

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

DECEMBER  
2021



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OAKVILLE  

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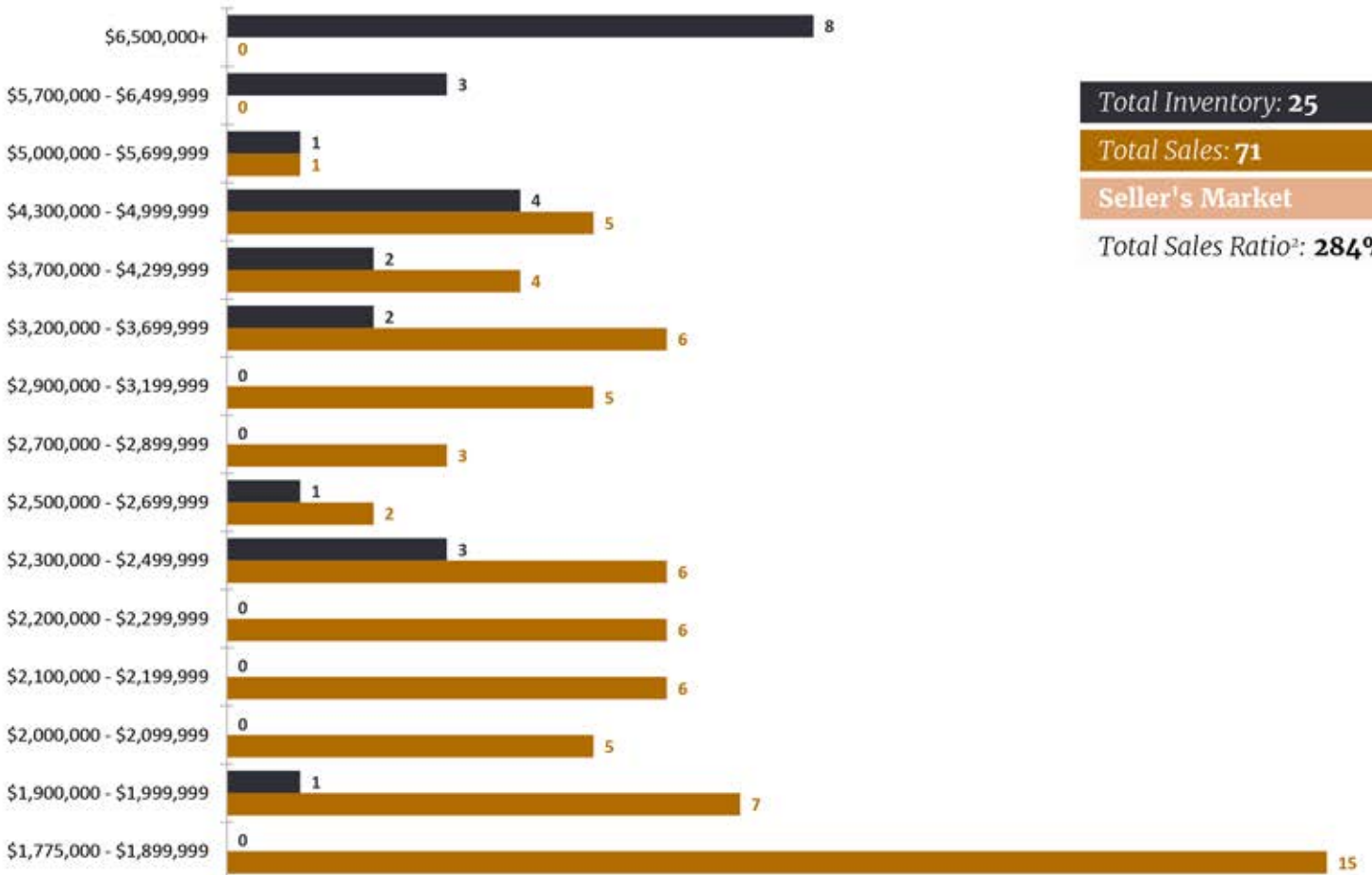
ONTARIO

