

ORANGEVILLE SELLER TIMELINE WORKBOOK

How Long Does It Take to Sell a House in Orangeville?

In September 2026, Orangeville listings reported sold averaged 29 listing days on market. To plan your own sale, compare recent homes like yours and work back from your move date through preparation, marketing, offer conditions and closing.

Includes the September 2026 TRREB snapshot, planning and comparable worksheets, and two printable interview sheets.

See the latest available figures at flaherty.ca/orangeville-real-estate-market

Request an Orangeville home evaluation at flaherty.ca/homeeval

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01 / MONTHLY MARKET SNAPSHOT

Orangeville in September 2026

TRREB recorded 33 firm MLS® sales at an average of $746,322 and a median of $740,000. There were 140 active listings at month end and 79 new listings during the month. The average sale-to-list price ratio was 97%.

Home type	Sales	Average sale price	Active listings	Avg. LDOM
All home types	33	$746,322	140	29 days
Detached	21	$830,733	86	29 days
Semi-detached	3	$675,745	14	24 days
Attached / row townhouse	6	$664,833	22	28 days
Condo townhouse	1	$570,000	8	32 days
Condo apartment	2	$298,500	8	45 days

Read the sample size alongside the average

The condo townhouse figure represents one sale, and the condo apartment figure represents two sales. Use comparable properties to estimate a timeline for your home. The table shows property types with sales. The all-home active count also includes two link homes.

TRREB reported 4.6 months of inventory using a 12-month moving average. Dividing 140 active listings by 33 sales gives about 4.2 active listings per sale for this month alone. The two figures use different calculation windows.

The sale-to-list ratio compares average selling and listing prices for the period. Individual offers can differ from that average.

TRREB Market Watch, September 2026, Orangeville rows

Current Orangeville market report

02 / READ THE CLOCKS

From preparation to closing

Separate the time you need before listing, the marketing period and the dates agreed in the offer. Work from the actual terms and deadlines for your sale.

Phase	What to record	What can change the date
Prepare	Target list date, repairs, records, staging and media dates.	Contractor availability, outstanding permits or inspection scheduling.
Market and receive offers	List date, enquiries, showings and offer date.	Asking price, comparable homes, presentation, access and demand.
Resolve conditions	Accepted offer date, condition deadlines and date the deal becomes firm.	Financing, inspection or other agreed conditions. Confirm the deadlines with your representative.
Close and move	Agreed closing date and possession or move arrangements.	The contract, lawyer and lender coordination, and moving logistics.

What 29 and 51 days measure

TRREB defines average listing days on market (LDOM) using sold listings. Average property days on market (PDOM) accounts for repeat listings by the same agent and brokerage during the original contract period. Orangeville’s September 2026 averages were 29 LDOM and 51 PDOM. Each measures a different part of the listing history.

Confirm how the source dates each comparable and whether its reported selling interval already includes the condition period. When building your plan, count each period once and allow separately for preparation and closing.

See the reporting definitions at the end of TRREB Market Watch

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03 / PRINTABLE TIMELINE

Work back from your move date

Use this sheet with your representative and lawyer. Record a target, who will confirm it and what must happen first.

Property _____ Target move date _____

Milestone	Target date	Who confirms / dependency
Move and possession plan		
Agreed closing date		
Offer condition deadlines		
Offer and pricing review		
Launch and showing access		
Media and documents ready		
Repairs and permit checks		

If a date slips, what is my backup plan?

Town of Orangeville permit and inspection guidance

04 / PRINTABLE MARKET COMPARISON

Compare homes buyers can choose

Choose nearby properties with a similar type, price range and condition. Record a sold comparable and an active competitor, with dates and the source.

Evidence	My home	Sold comparable	Active competitor
Property / source / date			
Type, layout and location			
Condition / repairs			
Asking or sold price			
Days and metric used			
Main buyer advantage or objection			

What price and marketing interval does this evidence support?

See current local context and recent sale figures

Browse the Flaherty Team’s sold listings

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05 / PRINTABLE LAUNCH REVIEW

Agree when to review the launch

Set a review date at listing. Use the same reporting window for enquiries, showings, feedback and comparable activity.

What you see	What to check before changing the plan
Few requests to visit	Compare price and search exposure. Check the lead photo, listing facts and ease of booking.
Visits without offers	Look for repeated condition, layout or value objections. Compare what buyers chose where known.
Offers with recurring concerns	Review financing, inspection or closing constraints and whether an action could resolve them.
A competing home sells or reprices	Update your comparison and discuss whether the asking price or presentation needs attention.

Review date _____ Representative _____

Which evidence matters most, and who will act?

When will we review the result again?

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06 / BEFORE LAUNCH

Check the issues that can affect timing

Gather the information buyers will need and confirm any dependencies that could change your listing or closing dates.

Preparation and presentation

- ☐ Bring recent comparable sales, active competition and a suggested price range to the pricing discussion.
- ☐ Confirm which repairs affect safety, function or buyer confidence. Get a quote and completion date where needed.
- ☐ Gather information on upgrades, measurements, service records and applicable permits. Check unresolved inspections with the Town.
- ☐ Agree on showing access and who responds to enquiries when the lead representative is unavailable.

Make the listing easy to understand

Kevin’s Video Narrated VR Animated Online Showing uses imagery, floor plans and narration to explain a home’s layout and features before buyers visit. Ask to see an example and confirm how your property details will be checked.

Watch an example of a narrated online showing

Get a property-specific estimate

Kevin Flaherty began his real estate career in 1988. Bring your target move date, comparison sheet and any open questions to discuss a likely listing window and the steps that affect it.

Request an Orangeville home evaluation

Book a call with Kevin

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 and confirm who will do the work.



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 services are included and how they address your property, price range and target move date. Request a completed example.

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

Ask for relevant comparable results and the period and measure behind them. Discuss how the experience applies to this sale.

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

Request a written launch plan with preparation, media, distribution, follow-up and responsibilities.

4. How many buyers are you currently working with?

Ask how buyers will be matched to your property and how the team will reach them.

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

Review a sample floor plan with room dimensions and measurement locations. Check how well it explains the home’s layout.

07 / INTERVIEW GUIDE

Ten questions from Kevin’s video

Questions 6 to 10. Ask for examples and confirm who will do the work.

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

Watch a full narrated showing and ask how features, measurements and upgrades will be checked 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?

Try the presentation on a phone. Look for clarity about room scale, property features and how spaces connect.

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

Request a sample activity report and agree on a reporting schedule and a review date.

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

Confirm who handles enquiries and showings when the lead representative is unavailable.

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

Ask which sites are included, how the team checks the placements and who follows up on enquiries.

Return to the Orangeville seller timeline guide

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08 / REUSABLE INTERVIEW SHEET

Record answers to questions 1 to 5

Print a set for each REALTOR®. Record answers, evidence promised and follow-up dates.

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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