

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2023

OAKVILLE

ONTARIO



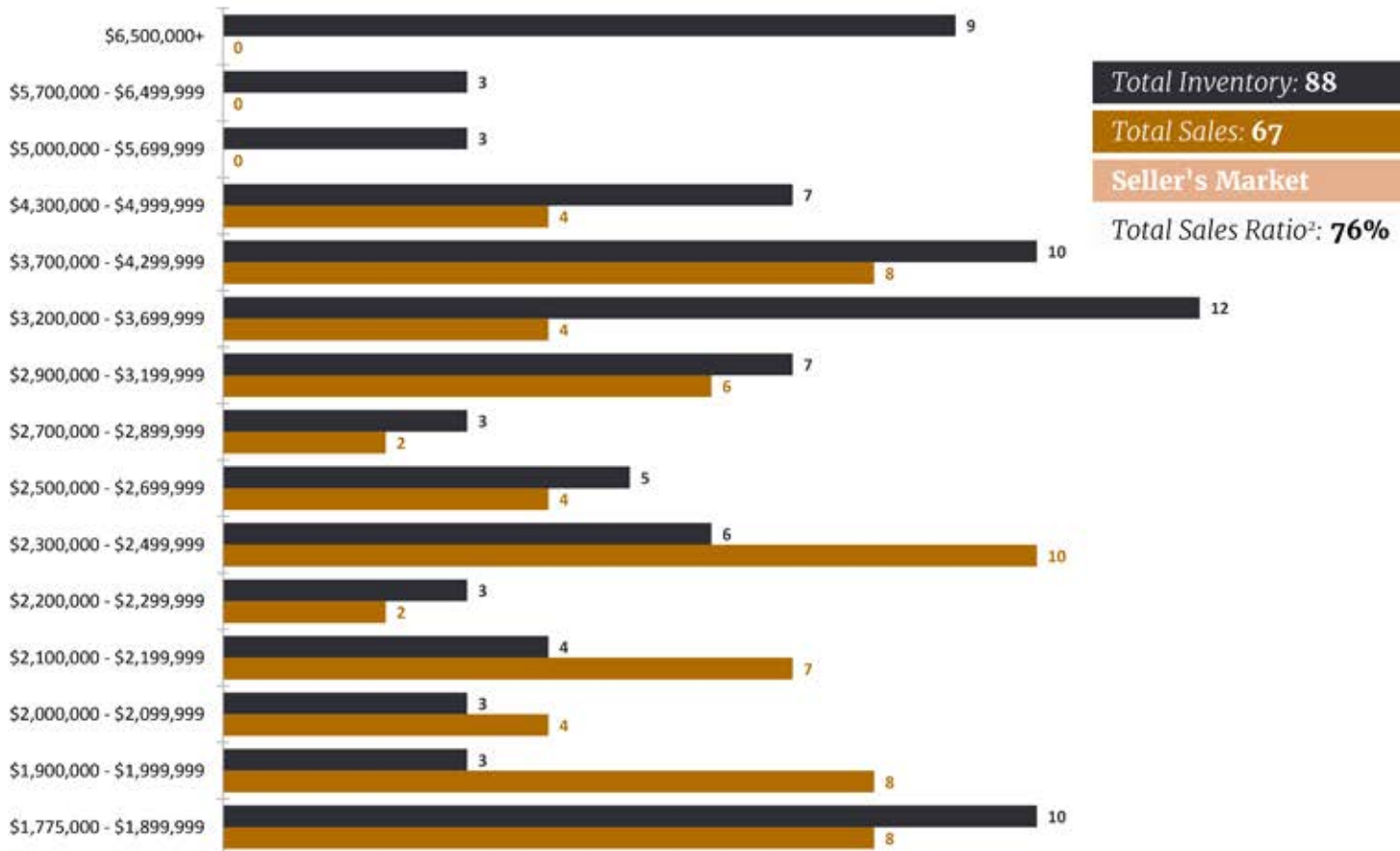
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 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	2	0%
2 Bedrooms	NA	NA	NA	0	3	0%
3 Bedrooms	\$2,411,250	20	3	2	9	22%
4 Bedrooms	\$2,300,000	10	4	23	29	79%
5 Bedrooms	\$2,454,000	8	4	32	37	86%
6+ Bedrooms	\$2,805,000	5	5	10	8	125%

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 | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

67 88

VARIANCE: **31%**

TOTAL SOLDS

Mar. 2022 Mar. 2023

100 67

VARIANCE: **-33%**

SALES PRICE

Mar. 2022 Mar. 2023

\$2.39m \$2.33m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

108.18% 96.25%

VARIANCE: **-11%**

DAYS ON MARKET

Mar. 2022 Mar. 2023

6 9

VARIANCE: **50%**

OAKVILLE MARKET SUMMARY | MARCH 2023

- The Oakville single-family luxury market is a **Seller's Market** with a **76% Sales Ratio**.
- Homes sold for a median of **96.25% of list price** in March 2023.
- The most active price band is **\$1,900,000-\$1,999,999**, where the sales ratio is **267%**.
- The median luxury sales price for single-family homes is **\$2,332,000**.
- The median days on market for March 2023 was **9** days, up from **6** in March 2022.

