decision: [ ] Do [ ] Quote first [ ] Repair only [ ] Defer Owner: _____

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

USE LOCAL EVIDENCE

Ask what Orangeville buyers are comparing

A town-wide average, a renovation cost or a nearby asking price does not isolate the value of one improvement.

The evidence to request

- ☐ Recent sold examples with similar property type, location, size, lot and overall condition.
- ☐ An explanation of material differences: layout, basement, parking, updates, timing and condition.
- ☐ Current competing listings, used to understand buyer choice rather than treated as completed sales.
- ☐ A comparison of the smaller-scope option with a full replacement, including time and cost.
- ☐ The uncertainty in any suggested added-value range and what would change the recommendation.

Property context	Check before choosing the work
Older or character home	Condition, moisture, original features and any applicable heritage or permit requirements. Do not assume cosmetic work resolves a system issue.
Detached, semi or townhouse	Comparable layouts, finish levels, parking and current alternatives in the same price range.
Condominium	What is your responsibility, any required approvals, access rules and work scheduling.
Rural-edge property	Confirm the actual municipality, services and relevant system records. Orangeville advice is not a substitute for the property's own requirements.

Current context: flaherty.ca/orangeville-real-estate-market

Property value factors: flaherty.ca/orangeville-home-value

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

PRINTABLE PREPARATION CHECKLIST

Get ready before media day

Use this after deciding the scope. Presentation should reveal the home clearly and accurately; it should never conceal a defect.

Clean and simplify

- ☐ Clean windows, floors, kitchen surfaces, appliances and bathrooms.
- ☐ Clear counters and excess furniture so room purpose and circulation are easy to understand.
- ☐ Organise closets and storage without simply moving clutter to another visible space.
- ☐ Address odours at the source; avoid relying on fragrance to mask a problem.

Light, repair and make access safe

- ☐ Replace failed bulbs and clean fixtures; open suitable blinds for natural light.
- ☐ Finish agreed paint touch-ups and minor repairs neatly.
- ☐ Tidy the entrance, clear safe access and address visible exterior maintenance.
- ☐ Use a suitable professional for safety, moisture, structural or electrical concerns.

Prepare the information buyers need

- ☐ Gather invoices, warranties, service records, permits and inspection records where relevant.
- ☐ List features, completed improvements and known limitations for the marketing discussion.
- ☐ Confirm media timing after the work and cleanup are finished.
- ☐ Walk through the online presentation and correct inaccurate statements before launch.

Video Narrated VR Animated Online Showings combine property imagery, floor plans, narration and animated movement to explain layout, features and benefits. That presentation helps buyers understand the home; it does not replace repairs, accurate pricing or complete information.

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

GET ADVICE BEFORE SPENDING

What a useful improvement consultation should produce

Bring your priorities and records. The recommendation should fit your budget and move, rather than treating every room as a renovation project.

- ☐ A review of the home as it stands, with the main buyer objections identified.
- ☐ A prioritised do / quote / defer list tied to your property and proposed launch date.
- ☐ Clear separation of condition problems, cosmetic presentation and optional upgrades.
- ☐ An explanation of comparable sales and current alternatives behind the recommendation.
- ☐ A discussion of pricing, preparation, marketing and an estimated net-proceeds plan.

Make the preparation visible online

The Flaherty Team connects the improvement plan to professional presentation. Video Narrated VR Animated Online Showings explain the home's flow and important features so buyers can assess its suitability before arranging a visit. Ask to see completed examples and confirm the services proposed for your property.

A seller's experience of preparation advice

> “His attitude was genuine and honest. He advised us of what we could do to increase the value of our home and what would make for a realistic sale.”

Peter Haddrell | Caledon seller | RankMyAgent | original review excerpt

Read Peter's original review

Request your evaluation: flaherty.ca/homeeval

Book a call: flaherty.ca/kevinscalendar

More client experiences: flaherty.ca/reviews

The Flaherty Team is a member of the Dufferin Board of Trade.

View the Dufferin Board of Trade member profile

Not intended to solicit properties already listed for sale.

KEEP THE SOURCES AND PLAN TOGETHER

Resources for the next decision

Official guidance informs the general principles below. It does not establish a specific Orangeville project cost or percentage return. Sources reviewed October 27, 2026.

