

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2023

OAKVILLE
ONTARIO



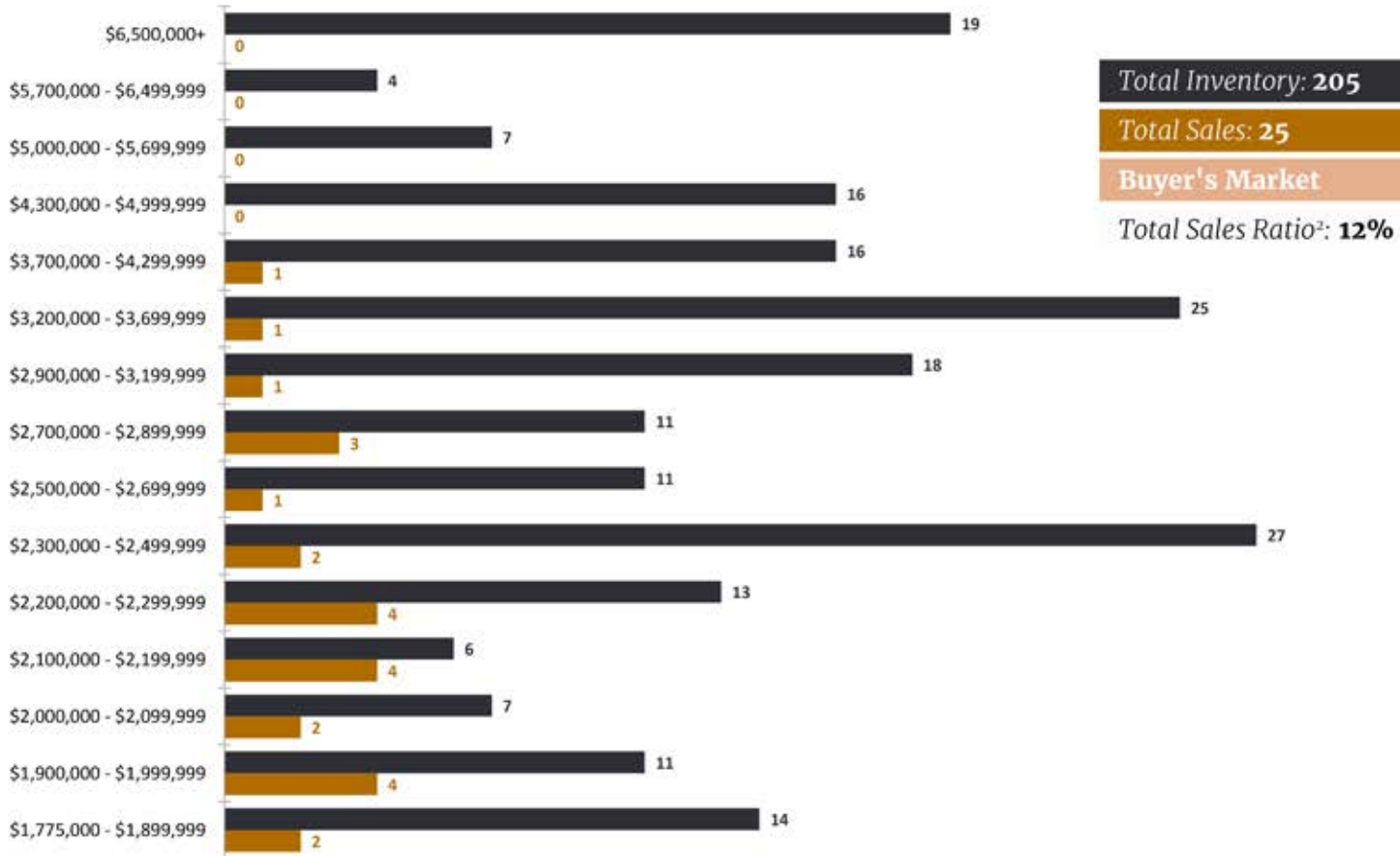
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 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	1	0%
2 Bedrooms	NA	NA	NA	0	2	0%
3 Bedrooms	\$2,200,000	49	3	3	14	21%
4 Bedrooms	\$2,339,950	11	5	10	75	13%
5 Bedrooms	\$2,150,000	18	5	9	85	11%
6+ Bedrooms	\$2,115,000	14	4	3	28	11%

