

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2022

OAKVILLE
ONTARIO



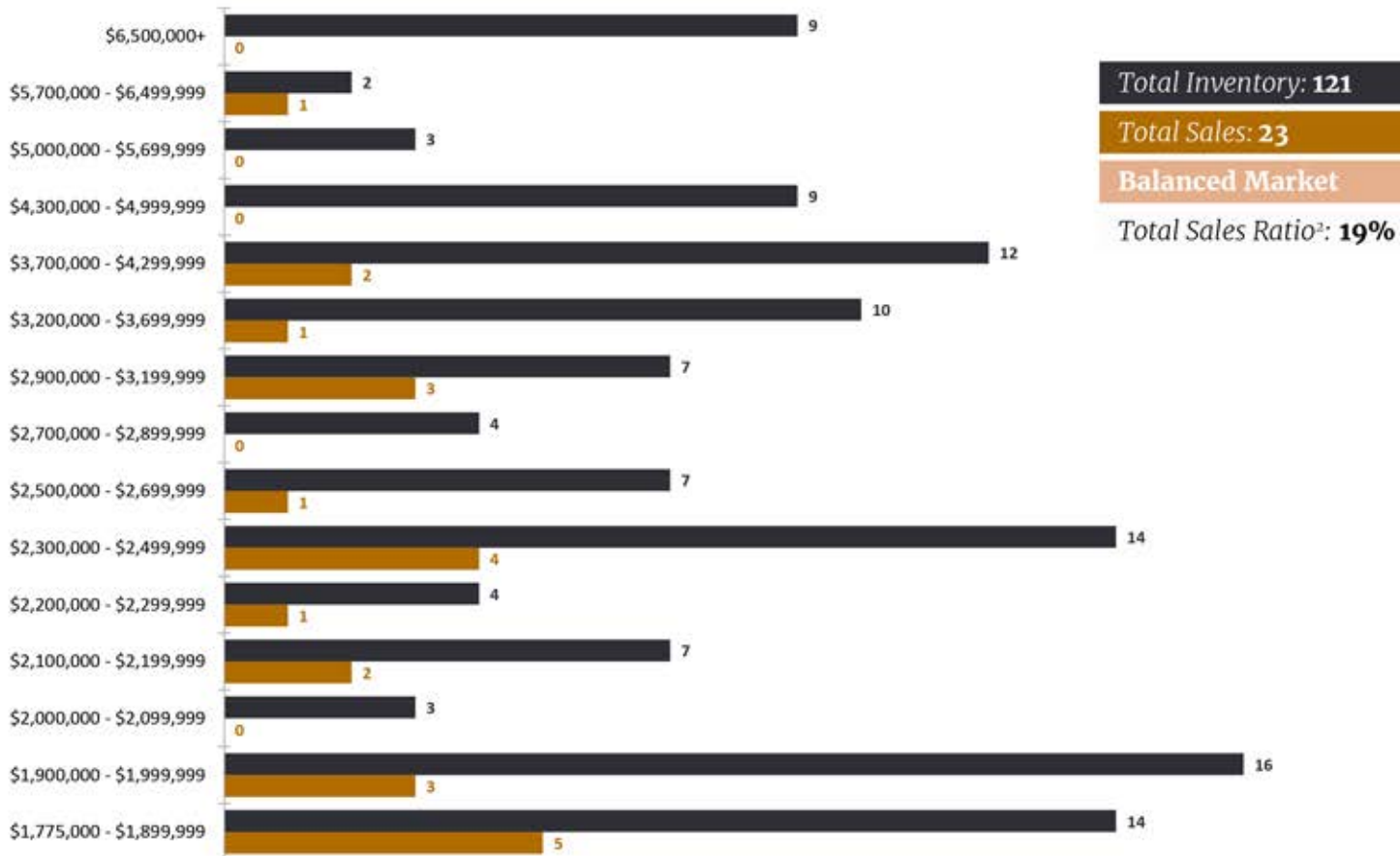
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

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	1	0%
2 Bedrooms	NA	NA	NA	0	1	0%
3 Bedrooms	\$1,822,500	6	3	2	7	29%
4 Bedrooms	\$2,378,000	21	4	7	50	14%
5 Bedrooms	\$2,392,500	39	5	10	48	21%
6+ Bedrooms	\$2,230,000	19	5	4	14	29%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021 Nov. 2022

25 121

VARIANCE: **384%**

TOTAL SOLDS

Nov. 2021 Nov. 2022

71 23

VARIANCE: **-68%**

SALES PRICE

Nov. 2021 Nov. 2022

\$2.26m \$2.30m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022

100.10% 93.00%

VARIANCE: **-7%**

DAYS ON MARKET

Nov. 2021 Nov. 2022

6 21

VARIANCE: **250%**

OAKVILLE MARKET SUMMARY | NOVEMBER 2022

- The Oakville single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **93.00% of list price** in November 2022.
- The most active price band is **\$5,700,000-\$6,499,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$2,300,000**.
- The median days on market for November 2022 was **21** days, up from **6** in November 2021.

