

The Caledon Commission Guide

Understand the agreement. Compare the services. Plan what remains.

Real estate commission in Caledon is negotiated between you and the brokerage; there is no regulator-set rate. Compare the agreed payment, applicable HST, included services and contract terms in writing. The amount may be fixed, a percentage of the sale price, or a combination. Your remaining cash also depends on debt, closing costs and adjustments.

Inside: payment and HST examples, agreement essentials, a service comparison, a printable proceeds worksheet and ten questions before you sign.

Request Your Written Commission Breakdown | Book a Call with Kevin

General seller information. Compensation and services are negotiated. Confirm the written agreement and obtain appropriate independent advice. Reviewed November 10, 2026.

1. How Commission Works in Caledon

There is no regulator-set commission rate.

The Real Estate Council of Ontario (RECO) explains that you and the brokerage decide the payment and services. Confirm the amount or calculation, what is included, and when payment may change in the representation agreement.

Structure	What to confirm
Percentage	Sale price multiplied by the rate negotiated in the agreement. Confirm what the rate covers and whether any additional payment applies.
Fixed amount	An agreed dollar amount for the stated representation and services. Confirm HST, exclusions, timing and the circumstances in which payment changes.
Combination	A fixed component plus an agreed percentage component. Read the calculation carefully so a component or seller-funded buyer payment is not counted twice.

A $1,000,000 illustration

Example	Remuneration	13% HST	Total including HST
4% illustration	$40,000	$5,200	$45,200
5% illustration	$50,000	$6,500	$56,500

Illustrations at a $1,000,000 sale price, using Ontario's current 13% HST on brokerage remuneration. These are not quotes, typical-rate evidence or recommended rates. The difference is $11,300 including HST at the same assumed price; it does not establish which proposal produces the better sale outcome.

HST means harmonized sales tax. The tax on brokerage services is shown separately from the negotiated fee. Confirm whether each quoted cost includes tax and whether any seller-funded buyer payment is already included.

Property and service scope

Acreage, private services, outbuildings, documentation, presentation, advertising and contact responsibilities can affect the proposed work. Compare what the written proposal actually provides rather than assuming a brokerage label establishes a service package.

RECO: signing a representation agreement | CRA: GST/HST rates and calculation

2. Understand the Written Agreement

Ontario's Trust in Real Estate Services Act, 2002 (TRESA) governs the representation framework. Designated representation was introduced on December 1, 2023. Use current RECO guidance and the actual agreement rather than assuming every transaction follows one model.

Term	What to confirm
Representation and scope	Identify brokerage or designated representation, the property, and the designated representative where applicable.
Services	Record the specific deliverables and responsibilities. Do not assume a standard service package.
Payment	State the amount or calculation, any seller-funded buyer-brokerage compensation, and how payment changes in stated circumstances.
Expiry and holdover	Review the expiry date and any post-expiry payment obligation, including its period and triggering circumstances.
Termination	Confirm when the agreement can end and any costs, penalties or other conditions.
Multiple representation	Review changes to duties, services and payment. Disclosure and written consent are required; you can refuse.

Self-represented parties

A person without brokerage representation looks after their own interests. Limited assistance from the other side's agent is for that agent's client. RECO recommends independent professional advice.

Competing offers

Buyers who submitted offers are entitled to know the number of competing offers. The seller chooses what other content, if any, is shared and gives clear written direction. Personal or identifying information cannot be shared.

An agent explains the agreement and transaction process. Ask a qualified Ontario lawyer about legal interpretation specific to your circumstances.

RECO: representation agreements | Multiple representation | Open offers

3. What Kevin’s Full-Service Plan Includes

Confirm the exact deliverables for your property in the written listing agreement and service schedule.

Service	Plan description
Marketing production	Professional photography, drone media where appropriate, flat floor plans with measurements and video-narrated VR animated online showings.
Online distribution	Syndication to 57+ online locations using the team's current distribution process and a property-specific webpage.
Buyer database	Direct outreach to a 2,300+ buyer database, VIP alerts and re-marketing campaigns.
Contact team	Three Realtors assigned to buyer contact coverage seven days a week.
Predictive outreach	Data-mining and machine-learning tools used to identify and re-engage prospective purchasers.
Negotiation and closing	Offer review, negotiation, condition tracking and transaction coordination, with referrals to appropriate independent professionals.
Rural and estate context	Attention to acreage, wells, septic systems, outbuildings, zoning, access and property-specific documentation where applicable.
Reporting	Showing feedback, market-activity reporting and strategy review during the listing period.

Ask for current examples

Review the VR (virtual reality) presentation, property webpage, distribution, buyer outreach and seller reporting. Confirm which apply to your home and who is responsible. A database entry or online viewing does not establish a buyer’s funding or readiness to complete.