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **25**

Total Sales: **71**

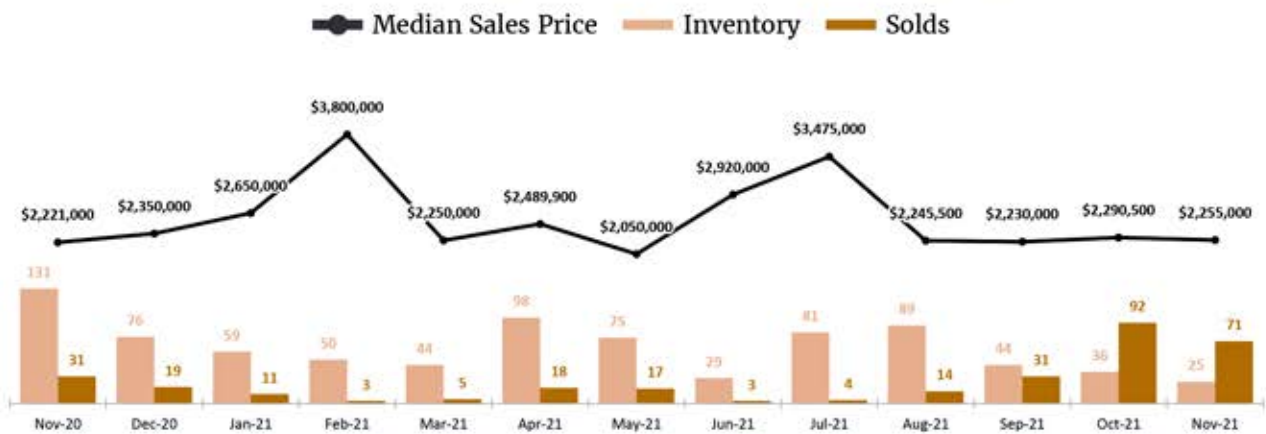
Seller's Market

Total Sales Ratio<sup>2</sup>: **284%**

| Beds <sup>3</sup><br>-Range- | Price<br>-Median Sold- | DOM<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|------------------------------|------------------------|----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0-1 Bedrooms                 | NA                     | NA                   | NA                     | 0               | 0                    | NA                              |
| 2 Bedrooms                   | \$2,250,000            | 19                   | 3                      | 1               | 0                    | NA                              |
| 3 Bedrooms                   | \$1,925,700            | 6                    | 2                      | 8               | 1                    | 800%                            |
| 4 Bedrooms                   | \$2,262,000            | 6                    | 4                      | 31              | 9                    | 344%                            |
| 5 Bedrooms                   | \$2,242,500            | 5                    | 5                      | 20              | 9                    | 222%                            |
| 6+ Bedrooms                  | \$3,100,000            | 8                    | 5                      | 11              | 6                    | 183%                            |

<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 | NOVEMBER

#### TOTAL INVENTORY

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 131       | 25        |

VARIANCE: **-81%**

#### TOTAL SOLDS

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 31        | 71        |

VARIANCE: **129%**

#### SALES PRICE

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| \$2.22m   | \$2.26m   |

VARIANCE: **2%**

#### SALE PRICE PER SQFT.

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| \$650     | N/A       |

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 96.90%    | 100.10%   |

VARIANCE: **3%**

#### DAYS ON MARKET

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 12        | 6         |

VARIANCE: **-50%**

### OAKVILLE MARKET SUMMARY | NOVEMBER 2021

- The Oakville single-family luxury market is a **Seller's Market** with a **284% Sales Ratio**.
- Homes sold for a median of **100.10% of list price** in November 2021.
- The most active price band is **\$1,900,000-\$1,999,999**, where the sales ratio is **700%**.
- The median luxury sales price for single-family homes is **\$2,255,000**.
- The median days on market for November 2021 was **6** days, down from **12** in November 2020.

