

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2023



collaborativerealestate.ca

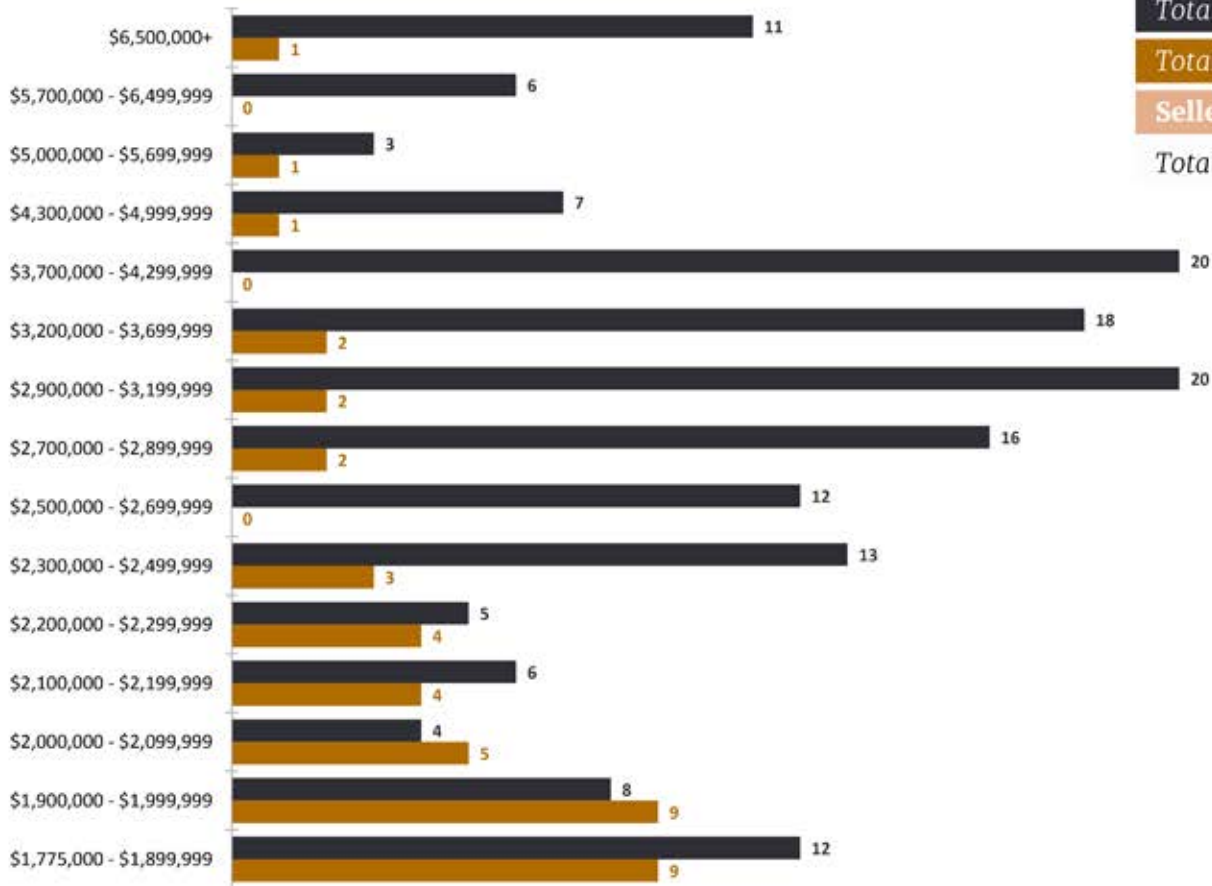
OAKVILLE
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