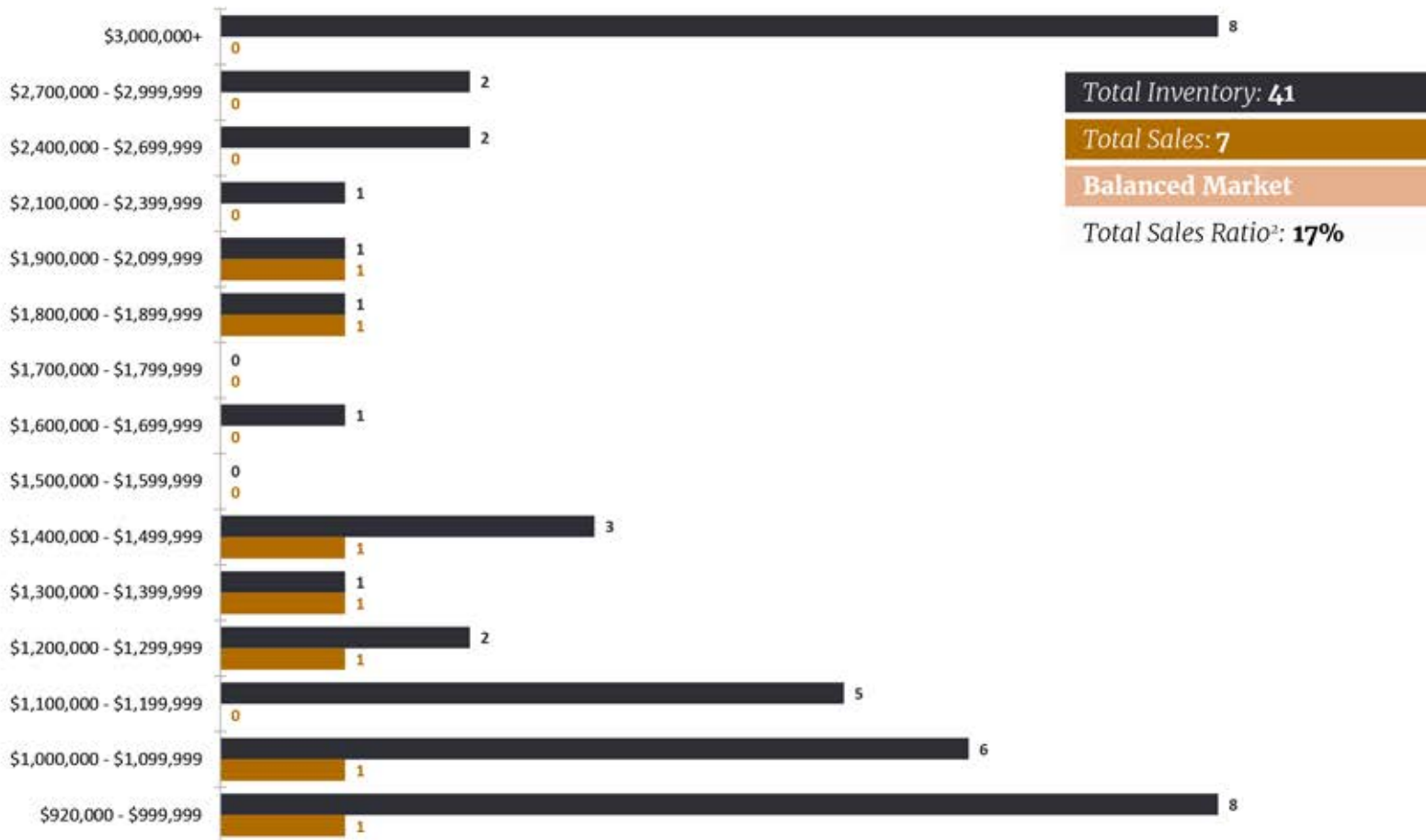
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

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	NA	NA	NA	0	3	0%
2 Bedrooms	\$1,250,000	11	2	3	25	12%
3 Bedrooms	\$1,315,000	23	4	3	10	30%
4 Bedrooms	\$1,839,888	43	4	1	3	33%
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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021: 17
Nov. 2022: 41

VARIANCE: **141%**

TOTAL SOLDS

Nov. 2021: 37
Nov. 2022: 7

VARIANCE: **-81%**

SALES PRICE

Nov. 2021: \$1.25m
Nov. 2022: \$1.32m

VARIANCE: **6%**

SALE PRICE PER SQFT.

Nov. 2021: N/A
Nov. 2022: N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2021: 107.28%
Nov. 2022: 98.72%

VARIANCE: **-8%**

DAYS ON MARKET

Nov. 2021: 6
Nov. 2022: 23

VARIANCE: **283%**

OAKVILLE MARKET SUMMARY | NOVEMBER 2022

- The Oakville attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **98.72% of list price** in November 2022.
- The most active price bands are **\$1,300,000-\$1,399,999**, **\$1,800,000-\$1,899,999** and **\$1,900,000-\$2,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,315,000**.
- The median days on market for November 2022 was **23** days, up from **6** in November 2021.

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.