

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2024

OAKVILLE

ONTARIO



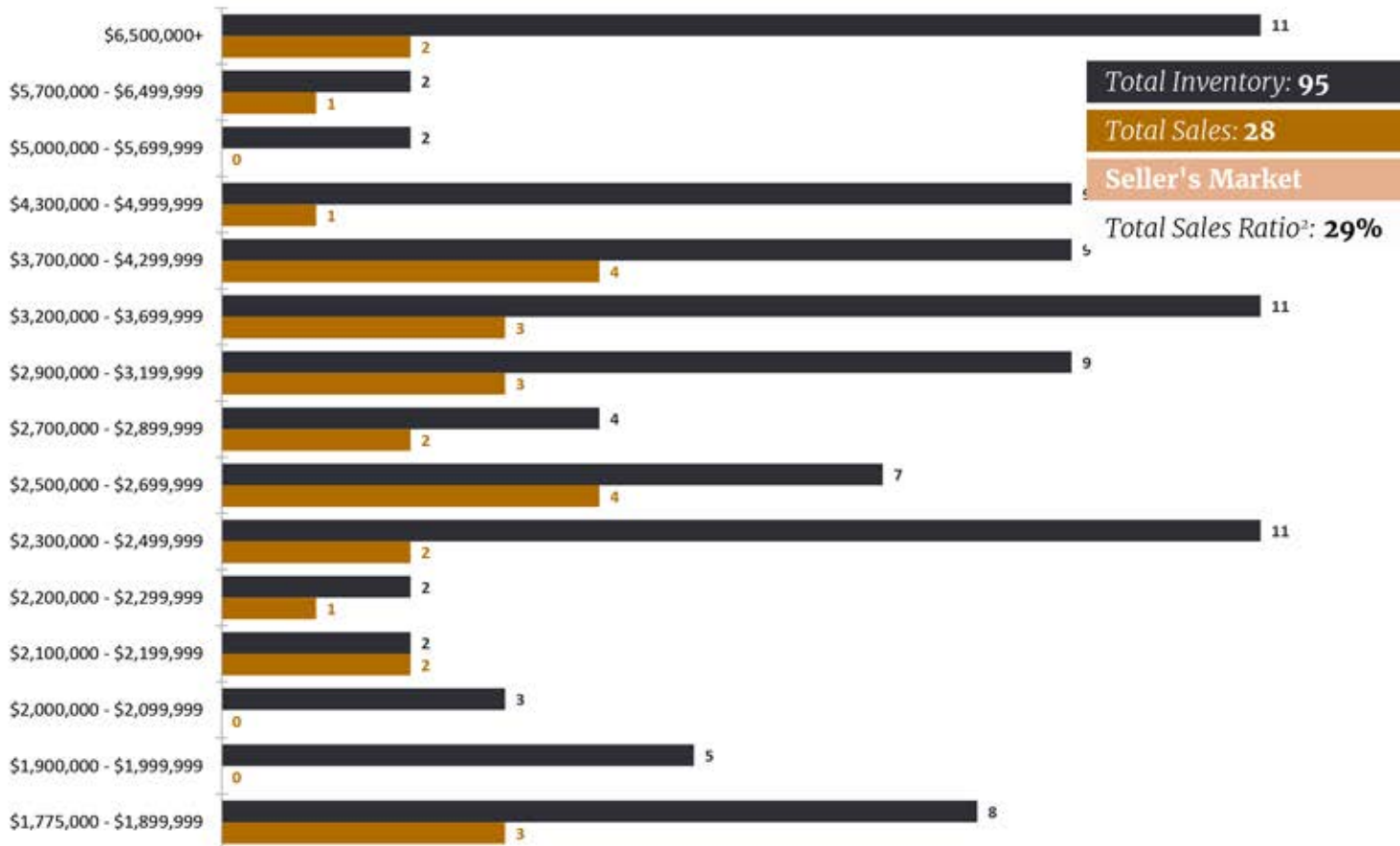
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2023

Inventory Sales

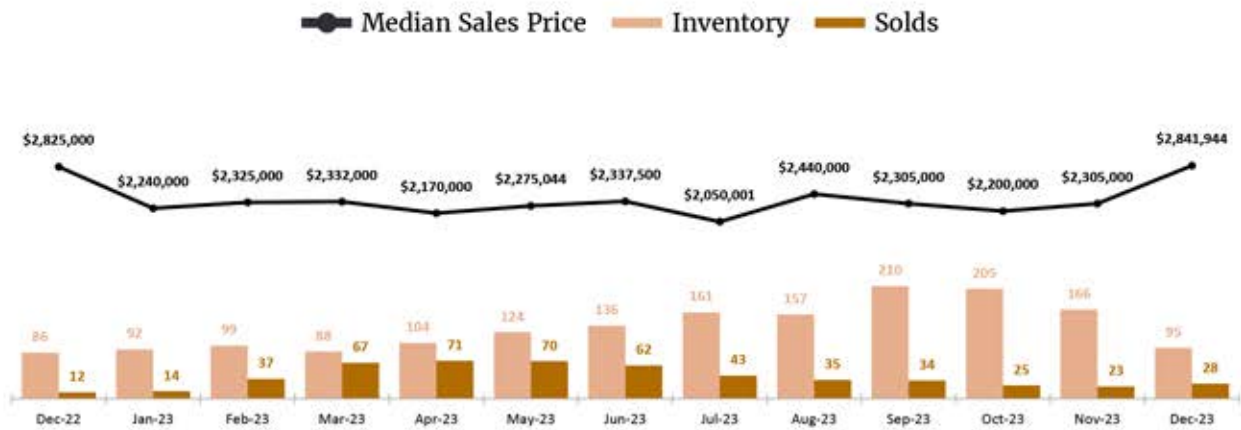
Luxury Benchmark Price¹: **\$1,775,000**



