

ORANGEVILLE REALTORS®

Seller Service & Interview Guide

Orangeville sellers should compare the experience, services and marketing proposed for their particular home. The Flaherty Team combines property-specific pricing, preparation, Video Narrated VR Animated Online Showings, buyer follow-up and negotiation support. Start with a consultation, inspect completed work and put the services, fees and communication plan in writing before choosing representation.

Inside: your consultation brief, local market context, service-comparison worksheet, ten video questions and two reusable interview answer sheets.

[Request a free home evaluation: flaherty.ca/homeeval]

Content reviewed November 2, 2026. Market snapshot: September 2026, Orangeville all home types. Prepared by Kevin Flaherty, Broker, eXp Realty, Brokerage.

START WITH YOUR NEEDS

What should your selling service do?

Choose the proposal that fits your property, timing and priorities. There is a tremendous difference between REALTORS®, the services they provide and the results they get.

Service	What a useful proposal explains
Property-specific pricing	Relevant sold evidence and current competition, with an explanation of how lot, layout, condition, parking and location affect the proposed range.
Preparation and records	Which repairs or presentation changes are worthwhile, which spending may not be recovered, and what property information should be checked before launch.
Buyer understanding	How photographs, measured floor plans, narration and property details will explain features and benefits before a buyer decides to visit.
Reach and follow-up	Where the home will be promoted, who responds to enquiries, how appropriate buyers are reached and how showing access is arranged.
Communication and review	Your main contact, backup, reporting arrangements and the evidence used when recommending a change in price or presentation.
Offers and closing	How price, deposit, conditions, closing date and other terms are compared, with responsibilities and important dates kept clear.

How a Flaherty consultation begins

The first conversation establishes your timing and the property details, then the team arranges the next conversation or home visit. A free, no-obligation evaluation includes written comparable-sales information and a net-proceeds estimate. Confirm your priorities before settling on preparation, price or launch timing.

My two most important service needs:

LOCAL EVIDENCE FOR THE CONVERSATION

Orangeville market snapshot

September 2026 | All home types | TRREB Dufferin Regional Housing Market Report, Orangeville table, PDF page 9. [1]

Metric	September 2026	How to use it
Sales	33	The month’s reported sales sample; different property mixes can change broad price measures.
Average sale price	$746,322	A town-wide average, not a valuation of your particular home.
Median sale price	$740,000	The midpoint of sales; use alongside the average and sales count.
New listings	79	Listings entered during the reporting month.
Active listings	140	Inventory at month-end, not the total number listed during the year.
Average SP/LP	97%	Reported sale-price-to-list-price ratio; it does not establish original asking-price performance.
Average LDOM	29 days	Listing days on market for sold listings, not the time every home takes to sell.

Year-to-date through September 2026: 268 sales; average price $748,911; median $725,000; average LDOM 40 days. This is a different reporting period from the monthly table. [1]

Ask: Which recent sales and active alternatives fit my home, and what would make you revise the price or launch recommendation? Town-wide figures cannot answer that on their own.

The snapshot is dated, not a statement of November conditions or a sale forecast. TRREB may revise prior figures. LDOM can differ from total property exposure when a home has been relisted.

Check the latest dated report: flaherty.ca/orangeville-real-estate-market

PRINTABLE CONSULTATION BRIEF

Bring the property and your priorities

Complete what you know. Mark uncertain items for follow-up rather than guessing. Share confidential financial information directly with the appropriate professional.

Property address: _____

Property type / ownership: _____

Preferred launch / closing: _____

Next-move requirements: _____

Preparation budget / access limits: _____

Features, changes and questions to discuss

Bring or identify	What needs checking
Lot, parking, layout and floor area	Measurements, room use, basement finish and important property differences.
Improvements and major systems	Approximate dates, invoices, warranties, permits and known concerns.
Rental or service contracts	Items such as a rented water heater, their terms and transfer or payout requirements.
Tax, ownership and property records	Tax bill, available survey and other relevant documents. Give title or tax questions to your lawyer or tax adviser.
Special property circumstances	Condominium, tenancy, estate, well or septic information where it applies.

My three most important property questions

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LOCAL DUE DILIGENCE

Turn a question into a records request

An agent’s local knowledge is most useful when it helps identify the right evidence, authority and next action.

Example: a finished basement or an addition

Ask which records support the described work and intended use. A finished appearance, a past listing description or a seller’s recollection does not by itself establish the relevant approvals. Start with the address, the work to be checked and any documents already available.

The Town of Orangeville says an owner or authorised agent can request property information by email, identifying the information needed and the property details. Proof of ownership or agent authorisation is required. Older properties may have incomplete records. [2]

Town route: orangeville.ca - Building and Construction

Question	Who or what can help
What work or use is documented?	Town building or planning records, available permits and the responsible municipal department.
What is the observed condition?	An appropriate qualified inspector or specialist, selected for the issue.
What can be stated in the listing?	A checked description supported by the available facts; identify uncertainty rather than turning an assumption into a claim.
Does it affect the sale or agreement?	Discuss practical options with your agent and obtain legal advice about transaction-specific obligations.

Record or question: _____

Person responsible / next date: _____

PRINTABLE SERVICE COMPARISON

Compare the proposed work in writing

Use this record to compare the inclusions, optional charges and responsibilities in each candidate's proposal. Ask for examples of the services being offered. [3, 4]

Property: _____ Review date: _____

Proposal A / agent: _____ B / agent: _____

Commitment	Proposal A	Proposal B
Pricing evidence / review process		
Preparation / property records		
Photography / floor plans / narration		
Distribution / enquiry follow-up		
Reports / contact / backup coverage		
Offer review / closing coordination		
Fee calculation / tax / extra costs		
Included tasks / dates / responsibility		

A lower fee can cost more overall when a service gap or weaker negotiated outcome outweighs the saving. A higher fee also needs a clear service case. Compare what you will receive and the complete terms; a fee alone does not predict the result.

