

ORANGEVILLE SELLER WORKBOOK

What Not to Fix When Selling a House in Orangeville

Usually, leave sound finishes and working systems in place when the proposed work is mainly a matter of taste. Investigate safety concerns, active moisture and equipment failures first. Then use competing homes and actual quotes to decide which smaller repairs or refreshes are worth doing before you list.

Use the room checklist, compare the cost and timing of your options, and bring your short list to a pre-listing discussion.

Prepared by Kevin Flaherty, Broker | eXp Realty, Brokerage

[Request an Orangeville home evaluation at flaherty.ca/homeeval](flaherty.ca/homeeval)

01 / DECIDE

Give each project one priority

Start with what you can observe. If the cause is unclear, arrange the right assessment before choosing a repair or setting a listing date.

Priority	What fits here	What to do next
Must address	Active water entry, loose rails, suspected electrical hazards or failed equipment.	Get qualified advice. Record findings and discuss the next step and any disclosure obligations.
Should do	A small job that improves function or makes condition easier to see.	Fix a sticking latch, replace a failed bulb or clean a sound floor. Assign a person and date.
Optional	A refresh that could address a specific objection in your price range.	Compare nearby alternatives. Get a quote and check how the work affects the listing date.
Leave	Safe, serviceable finishes you would change mainly to suit a different taste.	Present their condition accurately and account for it in the asking price.

Two examples

A dated kitchen with sound doors and working fixtures may only need cleaning and a hardware repair. Ask whether comparable sales support paying for a larger refresh.

A basement stain of uncertain origin calls for a diagnosis. Find out whether water is entering, gather the findings and discuss the appropriate next step before covering or redecorating the area.

The first condition I need to investigate

02 / SCOPE THE WORK

What to leave, refresh or investigate

Narrow the job before requesting quotes. Choose a smaller refresh when it addresses the concern you actually observed.

Project	Often leave	Smaller step	Investigate first if
Kitchen	Sound, dated cabinets or counters	Clean thoroughly and tighten loose hardware.	Leaks, damaged surfaces or failed fixtures are present.
Bathroom	Functional tile and fixtures	Clean grout. Renew worn caulk once the area is confirmed dry.	Water damage, poor ventilation or recurring moisture is visible.
Floors	Serviceable finishes with cosmetic wear	Clean and get a quote for a localised repair.	There is a trip hazard, soft floor or moisture.
Roof / windows	Working components solely because of age	Gather age, warranty and maintenance records.	There is leakage or a window or roof is failing.
Heating / cooling	Older equipment that works	Gather service records and arrange a check if needed.	Performance or safety is in question.
Basement	Unfinished space in sound condition	Clear access and light the space for inspection.	You see water entry, movement or work of unknown permit status.
Drive / garden	Sound paving and established planting	Tidy beds, clear the entry and trim for access.	Drainage, loose steps or damaged paths pose a concern.
Pool / garage	Serviceable features that look dated	Collect service records and check access.	Safety or equipment operation is uncertain.

Before authorising a major job, confirm the scope and applicable permits with the Town. See the source links on page 7.

03 / WALK THROUGH

Room-by-room checklist

Use a fresh copy for each visit. Record the location, the finding, a photo reference if useful and what should happen next.

Property _____ Date _____

Area	What to check	Finding / next action
Exterior and entry	Paths, steps, rails, drainage, lighting and visible damage.	
Kitchen	Working fixtures, leaks under the sink, doors and surfaces.	
Bathrooms	Leaks, ventilation, grout, fixtures and moisture.	
Living areas	Floor condition, light, layout and ease of movement.	
Bedrooms	Closet access, windows, light, odour and damage.	
Basement and utilities	Water signs, access, operation and service records.	

What needs a contractor, inspection or records check?

Room preparation guide on Flaherty.ca

04 / COMPARE COSTS

Which option improves the likely net?

Use written quotes and prices supported by comparable sales. Use the same assumptions across the three options.

Project _____ Quote date _____

Use your own figures	List in current condition	Targeted refresh	Larger project
Scope and time to list			
Expected sale price range			
Work, tax and contingency			
Extra carrying / delay costs			
Other selling costs			
Estimated net range			

Compare sale price less the work, added carrying costs and other selling costs. Include the mortgage payout and closing adjustments if estimating cash at closing. Count each expense once.