Luxury Benchmark Price¹: **\$1,775,000**



Total Inventory: **161**

Total Sales: **43**

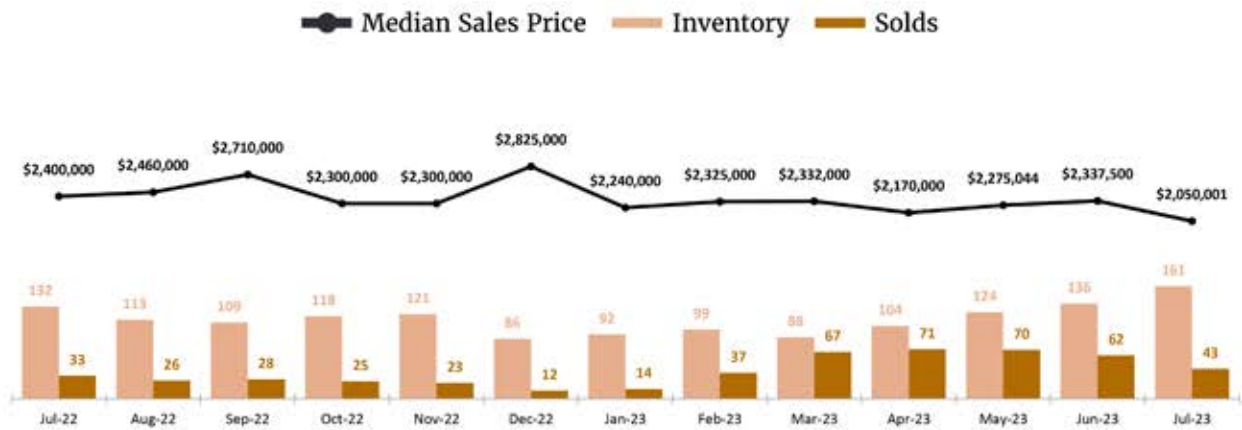
Seller's Market

Total Sales Ratio²: **27%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	1	0%
2 Bedrooms	NA	NA	NA	0	2	0%
3 Bedrooms	\$2,100,000	13	2	2	14	14%
4 Bedrooms	\$2,095,001	16	4	24	69	35%
5 Bedrooms	\$2,000,000	14	4	13	55	24%
6+ Bedrooms	\$2,057,500	25	5	4	20	20%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2022 Jul. 2023

132 161

VARIANCE: 22%

TOTAL SOLD

Jul. 2022 Jul. 2023

33 43

VARIANCE: 30%

SALES PRICE

Jul. 2022 Jul. 2023

\$2.40m \$2.05m

VARIANCE: -15%

SALE PRICE PER SQFT.

Jul. 2022 Jul. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Jul. 2022 Jul. 2023

96.88% 97.29%

VARIANCE: 0%

DAYS ON MARKET

Jul. 2022 Jul. 2023

17 15

VARIANCE: -12%

OAKVILLE MARKET SUMMARY | JULY 2023

- The Oakville single-family luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **97.29% of list price** in July 2023.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **125%**.
- The median luxury sales price for single-family homes is **\$2,050,001**.
- The median days on market for July 2023 was **15** days, down from **17** in July 2022.

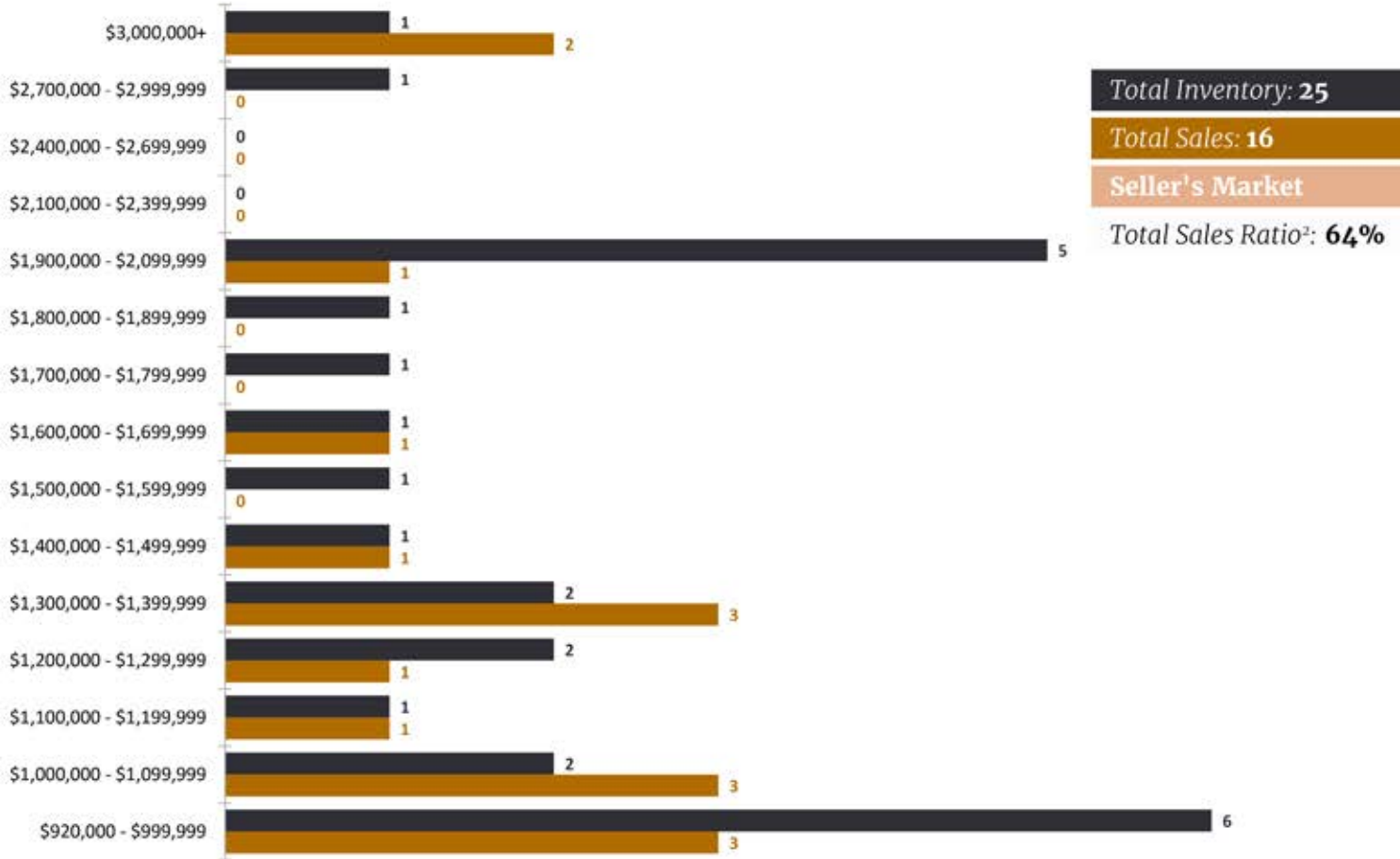
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