Before signing, read the agreement and RECO Information Guide. Clarify the services, remuneration, duration, cancellation and any continuing obligations. Important commitments belong in the written agreement or schedule. [4, 5]

Missing evidence or commitment to resolve:

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THE SERVICE BEHIND THE NAME

Inspect the Flaherty approach

Apply the same experience, service and marketing questions to Kevin and the Flaherty Team.

Kevin Flaherty began his real estate career in Orangeville in 1988 and has more than $500 million in career sales. He was historically number one at his former brokerage for ten consecutive years among more than 1,800 agents and is a two-time eXp ICON award recipient. Past achievements do not establish the outcome of your sale.

Video Narrated VR Animated Online Showings are the team's signature marketing system. Professional imagery, floor plans, virtual environments, narration and animated movement help explain the home's layout, room scale, important features and benefits before a buyer visits. Request a complete example and the written inclusions for your property.

See the marketing approach: flaherty.ca/sellers

Clients describe the advice and presentation

"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 excerpt

Read the original review

"The 3-D virtual walk through the team created was exceptional. Potential buyers got a very accurate depiction of the property and home."

Melissa R. | Orangeville seller | RankMyAgent | original excerpt

Read the original review

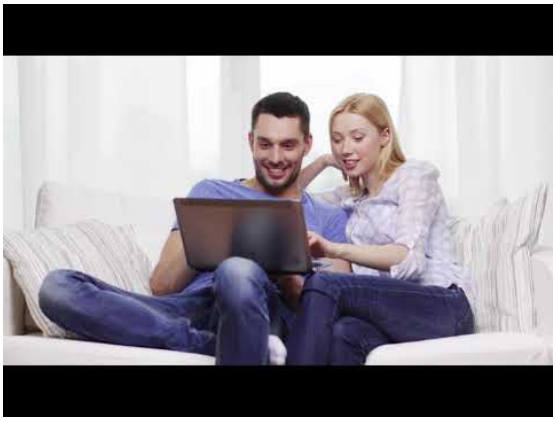
The Flaherty Team is a member of the Dufferin Board of Trade.

View the local member profile

BEFORE CHOOSING REPRESENTATION

Ten questions from Kevin’s video

Ask the same questions of each candidate. The short explanations below are practical 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 and how they help buyers understand the property.

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

Ask for relevant sales experience and support for the results. Clarify individual or team figures and the scope of any comparison. Past results do not establish your sale outcome.

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

Request a written preparation, media, distribution and follow-up plan. Confirm who is responsible, when the work happens, what is included and which costs are extra.

4. How many buyers are you currently working with?

Ask how suitable buyers will be identified and contacted, and how enquiries are followed up. A large database alone does not establish a buyer match or replace the full marketing plan.

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

Inspect a floor-plan sample with room dimensions and measurement information. The presentation should make room scale, layout and furniture placement easier to understand.

COMPARE THE EVIDENCE

Ten questions from Kevin’s video

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

Watch or rewatch: flaherty.ca/10questions

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

Watch a complete narrated showing. It should explain useful features, upgrades and setting accurately, with a process for checking the property details before publication.

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 room scale, flow and real property detail together. Try the complete presentation on an ordinary screen and confirm what will be produced for your own home.

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

Agree on reporting frequency, showing feedback and useful online activity measures. Ask what a report explains and how the agent uses it to recommend the next action.

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

Establish named backup coverage for enquiries and showing requests. Confirm who responds, how appointments are arranged and how you receive updates when the lead agent is occupied.

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

Request named, relevant distribution destinations and sample placements. Confirm who checks accuracy, manages enquiries and keeps the listing information consistent.

Print pages 11-12 for each interview. Keep the answers, written proposal and promised evidence together, then compare the service commitments on page 6.

KEEP THE SOURCES WITH THE DECISION

References and your next step

References checked November 2, 2026. The market snapshot has its own September reporting period. Use these sources and the completed worksheets for your next conversation.

1. TRREB market reports

Dufferin Regional Housing Market Report, September 2026, PDF page 9: Orangeville monthly and year-to-date all-home-type tables. Figures checked against the saved original report.

2. Town of Orangeville: property information

Building and Construction - Requesting Property Information. Explains the owner or authorised-agent route.

3. RECO: choosing an agent as a seller

Compare experience, services, fees and references, and check the public register.

4. RECO: representation contracts

Read the agreed services, payment terms, duration and cancellation provisions before signing.

5. RECO Information Guide

Consumer information to read before agreeing to representation.

Check registration: registrantsearch.reco.on.ca

Bring your brief and request property-specific advice

Use the completed brief and service worksheet to discuss the home, timing, preparation and proposed marketing. Request a free, no-obligation evaluation with written comparable-sales information and a net-proceeds estimate.

Request the evaluation: flaherty.ca/homeeval

Book a call: flaherty.ca/kevinscalendar

Full hiring framework: flaherty.ca/how-to-choose-a-real-estate-agent-in-orangeville

This service page: flaherty.ca/orangeville-realtors

General decision support; your property, agreement and professional advice matter. Not intended to solicit properties already listed for sale.

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REUSABLE AGENT INTERVIEW RECORD

Agent interview - sheet 1 of 2

Record the answers and 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: _____

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REUSABLE AGENT INTERVIEW RECORD

Agent interview - sheet 2 of 2

Record the answers and 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: _____

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