

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

APRIL  
2022



[collaborativerealestate.ca](http://collaborativerealestate.ca)

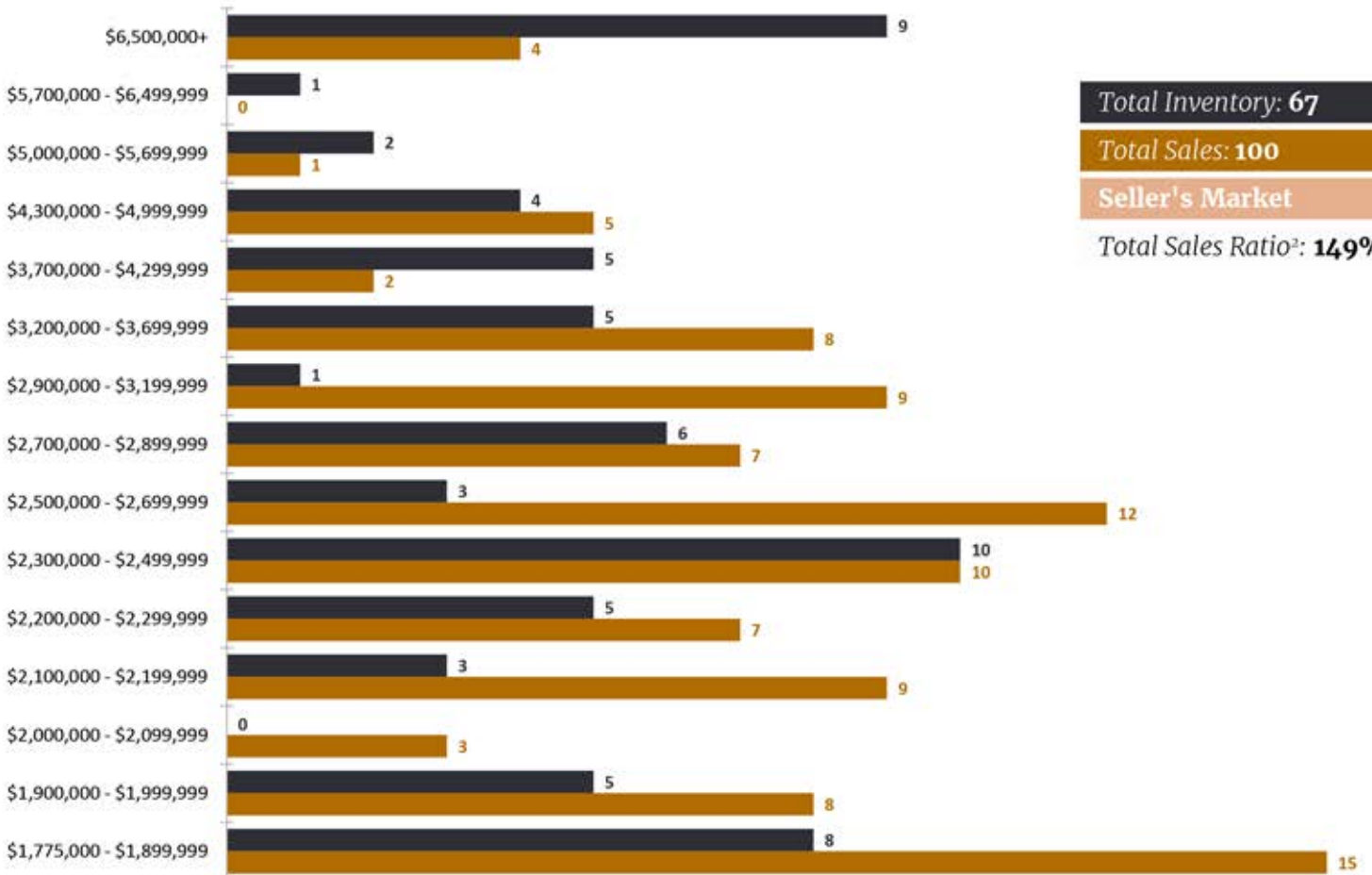
OAKVILLE  
ONTARIO

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,775,000**



Total Inventory: **67**

Total Sales: **100**

Seller's Market

Total Sales Ratio<sup>2</sup>: **149%**

Beds <sup>3</sup> -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	1	0%
3 Bedrooms	\$1,875,000	4	2	7	9	78%
4 Bedrooms	\$2,250,000	6	4	45	20	225%
5 Bedrooms	\$2,890,000	6	4	39	26	150%
6+ Bedrooms	\$2,888,888	5	5	9	11	82%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022  
44            67

VARIANCE: **52%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022  
5              100

VARIANCE: **1900%**

#### SALES PRICE

Mar. 2021    Mar. 2022  
\$2.25m    \$2.39m

VARIANCE: **6%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022  
N/A            \$782

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022  
94.76%    108.18%

VARIANCE: **14%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022  
14             6

VARIANCE: **-57%**

## OAKVILLE MARKET SUMMARY | MARCH 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **149% Sales Ratio**.
- Homes sold for a median of **108.18% of list price** in March 2022.
- The most active price band is **\$2,900,000-\$3,199,999**, where the sales ratio is **900%**.
- The median luxury sales price for single-family homes is **\$2,393,000**.
- The median days on market for March 2022 was **6** days, down from **14** in March 2021.

