

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

AUGUST  
2022



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

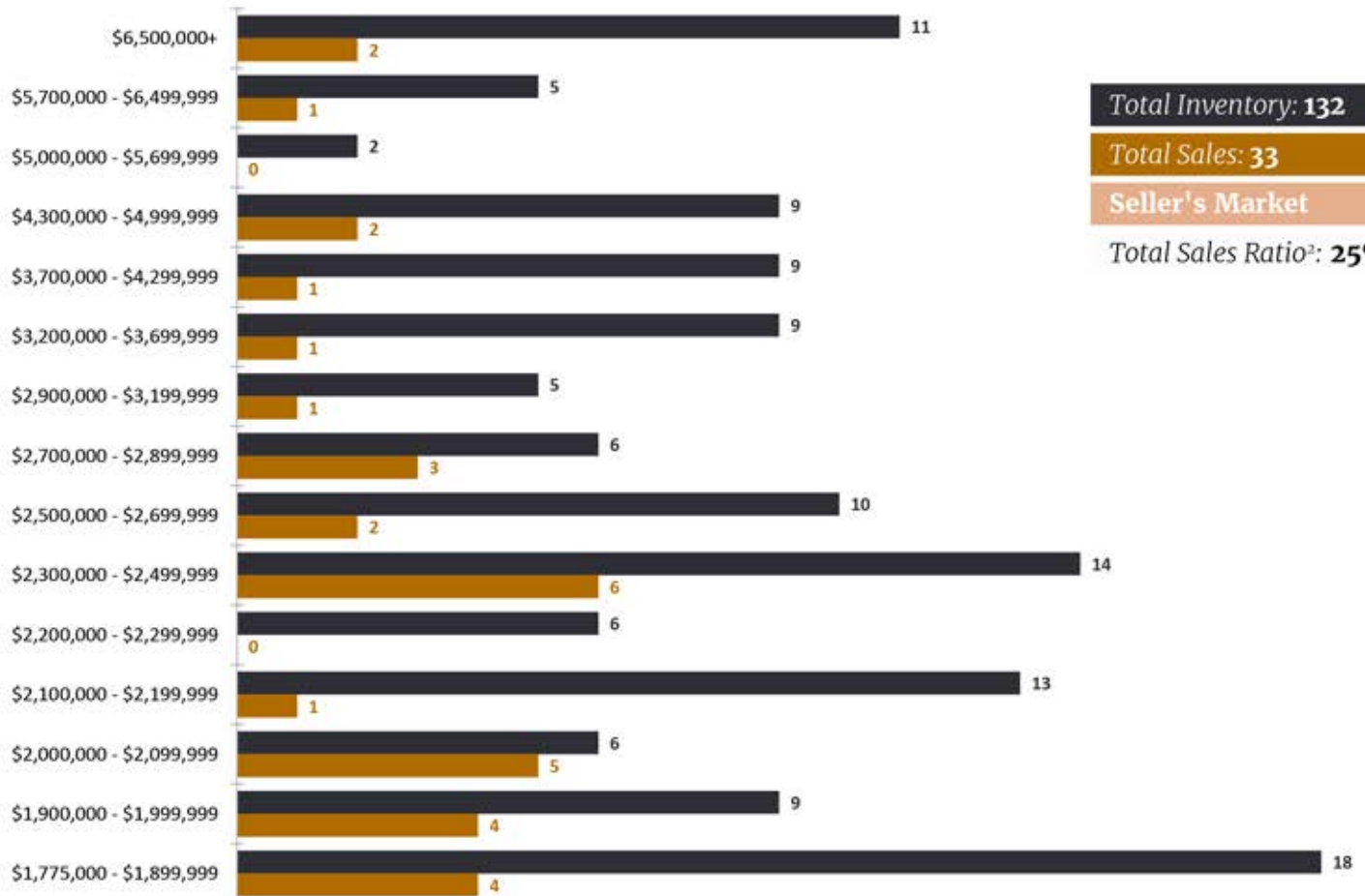
OAKVILLE  
ONTARIO

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

### LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

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



Total Inventory: **132**

Total Sales: **33**

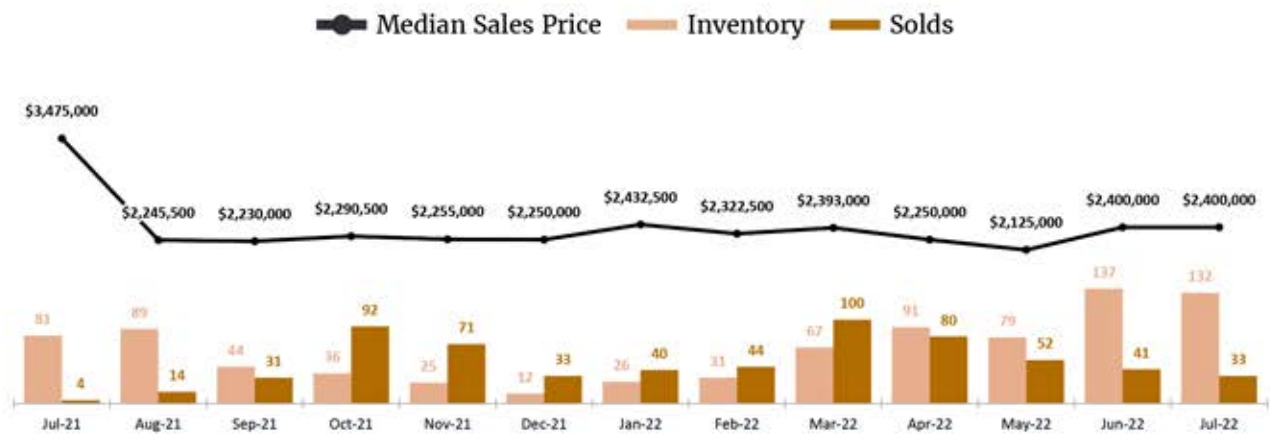
Seller's Market

Total Sales Ratio<sup>2</sup>: **25%**

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	0	NA
3 Bedrooms	\$1,825,000	27	3	3	7	43%
4 Bedrooms	\$2,057,500	8	4	12	60	20%
5 Bedrooms	\$2,695,000	18	5	16	53	30%
6+ Bedrooms	\$2,525,000	34	5	2	12	17%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2021 Jul. 2022  
81 132

VARIANCE: **63%**

#### TOTAL SOLDS

Jul. 2021 Jul. 2022  
4 33

VARIANCE: **725%**

#### SALES PRICE

Jul. 2021 Jul. 2022  
\$3.48m \$2.40m

VARIANCE: **-31%**

#### SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022  
N/A \$663

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022  
95.29% 96.88%

VARIANCE: **2%**

#### DAYS ON MARKET

Jul. 2021 Jul. 2022  
21 17

VARIANCE: **-19%**

### OAKVILLE MARKET SUMMARY | JULY 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **96.88% of list price** in July 2022.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **83%**.
- The median luxury sales price for single-family homes is **\$2,400,000**.
