

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2021

OAKVILLE
ONTARIO



collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2021

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	0	NA
3 Bedrooms	NA	NA	NA	0	4	0%
4 Bedrooms	\$7,000,000	3	4	1	40	3%
5 Bedrooms	\$3,200,000	29	6	3	26	12%
6+ Bedrooms	NA	NA	NA	0	11	0%

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 | JULY

TOTAL INVENTORY

Jul. 2020 Jul. 2021

283 81

VARIANCE: -71%

TOTAL SOLDS

Jul. 2020 Jul. 2021

21 4

VARIANCE: -81%

SALES PRICE

Jul. 2020 Jul. 2021

\$2.53m \$3.48m

VARIANCE: 38%

SALE PRICE PER SQFT.

Jul. 2020 Jul. 2021

\$743 N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Jul. 2020 Jul. 2021

95.67% 95.29%

VARIANCE: 0%

DAYS ON MARKET

Jul. 2020 Jul. 2021

21 21

VARIANCE: 0%

OAKVILLE MARKET SUMMARY | JULY 2021

- The Oakville single-family luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **95.29% of list price** in July 2021.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes is **\$3,475,000**.
- The median days on market for July 2021 was **21** days, remaining the same from July 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 | JULY 2021

Inventory Sales

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



Total Inventory: **43**

Total Sales: **3**

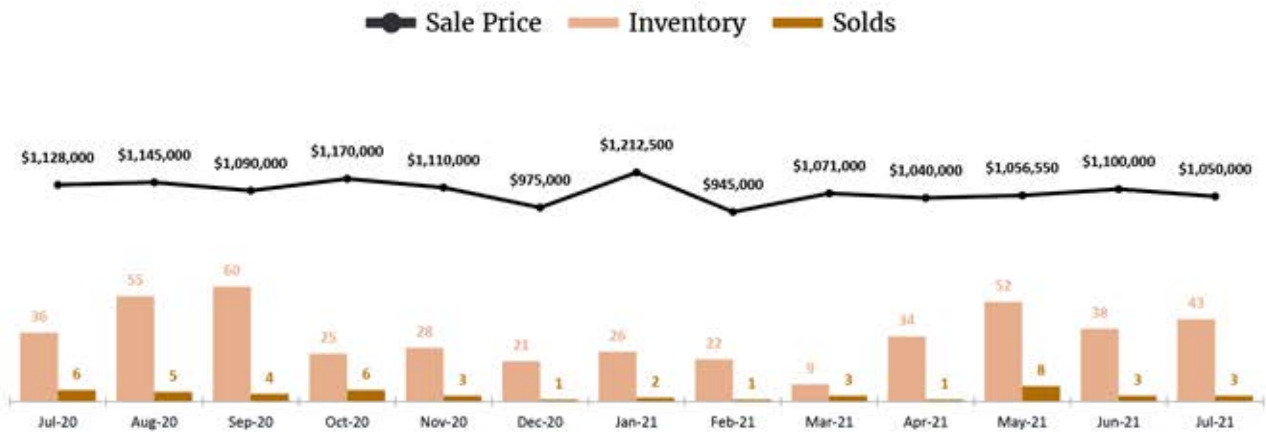
Buyer's Market

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	1	0%
2 Bedrooms	NA	NA	NA	0	9	0%
3 Bedrooms	\$1,030,000	13	3	2	27	7%
4 Bedrooms	\$1,119,000	24	3	1	4	25%
5 Bedrooms	NA	NA	NA	0	2	0%
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 | JULY

TOTAL INVENTORY

Jul. 2020	Jul. 2021
36	43

VARIANCE: **19%**

TOTAL SOLD

Jul. 2020	Jul. 2021
6	3

VARIANCE: **-50%**

SALES PRICE

Jul. 2020	Jul. 2021
\$1.13m	\$1.05m

VARIANCE: **-7%**

SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
\$742	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
102.33%	100.83%

VARIANCE: **-1%**

DAYS ON MARKET

Jul. 2020	Jul. 2021
9	21

VARIANCE: **133%**

OAKVILLE MARKET SUMMARY | JULY 2021

- The Oakville attached luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **100.83% of list price** in July 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes is **\$1,050,000**.
- The median days on market for July 2021 was **21** days, up from **9** in July 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.