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 | OCTOBER

TOTAL INVENTORY

Oct. 2022 Oct. 2023

118 205

VARIANCE: **74%**

TOTAL SOLDS

Oct. 2022 Oct. 2023

25 25

VARIANCE: **0%**

SALES PRICE

Oct. 2022 Oct. 2023

\$2.30m \$2.20m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Oct. 2022 Oct. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2022 Oct. 2023

95.45% 94.55%

VARIANCE: **-1%**

DAYS ON MARKET

Oct. 2022 Oct. 2023

19 18

VARIANCE: **-5%**

OAKVILLE MARKET SUMMARY | OCTOBER 2023

- The Oakville single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **94.55% of list price** in October 2023.
- The most active price band is **\$2,100,000-\$2,199,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes is **\$2,200,000**.
- The median days on market for October 2023 was **18** days, down from **19** in October 2022.

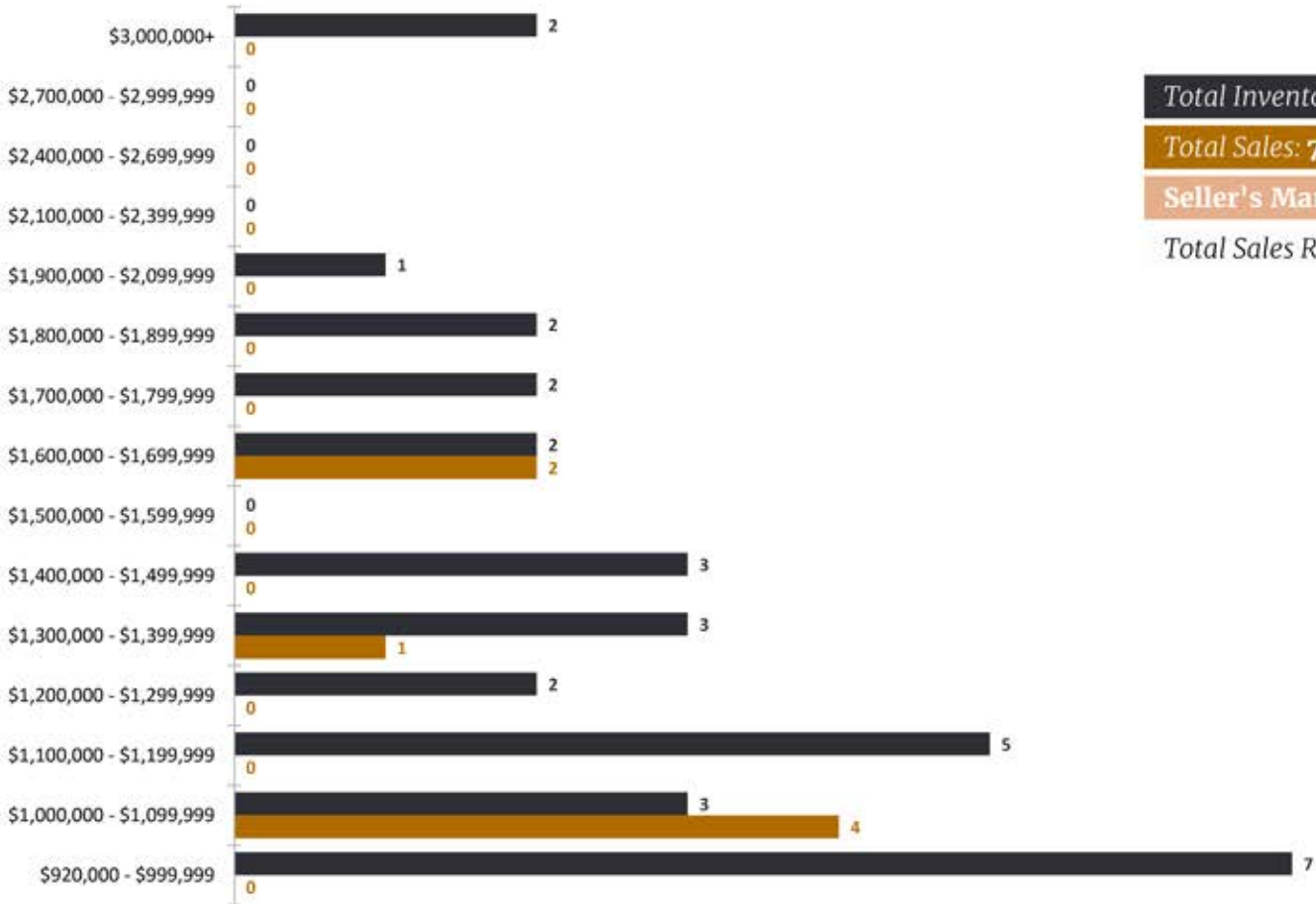
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