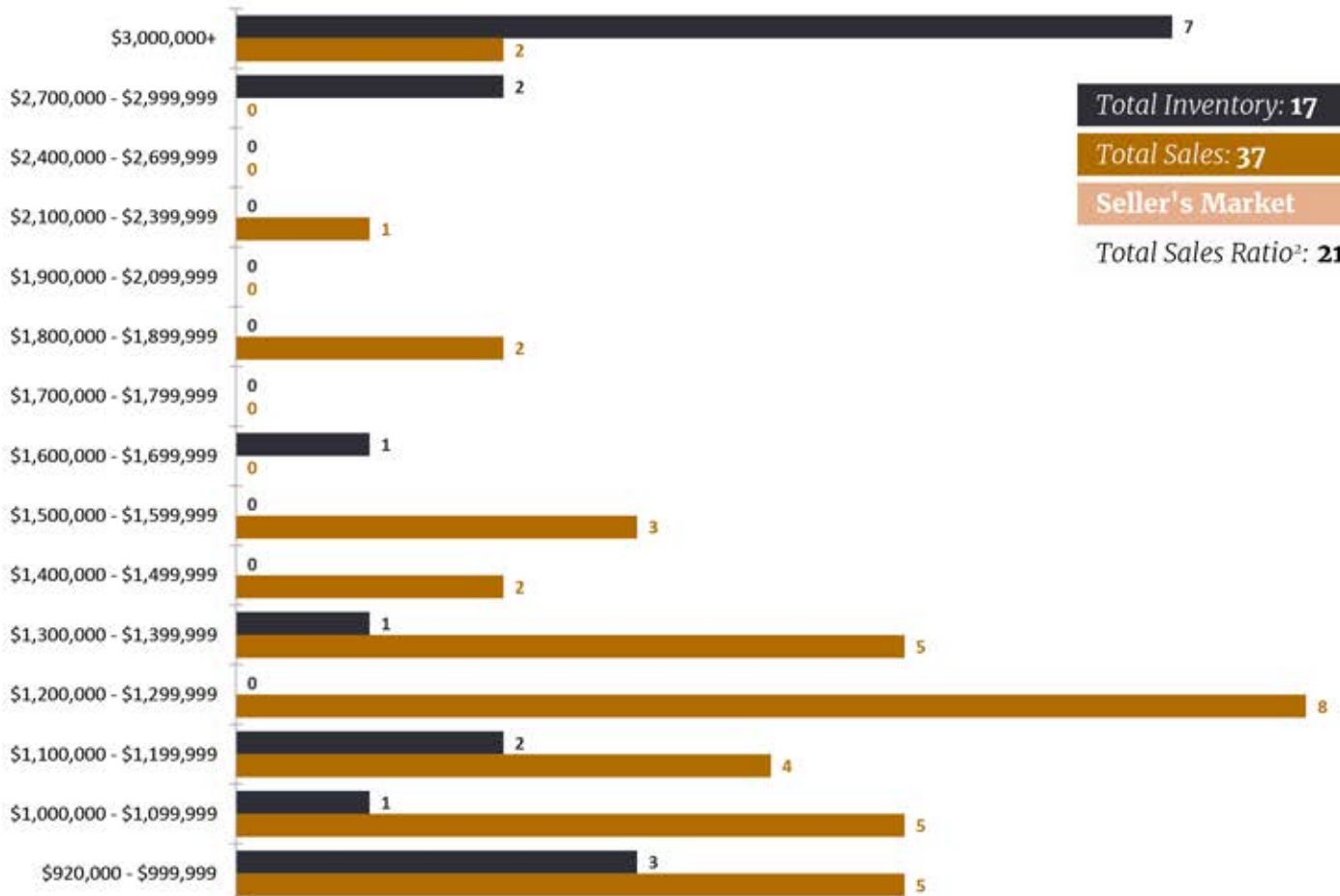
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **17**

Total Sales: **37**

Seller's Market

Total Sales Ratio<sup>2</sup>: **218%**

| Beds <sup>3</sup><br>-Range- | Price<br>-Median Sold- | DOM<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|------------------------------|------------------------|----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0-1 Bedrooms                 | NA                     | NA                   | NA                     | 0               | 0                    | NA                              |
| 2 Bedrooms                   | \$1,240,000            | 21                   | 2                      | 9               | 13                   | 69%                             |
| 3 Bedrooms                   | \$1,244,500            | 5                    | 3                      | 24              | 2                    | 1200%                           |
| 4 Bedrooms                   | \$1,501,250            | 8                    | 4                      | 4               | 2                    | 200%                            |
| 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 | NOVEMBER

#### TOTAL INVENTORY

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 15        | 17        |

VARIANCE: **13%**

#### TOTAL SOLD

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 12        | 37        |

VARIANCE: **208%**

#### SALES PRICE

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| \$1.06m   | \$1.25m   |

VARIANCE: **18%**

#### SALE PRICE PER SQFT.

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| N/A       | N/A       |

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 98.44%    | 107.28%   |

VARIANCE: **9%**

#### DAYS ON MARKET

| Nov. 2020 | Nov. 2021 |
|-----------|-----------|
| 19        | 6         |

VARIANCE: **-68%**

### OAKVILLE MARKET SUMMARY | NOVEMBER 2021

- The Oakville attached luxury market is a **Seller's Market** with a **218% Sales Ratio**.
- Homes sold for a median of **107.28% of list price** in November 2021.
- The most active price bands are **\$1,000,000-\$1,099,999** and **\$1,300,000-\$1,399,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$1,245,000**.
- The median days on market for November 2021 was **6** days, down from **19** in November 2020.

<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.