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	\$1,838,000	17	3	1	11	9%
4 Bedrooms	\$2,650,944	43	5	8	36	22%
5 Bedrooms	\$2,840,000	31	5	14	29	48%
6+ Bedrooms	\$3,550,000	68	6	5	17	29%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2022	Dec. 2023
86	95

VARIANCE: **10%**

TOTAL SOLDS

Dec. 2022	Dec. 2023
12	28

VARIANCE: **133%**

SALES PRICE

Dec. 2022	Dec. 2023
\$2.83m	\$2.84m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Dec. 2022	Dec. 2023
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Dec. 2022	Dec. 2023
92.43%	92.67%

VARIANCE: **0%**

DAYS ON MARKET

Dec. 2022	Dec. 2023
36	43

VARIANCE: **19%**

OAKVILLE MARKET SUMMARY | DECEMBER 2023

- The Oakville single-family luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **92.67% of list price** in December 2023.
- The most active price band is **\$2,100,000-\$2,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$2,841,944**.
- The median days on market for December 2023 was **43** days, up from **36** in December 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 | DECEMBER 2023

Inventory Sales

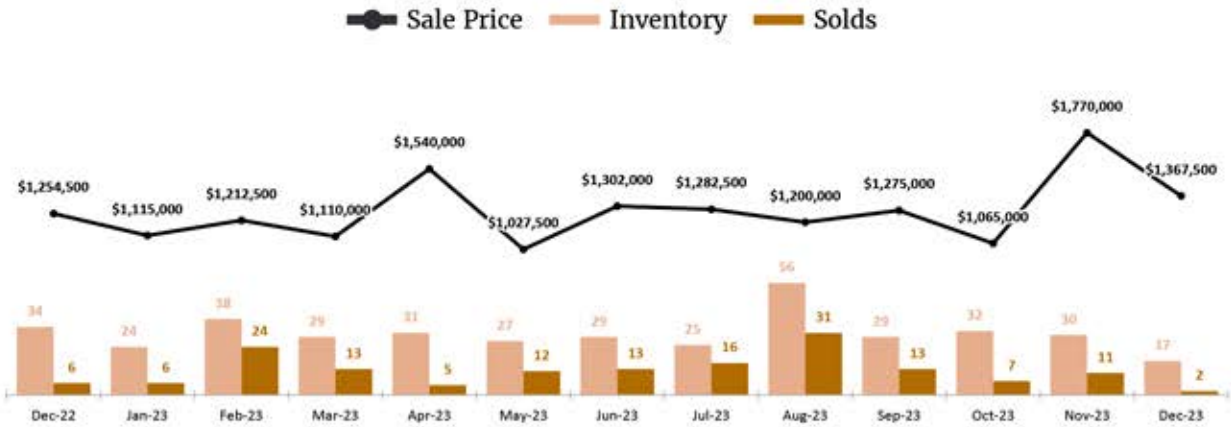
Luxury Benchmark Price¹: **\$920,000**



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	\$1,367,500	27	2	2	15	13%
3 Bedrooms	NA	NA	NA	0	2	0%
4 Bedrooms	NA	NA	NA	0	0	NA
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 | DECEMBER

TOTAL INVENTORY

Dec. 2022 Dec. 2023

34 17

VARIANCE: -50%

TOTAL SOLD

Dec. 2022 Dec. 2023

6 2

VARIANCE: -67%

SALES PRICE

Dec. 2022 Dec. 2023

\$1.25m \$1.37m

VARIANCE: 9%

SALE PRICE PER SQFT.

Dec. 2022 Dec. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Dec. 2022 Dec. 2023

95.93% 97.73%

VARIANCE: 2%

DAYS ON MARKET

Dec. 2022 Dec. 2023

50 27

VARIANCE: -46%

OAKVILLE MARKET SUMMARY | DECEMBER 2023

- The Oakville attached luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **97.73% of list price** in December 2023.
- The most active price bands are **\$920,000-\$999,999** and **\$1,200,000-\$1,299,999**, where the sales ratio is **0%**.
- The median luxury sales price for attached homes is **\$1,367,500**.
- The median days on market for December 2023 was **27** days, down from **50** in December 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.