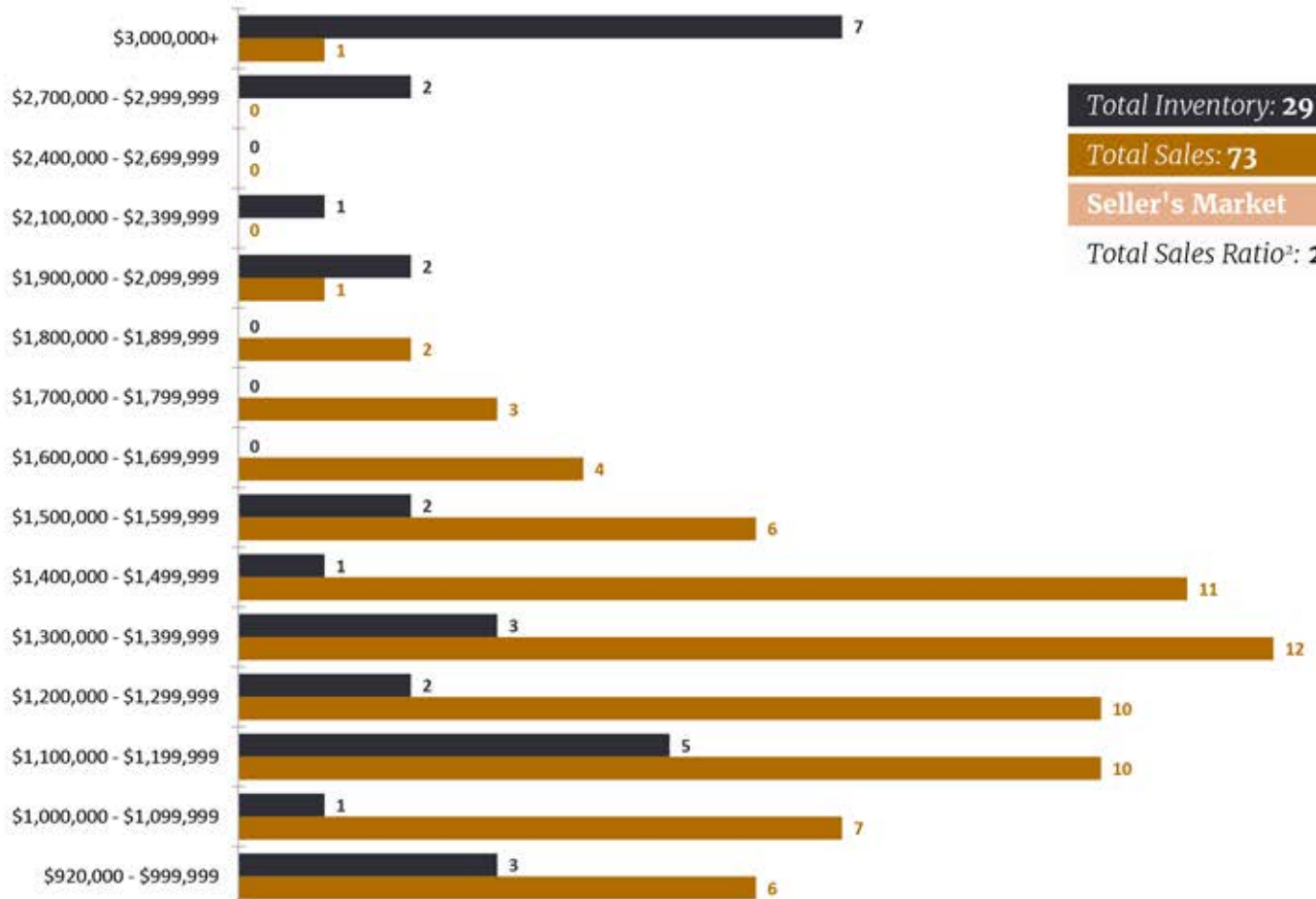
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$920,000**



Total Inventory: **29**

Total Sales: **73**

Seller's Market

Total Sales Ratio<sup>2</sup>: **252%**

Beds <sup>3</sup> -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$1,270,000	21	2	2	1	200%
2 Bedrooms	\$1,180,000	9	2	21	11	191%
3 Bedrooms	\$1,350,000	5	3	40	12	333%
4 Bedrooms	\$1,379,003	7	4	8	5	160%
5 Bedrooms	\$1,610,000	6	3	2	0	NA
6+ Bedrooms	NA	NA	NA	0	0	NA

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales 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 TREND<sup>4</sup>



### MEDIAN DATA REVIEW | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022  
23            29

VARIANCE: **26%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022  
64            73

VARIANCE: **14%**

#### SALES PRICE

Mar. 2021    Mar. 2022  
\$1.12m      \$1.34m

VARIANCE: **19%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022  
N/A           \$779

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022  
102.91%    108.16%

VARIANCE: **5%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022  
5              6

VARIANCE: **20%**

## OAKVILLE MARKET SUMMARY | MARCH 2022

- The Oakville attached luxury market is a **Seller's Market** with a **252% Sales Ratio**.
- Homes sold for a median of **108.16% of list price** in March 2022.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **1100%**.
- The median luxury sales price for attached homes is **\$1,335,000**.
- The median days on market for March 2022 was **6** days, up from **5** in March 2021.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.