

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

FEBRUARY
2023

OAKVILLE

ONTARIO



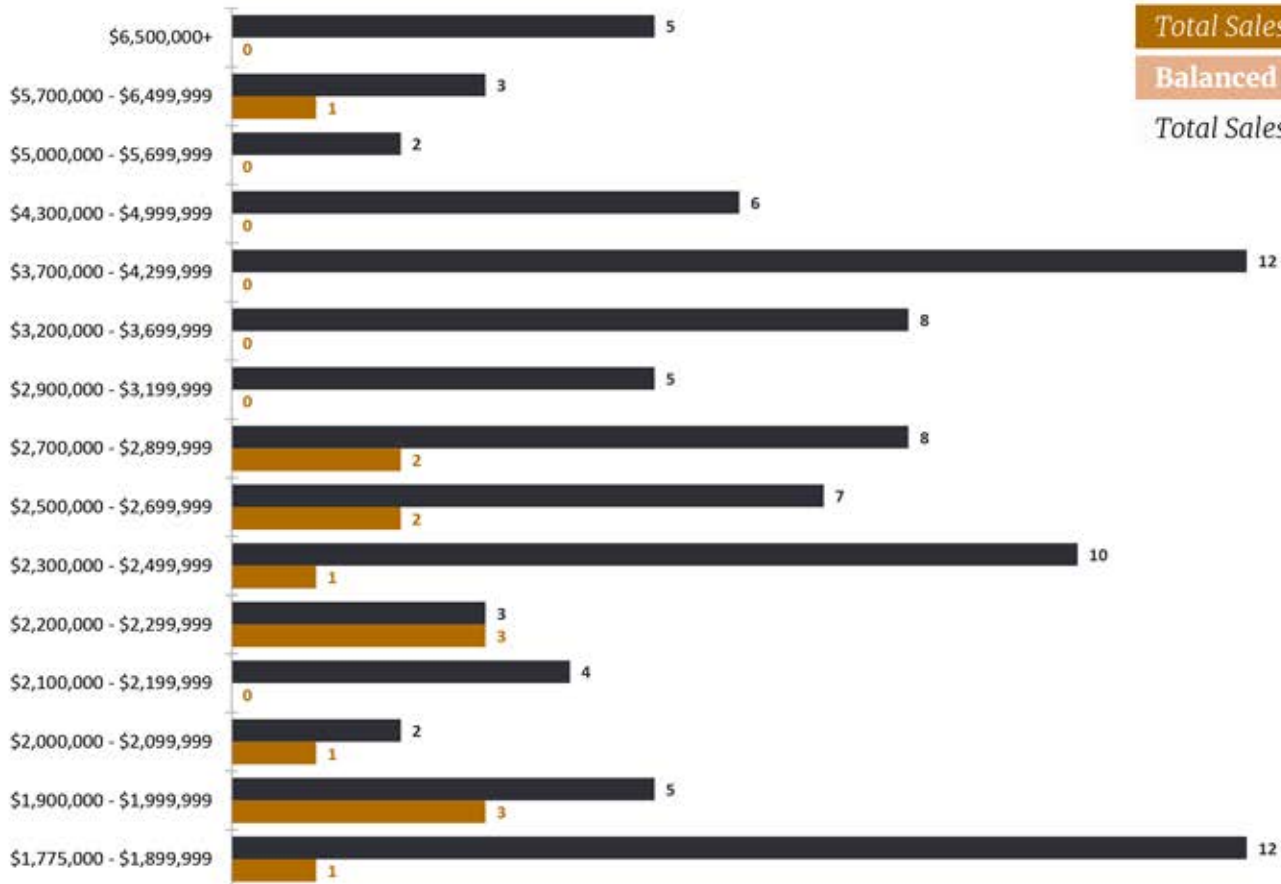
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2023

Inventory Sales

Luxury Benchmark Price¹: **\$1,775,000**



Total Inventory: **92**

Total Sales: **14**

Balanced Market

Total Sales Ratio²: **15%**

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	2	0%
3 Bedrooms	\$1,900,000	3	2	1	10	10%
4 Bedrooms	\$2,259,000	69	5	6	37	16%
5 Bedrooms	\$2,240,000	31	5	6	34	18%
6+ Bedrooms	\$5,800,000	59	8	1	8	13%

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 | JANUARY

TOTAL INVENTORY

Jan. 2022 Jan. 2023

26 92

VARIANCE: **254%**

TOTAL SOLD

Jan. 2022 Jan. 2023

40 14

VARIANCE: **-65%**

SALES PRICE

Jan. 2022 Jan. 2023

\$2.43m \$2.24m

VARIANCE: **-8%**

SALE PRICE PER SQFT.

Jan. 2022 Jan. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jan. 2022 Jan. 2023

105.39% 92.80%

VARIANCE: **-12%**

DAYS ON MARKET

Jan. 2022 Jan. 2023

7 44

VARIANCE: **529%**

OAKVILLE MARKET SUMMARY | JANUARY 2023

- The Oakville single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **92.80% of list price** in January 2023.
- The most active price band is **\$2,200,000-\$2,299,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$2,240,000**.
- The median days on market for January 2023 was **44** days, up from **7** in January 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 | JANUARY 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	NA	NA	NA	0	0	NA
2 Bedrooms	\$1,130,000	83	2	5	19	26%
3 Bedrooms	\$999,900	6	4	1	3	33%
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 | JANUARY

TOTAL INVENTORY

Jan. 2022 Jan. 2023

19 24

VARIANCE: **26%**

TOTAL SOLDS

Jan. 2022 Jan. 2023

25 6

VARIANCE: **-76%**

SALES PRICE

Jan. 2022 Jan. 2023

\$1.40m \$1.12m

VARIANCE: **-20%**

SALE PRICE PER SQFT.

Jan. 2022 Jan. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jan. 2022 Jan. 2023

116.88% 95.28%

VARIANCE: **-18%**

DAYS ON MARKET

Jan. 2022 Jan. 2023

6 79

VARIANCE: **1217%**

OAKVILLE MARKET SUMMARY | JANUARY 2023

- The Oakville attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **95.28% of list price** in January 2023.
- 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 **\$1,115,000**.
- The median days on market for January 2023 was **79** days, up from **6** in January 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.