

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2023

OAKVILLE
ONTARIO



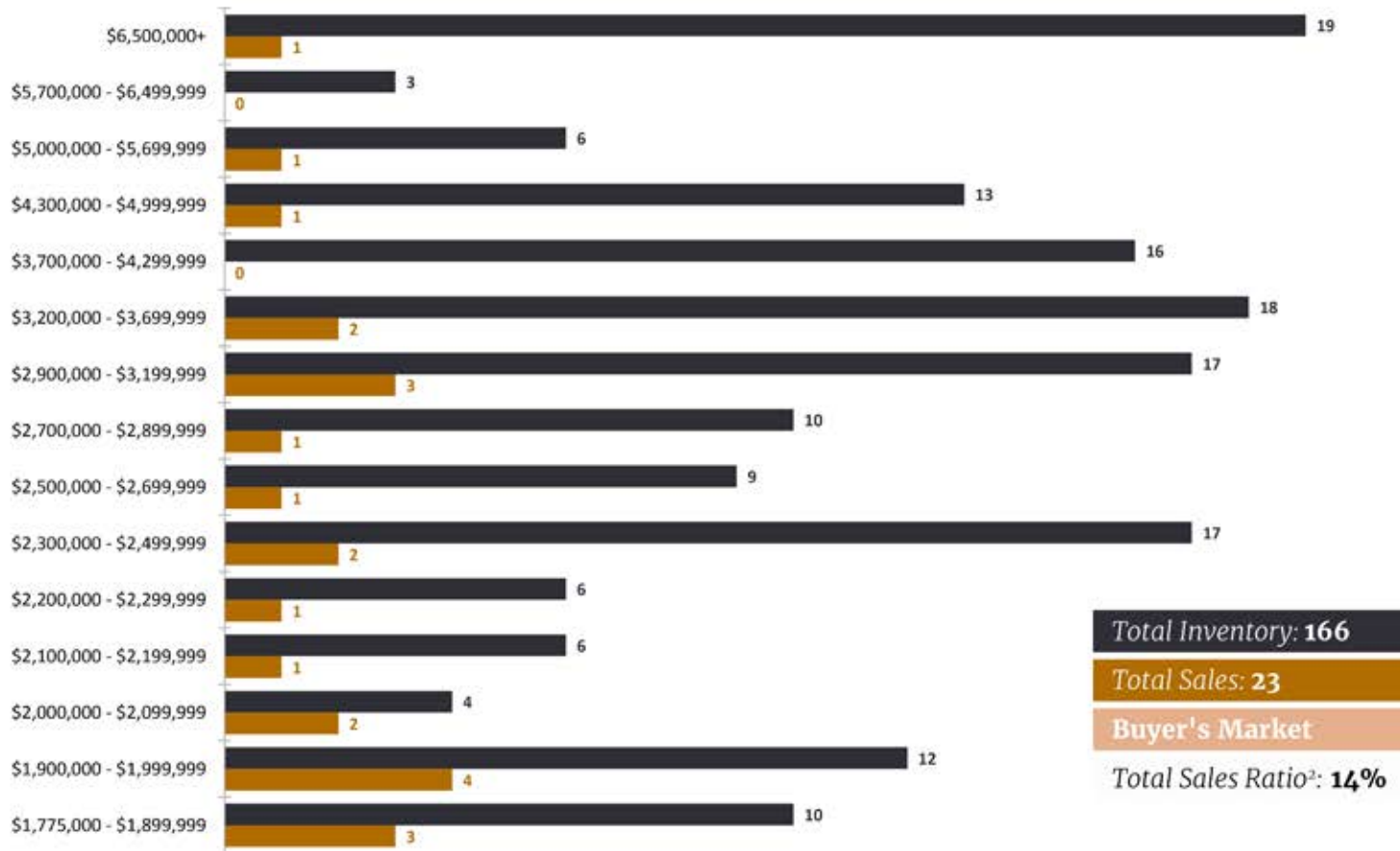
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