1. Appraisal Institute of Canada: How to Value Your Renovations

Distinguishes resale, enjoyment and maintenance value; discusses condition, local fit and over-improvement.

aicanada.ca - How to Value Your Renovations

2. Ontario: Your rights when starting renovations or repairs

Ask for written, itemised estimates; define scope, timing, responsibilities and changes in the contract.

ontario.ca/page/your-rights-when-starting-home-renovations-or-repairs

3. Town of Orangeville: Building permits

Confirm the requirements for your exact project before work starts. Keep relevant permit and inspection records.

orangeville.ca/en/doing-business/building-permits.aspx

4. Electrical Safety Authority: Hiring a contractor

Check the contractor and applicable electrical requirements before commissioning electrical work.

esasafe.com/hiring-an-electrician-or-contractor/

Continue with the question you need next

Should you renovate before selling?

How to prepare your house for sale

What not to fix before selling

Return to this guide's page at Flaherty.ca

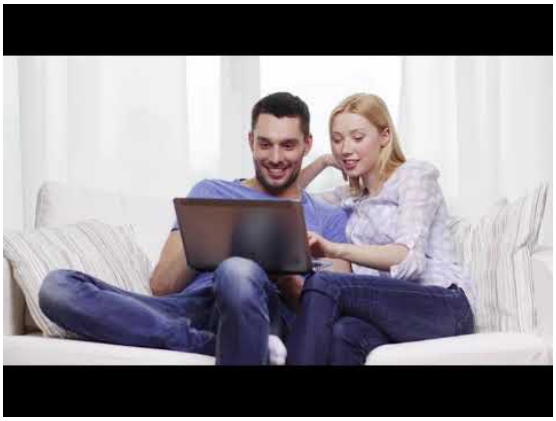
My next action

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

BEFORE CHOOSING REPRESENTATION

Ten questions from Kevin's video

Use the same questions with each agent. The short explanations are comparison guidance, not quotations of an agent's answers.



Watch the video: flaherty.ca/10questions

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

Look for specific services suited to your home, demonstrated with completed examples. Compare the written inclusions, rather than relying on a claim to be different.

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

Ask for relevant experience and supporting results. Clarify what a ranking or comparison measures and how that experience applies to your proposed sale.

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

Expect a practical preparation, media, exposure and follow-up plan. Establish responsibilities, launch timing and any extra costs before agreeing to the service.

4. How many buyers are you currently working with?

Ask how relevant buyers will be identified and reached. A database count alone does not demonstrate a match or replace broad marketing.

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

Request a floor-plan sample with dimensions and measurement information. Buyers should understand room scale and layout before arranging a visit.

COMPARE THE EVIDENCE

Ten questions from Kevin's video

Questions 6-10. Ask to see the actual service, report or presentation behind the answer.

Watch or rewatch: flaherty.ca/10questions

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

Watch a complete narrated showing. The narration should explain useful features and benefits accurately, with a clear process for checking property information.

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?

Ask to see a complete presentation showing scale, room flow and real property detail. It should be easy to use on an ordinary screen.

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

Agree on the reporting schedule, useful activity measures and showing feedback. Ask how the agent will use that information to recommend the next step.

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

Establish named backup coverage for enquiries and showing requests. Know who responds and how you will receive updates when the lead agent is unavailable.

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

Request named, relevant distribution destinations and examples you can inspect. Ask who manages the placements and how the listing information stays consistent.

Take the next two pages to each interview. Print pages 12-13 again for another agent, then compare the written proposals and evidence alongside the answers.

REUSABLE AGENT INTERVIEW RECORD

Agent interview - sheet 1 of 2

Record the answer and any evidence promised. Use both sheets for the same agent, and a fresh pair for each interview.

Agent interviewed: _____ Brokerage: _____

Date: _____ Property / reference: _____

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 / follow-up to request: _____

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca

REUSABLE AGENT INTERVIEW RECORD

Agent interview - sheet 2 of 2

Record the answer and any evidence promised. Use both sheets for the same agent, and a fresh pair for each interview.

Agent interviewed: _____ Brokerage: _____

Date: _____ Property / reference: _____

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 / follow-up to request: _____

Kevin Flaherty | Broker | eXp Realty, Brokerage
170 Lakeview Court, Unit 3A, Orangeville, ON L9W 5J7
226-270-6433 | kevin@flaherty.ca | flaherty.ca