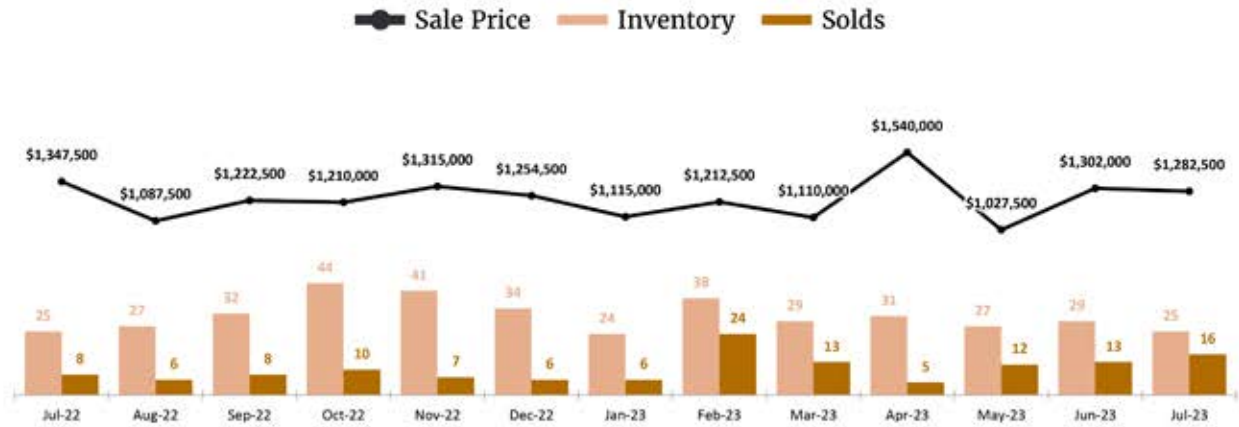
Luxury Benchmark Price¹: **\$920,000**



Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	0	NA
2 Bedrooms	\$1,282,500	35	2	8	17	47%
3 Bedrooms	\$1,030,000	8	3	7	7	100%
4 Bedrooms	\$4,000,000	47	5	1	1	100%
5 Bedrooms	NA	NA	NA	0	0	NA
6+ Bedrooms	NA	NA	NA	0	0	NA

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2022	Jul. 2023
25	25

VARIANCE: **0%**

TOTAL SOLD

Jul. 2022	Jul. 2023
8	16

VARIANCE: **100%**

SALES PRICE

Jul. 2022	Jul. 2023
\$1.35m	\$1.28m

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Jul. 2022	Jul. 2023
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jul. 2022	Jul. 2023
99.78%	97.01%

VARIANCE: **-3%**

DAYS ON MARKET

Jul. 2022	Jul. 2023
6	29

VARIANCE: **383%**

OAKVILLE MARKET SUMMARY | JULY 2023

- The Oakville attached luxury market is a **Seller's Market** with a **64% Sales Ratio**.
- Homes sold for a median of **97.01% of list price** in July 2023.
- The most active price band is **\$3,000,000+**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$1,282,500**.
- The median days on market for July 2023 was **29** days, up from **6** in July 2022.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.