- The median days on market for July 2022 was **17** days, down from **21** in July 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 | JULY 2022

Inventory Sales

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



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	1	0%
2 Bedrooms	\$1,655,500	11	2	6	12	50%
3 Bedrooms	\$942,500	2	3	2	9	22%
4 Bedrooms	NA	NA	NA	0	3	0%
5 Bedrooms	NA	NA	NA	0	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 | JULY

#### TOTAL INVENTORY

Jul. 2021	Jul. 2022
9	25

VARIANCE: **178%**

#### TOTAL SOLDS

Jul. 2021	Jul. 2022
30	8

VARIANCE: **-73%**

#### SALES PRICE

Jul. 2021	Jul. 2022
\$1.09m	\$1.35m

VARIANCE: **23%**

#### SALE PRICE PER SQFT.

Jul. 2021	Jul. 2022
N/A	\$1,054

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Jul. 2021	Jul. 2022
99.40%	99.78%

VARIANCE: **0%**

#### DAYS ON MARKET

Jul. 2021	Jul. 2022
7	6

VARIANCE: **-14%**

### OAKVILLE MARKET SUMMARY | JULY 2022

- The Oakville attached luxury market is a **Seller's Market** with a **32% Sales Ratio**.
- Homes sold for a median of **99.78% of list price** in July 2022.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,347,500**.
- The median days on market for July 2022 was **6** days, down from **7** in July 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.