

OAKVILLE ONTARIO

–October 2020–



collaborativerealestate.ca

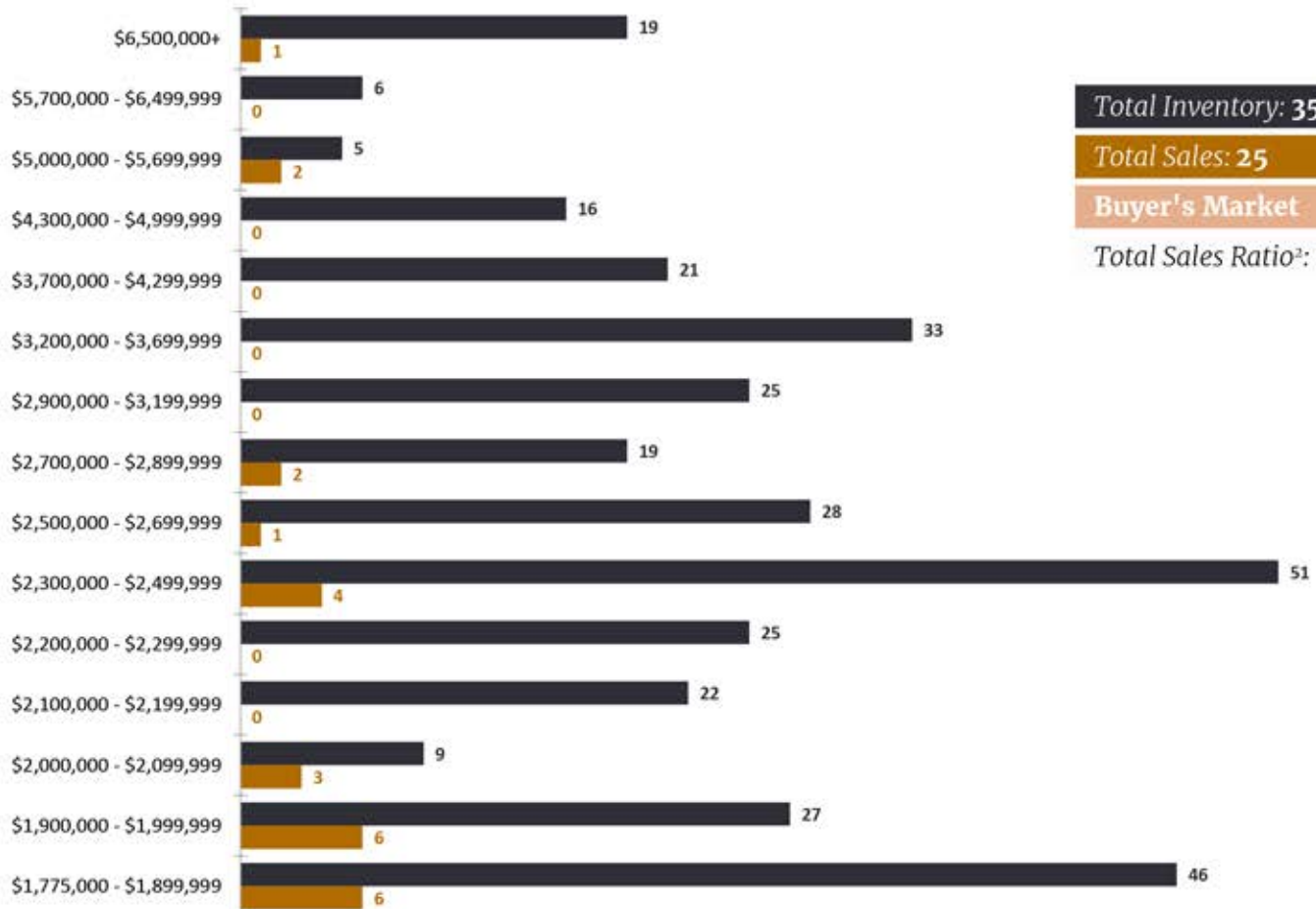
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