For example, a $2,000 refresh and $400 in extra carrying costs need $2,400 in additional sale proceeds to break even before any other cost changes. Ask what evidence supports that difference.

What could change the decision?

05 / CHECK THE COMPETITION

What else can buyers choose?

Use nearby homes of a similar property type and price range. Separate asking prices from completed sale prices and date the comparisons.

Comparison date _____ Reviewed with _____

Comparison	My home	Comparable A	Comparable B
Address / listing reference			
Active or sold / date			
Asking or sale price			
Layout, lot and location			
Condition and updates			
Objection the work addresses			

Which comparable best supports the recommendation, and why?

Current dated context at flaherty.ca/orangeville-real-estate-market

06 / PLAN THE LISTING

Agree on the next three actions

Record the decision, the evidence and who will do the work. Revisit your options if a quote or completion date changes.

Action / priority	Person and due date	Evidence to confirm

Gather the property records

- ☐ Written quotes, contractor findings, invoices and available warranties.
- ☐ Applicable permits, inspection records and closeout documents where available.
- ☐ Dates of known repairs, maintenance or recurring issues, with photos if useful.

Verify requirements for your property

Share known issues and relevant records with your representative. Discuss any required disclosures with your real estate lawyer. For electrical work you hire out, verify the contractor’s licence through ESA.

Town of Orangeville building permit guidance

Electrical Safety Authority guidance on hiring a licensed contractor

RECO guidance on seller property information statements

Review the short list with Kevin

Kevin Flaherty began his real estate career in 1988. Bring your worksheets to an evaluation to discuss what to address, what to leave and how the home compares with nearby alternatives.

Request an evaluation at flaherty.ca/homeeval

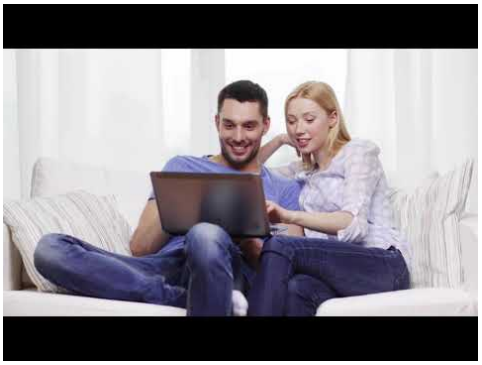
Book a call at flaherty.ca/kevinscalendar

Flaherty Team listing in the Dufferin Board of Trade directory

07 / INTERVIEW GUIDE

Ten questions from Kevin’s video

Questions 1 to 5. Ask for examples you can check and record what each REALTOR® commits to doing.



Watch the original video at flaherty.ca/10questions

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

Ask which included services would help buyers assess your home’s condition and layout. Request a completed example.

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

Ask for comparable experience and the scope of any ranking or result. Look for evidence that applies to your sale.

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

Request a written plan for preparation, launch and follow-up. Confirm who does each job and what costs extra.

4. How many buyers are you currently working with?

Ask how suitable buyers will be reached and what makes them a match for your home and its price range.

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

Review a sample with room dimensions and measurement locations. Check whether you can understand the layout and room scale.

07 / INTERVIEW GUIDE

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Questions 6 to 10. Ask for examples you can check and record what each REALTOR® commits to doing.

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

Watch a complete showing. Ask how the team checks facts about repairs, upgrades and systems before recording.

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?

Try the presentation on your phone. Check whether the imagery, plans and narration explain room scale and flow.

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

Request a sample report and agree on frequency. Ask what feedback would justify a change in presentation or price.

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

Confirm who covers enquiries and showings, how quickly they respond and how you are kept informed.

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

Ask for named distribution channels and sample placements. Confirm who checks property details after launch.

Compare what is included

Ask for preparation advice, marketing services, fees and any extra costs in writing. Record which work is yours to arrange and who checks the listing details before launch.

Return to the repair guide on Flaherty.ca

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08 / REUSABLE INTERVIEW SHEET

Record answers to questions 1 to 5

Print one set per REALTOR®. Record the answer, evidence promised and follow-up date.

REALTOR® / 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?

Follow-up or missing evidence

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