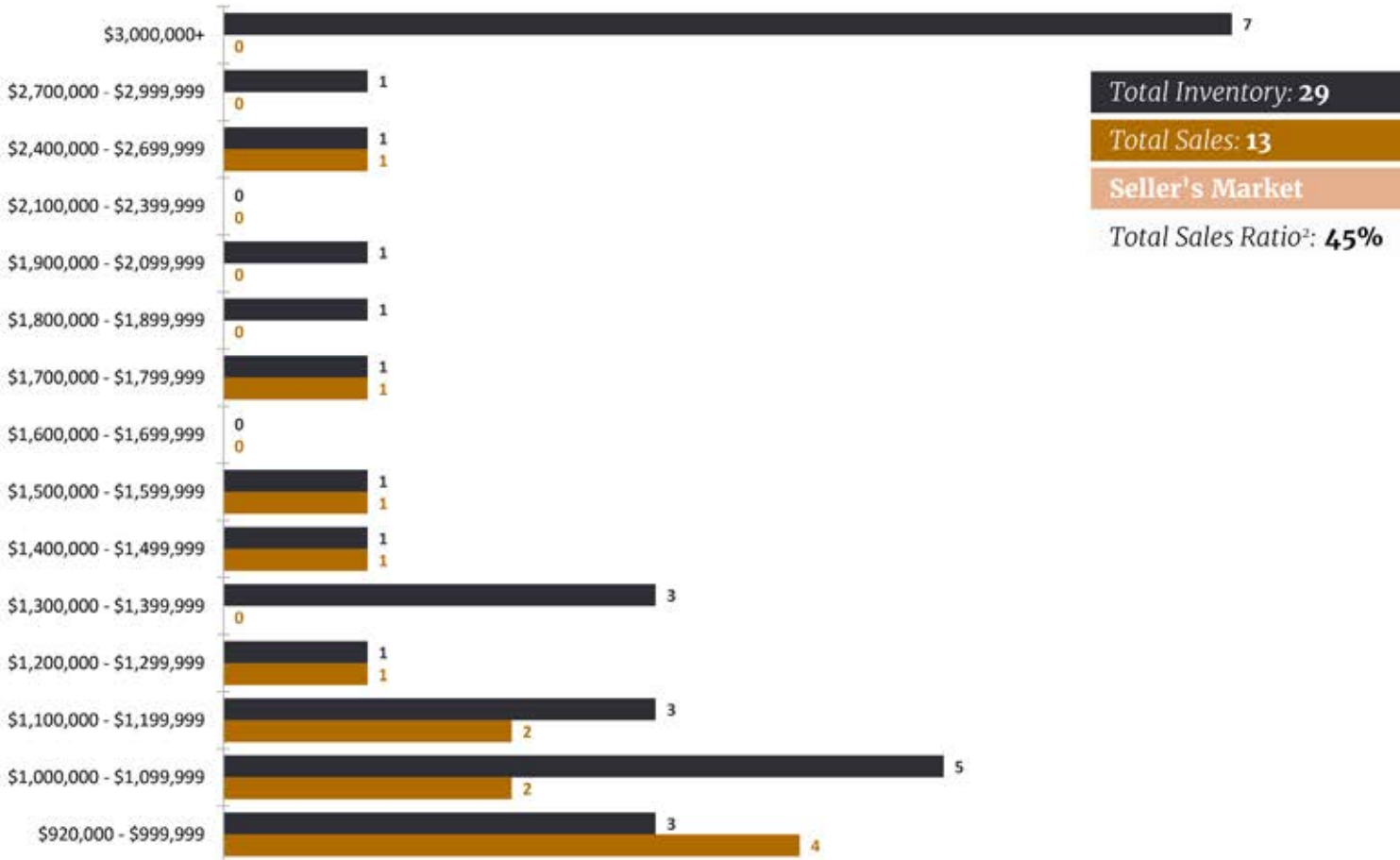
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MARCH 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	\$1,200,000	160	2	1	1	100%
2 Bedrooms	\$1,130,000	28	2	5	19	26%
3 Bedrooms	\$980,000	22	3	7	7	100%
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 | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

29 29

VARIANCE: 0%

TOTAL SOLD

Mar. 2022 Mar. 2023

73 13

VARIANCE: -82%

SALES PRICE

Mar. 2022 Mar. 2023

\$1.34m \$1.11m

VARIANCE: -17%

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

108.16% 97.71%

VARIANCE: -10%

DAYS ON MARKET

Mar. 2022 Mar. 2023

6 28

VARIANCE: 367%

OAKVILLE MARKET SUMMARY | MARCH 2023

- The Oakville attached luxury market is a **Seller's Market** with a **45% Sales Ratio**.
- Homes sold for a median of **97.71% of list price** in March 2023.
- The most active price band is **\$920,000-\$999,999**, where the sales ratio is **133%**.
- The median luxury sales price for attached homes is **\$1,110,000**.
- The median days on market for March 2023 was **28** days, up from **6** in March 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.