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



Total Inventory: **352**

Total Sales: **25**

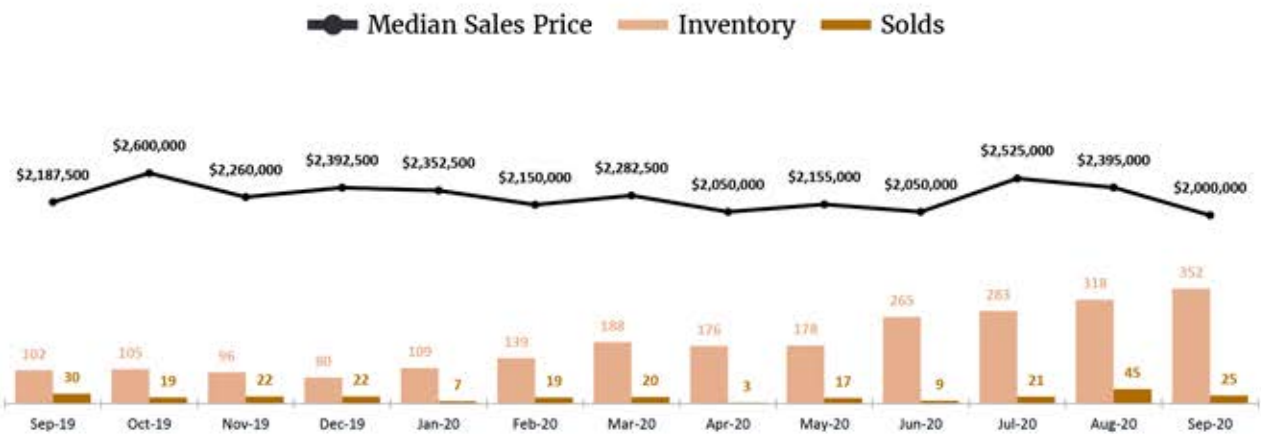
Buyer's Market

Total Sales Ratio²: **7%**

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	\$2,274,000	38	3	2	11	18%
4 Bedrooms	\$1,930,000	14	5	9	129	7%
5 Bedrooms	\$2,025,000	13	5	12	153	8%
6+ Bedrooms	\$4,867,500	29	7	2	57	4%

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

INVENTORY

August: 318
September: 352

VARIANCE: **11%**

SOLDS

August: 45
September: 25

VARIANCE: **-44%**

SALES PRICE

August: \$2.40m
September: \$2.00m

VARIANCE: **-16%**

SALE PRICE PER SQFT.

August: \$743
September: \$717

VARIANCE: **-3%**

SALE TO LIST PRICE RATIO

August: 96.05%
September: 97.37%

VARIANCE: **1%**

DAYS ON MARKET

August: 22
September: 14

VARIANCE: **-36%**

OAKVILLE MARKET SUMMARY | SEPTEMBER 2020

- The Oakville single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **97.37% of list price** in September 2020.
- The most active price band is **\$5,000,000-\$5,699,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes has decreased to **\$2,000,000**.
- The median days on market for September 2020 was **14** days, down from **22** in August 2020.