Caledon property questions

Discuss the actual ownership, land, services, access, outbuildings and records. Marketing does not establish permitted use, system condition or legal property boundaries.

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4. Compare Written Proposals

Use the same sale-price assumptions and cost definitions. Record exclusions, taxes, responsibilities and circumstances in which payment changes. A lower rate or a longer service list alone does not establish the better outcome.

Comparison point	Proposal A	Proposal B	What to verify
Payment amount and HST			Rate, fixed amount or combination; tax shown clearly.
Seller-funded buyer fees			Whether any amount applies and whether it is already in the total.
Photography and video			Deliverables, timing, ownership and permitted reuse.
Distribution and advertising			Named channels, paid/organic scope and any separately billed costs.
Buyer outreach			Responsible people, contact process and follow-up.
Reporting			Frequency, measures and strategy-review process.
Expiry and cancellation			Dates, costs, release terms and triggering circumstances.
Holdover			Duration and circumstances that may create a payment obligation.
Multiple representation			Changes to duties, services and payment.

Flaherty Team reported performance

99.2%	52%	16X	2,300+
Sale-to-list ratio	Faster than market	Homes sold vs. average agent	Buyers in database

Results vary by property, timing and market conditions; past performance does not guarantee a future result.

A Caledon seller example

The Flaherty Team reports that a Caledon home previously exposed for eight months sold in three weeks at 99% of list after switching to its full marketing plan. The team estimates that the earlier approach could have cost approximately $75,000 in carrying costs and price reduction. Ask Kevin for the property-specific context when comparing the example with your home.

5. Plan Costs and Cash After the Sale

Start with a supported sale-price assumption and the agreed calculation. Fill only the components that apply. Use zero for a component that does not apply; a fixed amount and percentage may be combined if that is the signed arrangement.

Fee calculation	Your input
Expected sale price	$_____
Agreed percentage component	_____ %
Agreed fixed component before HST	$_____
Total remuneration: sale price × rate + fixed component	$_____
HST on remuneration: current Ontario illustration × 13%	$_____

Item	Source / check	Already paid	Still owed / credit
Mortgage / secured debt payout	Confirm lender figure		
Other lender charges	Only if not in payout		
Legal / closing costs	Include applicable tax		
Preparation / moving / other	Quotes; separate paid amounts		
Adjustment debit	Confirm with lawyer		
Adjustment credit	Confirm with lawyer		

Planning summary	Your amount
Sale price less remuneration, HST, debt and remaining costs, minus debit plus credit	$_____
Costs already paid: record separately	$_____

Use only remaining amounts when estimating cash still to receive. Record costs already paid separately; do not deduct them again. Mortgage principal is debt repayment. Avoid counting a lender charge or seller-funded buyer payment twice. Confirm tax, payout and adjustment treatment with the relevant professionals. This is a planning estimate, not profit, an after-tax result or the lawyer’s closing statement.

FCAC: mortgage discharge and possible costs

6. Ten Questions Before You Sign

Use the notes column during interviews. Ask for answers that can be recorded clearly in the agreement, service schedule or written proposal.

Question	Your notes
What exact amount or calculation method will I pay?	
Which services and deliverables are included?	
What costs are excluded or charged separately?	
What amount, if any, will compensate the buyer for brokerage fees?	
How do payment and services change in multiple representation?	
What are the expiry, cancellation and holdover terms?	
Who handles buyer outreach, negotiation and reporting?	
Which marketing examples can I review before signing?	
How will net proceeds be estimated and updated?	
What should my lawyer review or explain?	

Choose the written combination of representation, services, payment terms, accountability and expected net outcome that fits your property and priorities.

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7. Request Your Written Breakdown

Kevin can prepare a written breakdown using your property, preferred service scope and negotiated compensation structure. The conversation is specific to your home and carries no obligation to list.

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Call 226-270-6433 | Flaherty.ca

Research and practical resources

RECO: signing a contract - Payment, services, scope, expiry, termination and holdover.

RECO Information Guide - Residential representation, multiple representation and self-represented parties.

RECO: open offers - Offer counts, written direction and information-sharing limits.

CRA: GST/HST - Current tax rates and calculation guidance.

FCAC: mortgage discharge - Lender payout and possible discharge or prepayment costs.

Important scope

This guide is general information and seller planning, not a quote, legal, tax, accounting or financial advice, or a guarantee of price or selling time. Confirm compensation, services, payment obligations and circumstances in which they change in the signed agreement. Ask qualified independent professionals about your situation.

Service quantities and reported results are Flaherty Team statements. Results vary and past performance does not guarantee future outcomes.

Caledon selling costs | Home evaluation | Understanding your home's value

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Reviewed November 10, 2026. Not intended to solicit properties already listed for sale.