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



Total Inventory: **32**

Total Sales: **7**

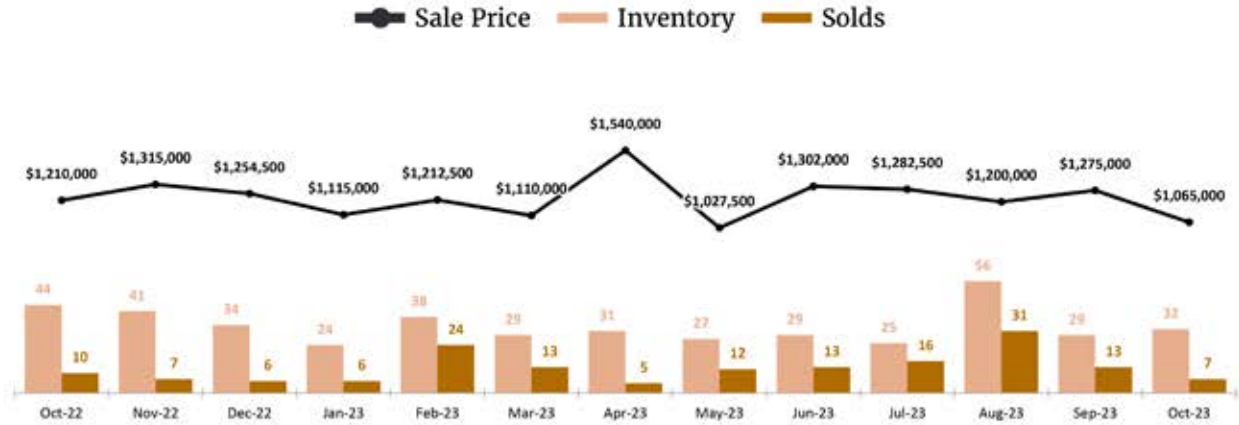
Seller's Market

Total Sales Ratio²: **22%**

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	\$1,201,000	19	2	6	23	26%
3 Bedrooms	\$1,000,000	11	3	1	7	14%
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 < 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 | OCTOBER

TOTAL INVENTORY

Oct. 2022	Oct. 2023
44	32

VARIANCE: -27%

TOTAL SOLDS

Oct. 2022	Oct. 2023
10	7

VARIANCE: -30%

SALES PRICE

Oct. 2022	Oct. 2023
\$1.21m	\$1.07m

VARIANCE: -12%

SALE PRICE PER SQFT.

Oct. 2022	Oct. 2023
N/A	N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Oct. 2022	Oct. 2023
96.57%	97.57%

VARIANCE: 1%

DAYS ON MARKET

Oct. 2022	Oct. 2023
41	16

VARIANCE: -61%

OAKVILLE MARKET SUMMARY | OCTOBER 2023

- The Oakville attached luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **97.57% of list price** in October 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **133%**.
- The median luxury sales price for attached homes is **\$1,065,000**.
- The median days on market for October 2023 was **16** days, down from **41** in October 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.