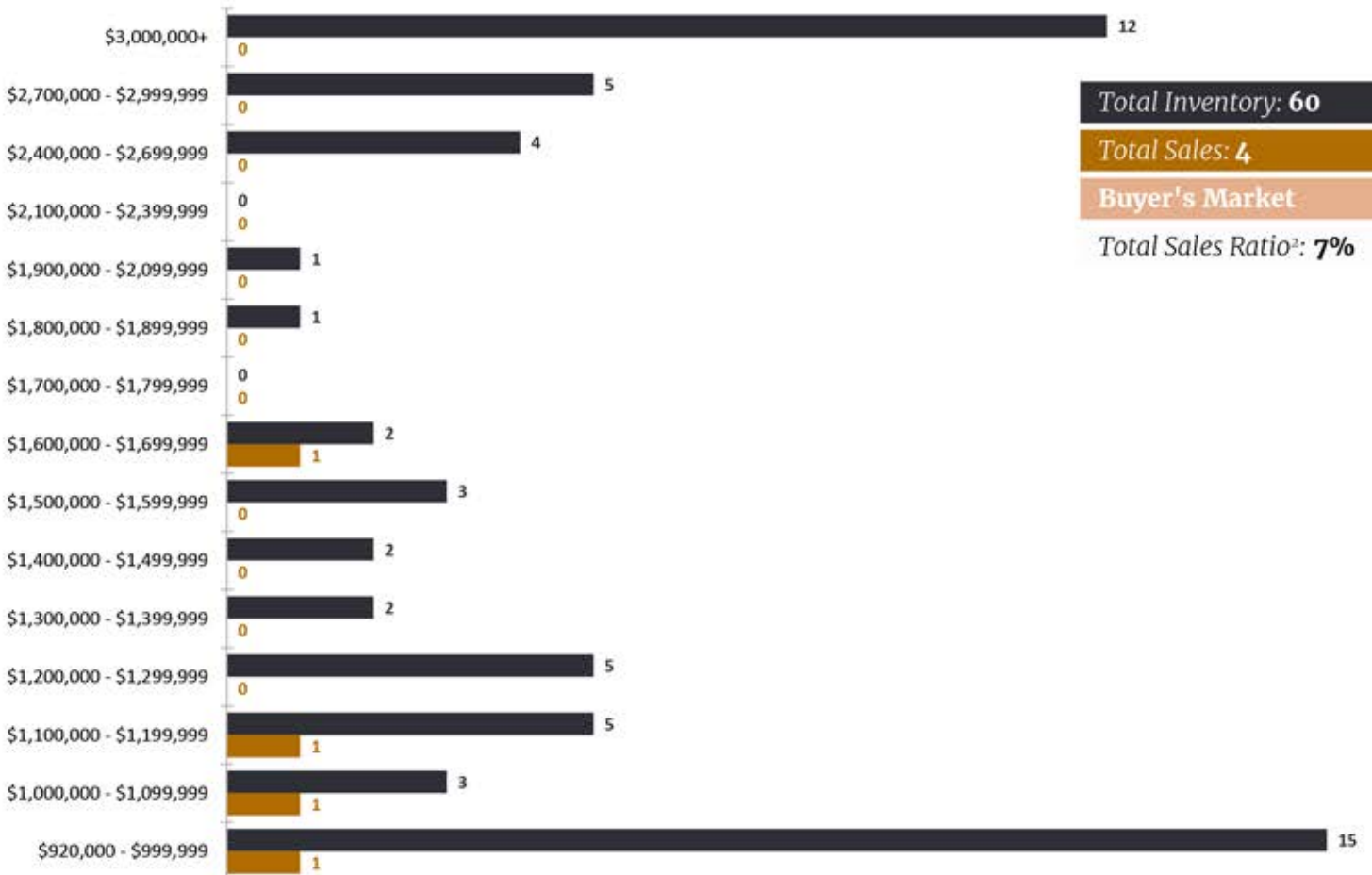
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

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	1	0%
2 Bedrooms	\$1,377,500	27	2	2	30	7%
3 Bedrooms	\$1,049,500	12	4	2	24	8%
4 Bedrooms	NA	NA	NA	0	5	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

INVENTORY

August September
55 **60**

VARIANCE: **9%**

SOLDS

August September
5 **4**

VARIANCE: **-20%**

SALES PRICE

August September
\$1.15m **\$1.09m**

VARIANCE: **-5%**

SALE PRICE PER SQFT.

August September
\$671 **\$669**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

August September
95.42% **107.86%**

VARIANCE: **13%**

DAYS ON MARKET

August September
20 **19**

VARIANCE: **-5%**

OAKVILLE MARKET SUMMARY | SEPTEMBER 2020

- The Oakville attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **107.86% of list price** in September 2020.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes has decreased to **\$1,090,000**.
- The median days on market for September 2020 was **19** days, down from **20** in August 2020.

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.