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



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	NA	NA	NA	0	2	0%
3 Bedrooms	\$1,900,000	35	4	2	11	18%
4 Bedrooms	\$2,537,500	17	4	7	63	11%
5 Bedrooms	\$2,662,500	31	5	10	68	15%
6+ Bedrooms	\$2,286,500	19	5	4	22	18%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023

121 166

VARIANCE: 37%

TOTAL SOLDS

Nov. 2022 Nov. 2023

23 23

VARIANCE: 0%

SALES PRICE

Nov. 2022 Nov. 2023

\$2.30m \$2.31m

VARIANCE: 0%

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023

93.00% 93.75%

VARIANCE: 1%

DAYS ON MARKET

Nov. 2022 Nov. 2023

21 30

VARIANCE: 43%

OAKVILLE MARKET SUMMARY | NOVEMBER 2023

- The Oakville single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **93.75% of list price** in November 2023.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$2,305,000**.
- The median days on market for November 2023 was **30** days, up from **21** in November 2022.

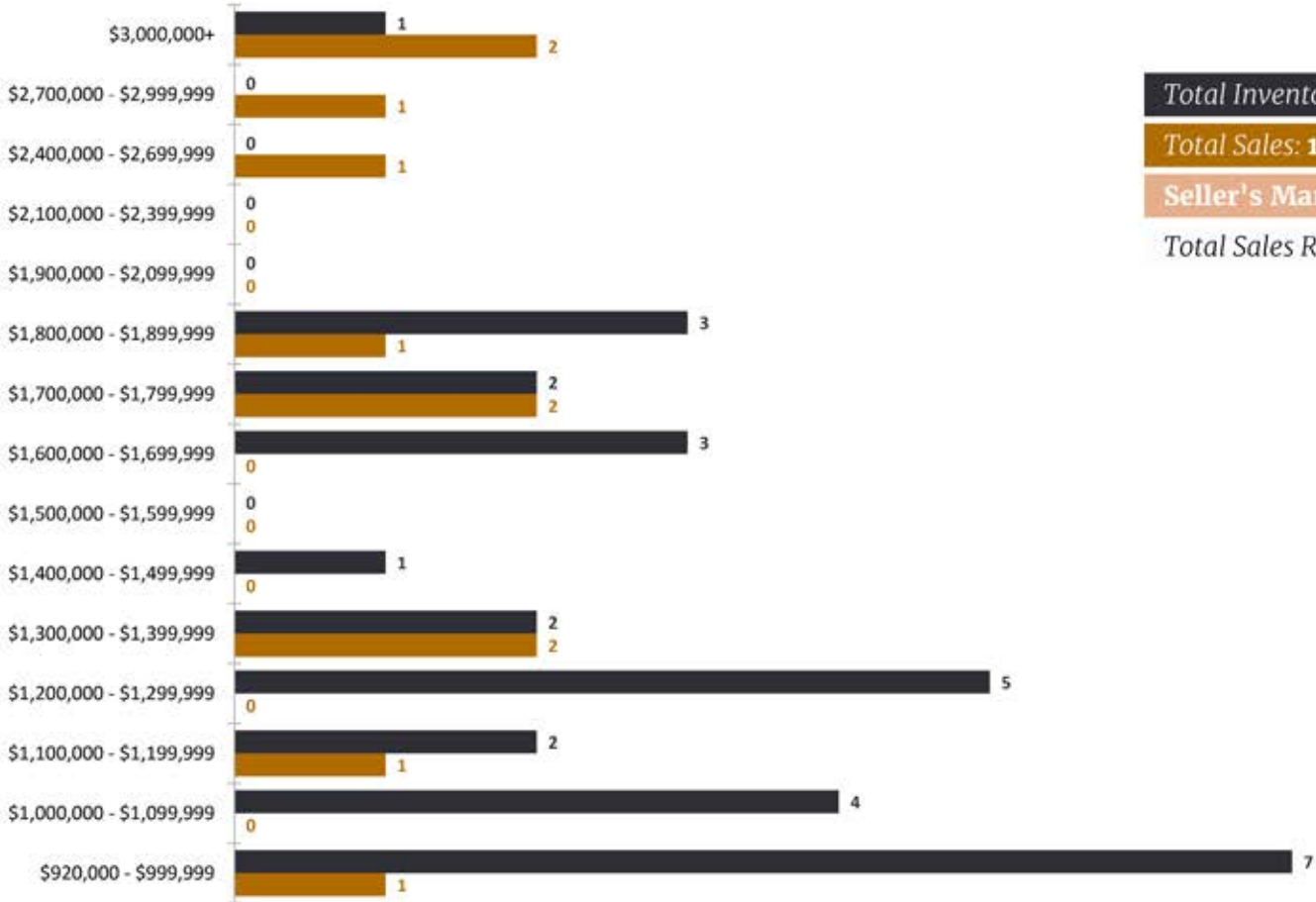
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

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



Total Inventory: **30**

Total Sales: **11**

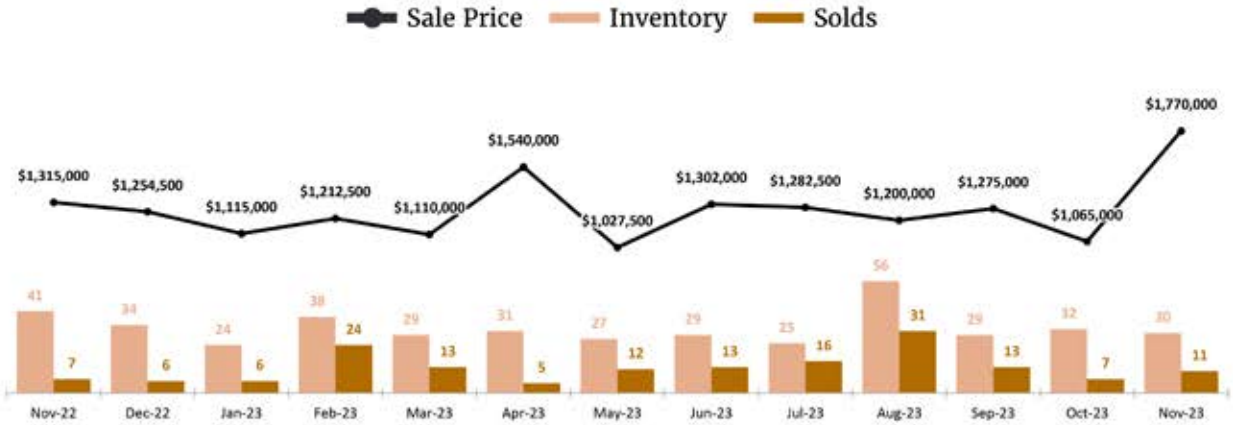
Seller's Market

Total Sales Ratio²: **37%**

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	\$1,750,000	28	2	8	22	36%
3 Bedrooms	\$4,600,000	13	4	3	6	50%
4 Bedrooms	NA	NA	NA	0	2	0%
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 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 | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023
41 **30**

VARIANCE: **-27%**

TOTAL SOLDS

Nov. 2022 Nov. 2023
7 **11**

VARIANCE: **57%**

SALES PRICE

Nov. 2022 Nov. 2023
\$1.32m **\$1.77m**

VARIANCE: **35%**

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023
98.72% **96.07%**

VARIANCE: **-3%**

DAYS ON MARKET

Nov. 2022 Nov. 2023
23 **15**

VARIANCE: **-35%**

OAKVILLE MARKET SUMMARY | NOVEMBER 2023

- The Oakville attached luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **96.07% of list price** in November 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 **\$1,770,000**.
- The median days on market for November 2023 was **15** days, down from **23** in November 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.