

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JANUARY  
2022

OAKVILLE  

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ONTARIO



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

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

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

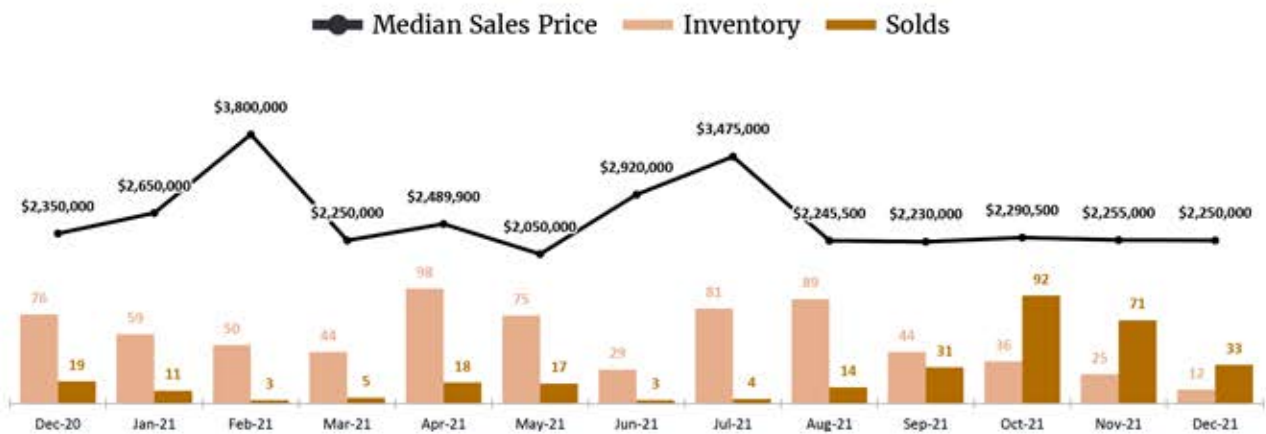


Beds <sup>3</sup> -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	0	NA
2 Bedrooms	NA	NA	NA	0	0	NA
3 Bedrooms	\$1,930,000	20	3	3	0	NA
4 Bedrooms	\$2,250,000	6	4	9	4	225%
5 Bedrooms	\$2,300,000	5	5	17	5	340%
6+ Bedrooms	\$2,500,000	6	6	3	3	100%

<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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2020	Dec. 2021
76	12

VARIANCE: **-84%**

#### TOTAL SOLDS

Dec. 2020	Dec. 2021
19	33

VARIANCE: **74%**

#### SALES PRICE

Dec. 2020	Dec. 2021
\$2.35m	\$2.25m

VARIANCE: **-4%**

#### SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
\$902	

VARIANCE: **3355%**

#### SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
96.54%	102.13%

VARIANCE: **6%**

#### DAYS ON MARKET

Dec. 2020	Dec. 2021
15	6

VARIANCE: **-60%**

### OAKVILLE MARKET SUMMARY | DECEMBER 2021

- The Oakville single-family luxury market is a **Seller's Market** with a **275% Sales Ratio**.
- Homes sold for a median of **102.13% of list price** in December 2021.
- The most active price band is **\$3,700,000-\$4,299,999**, where the sales ratio is **300%**.
- The median luxury sales price for single-family homes is **\$2,250,000**.
- The median days on market for December 2021 was **6** days, down from **15** in December 2020.

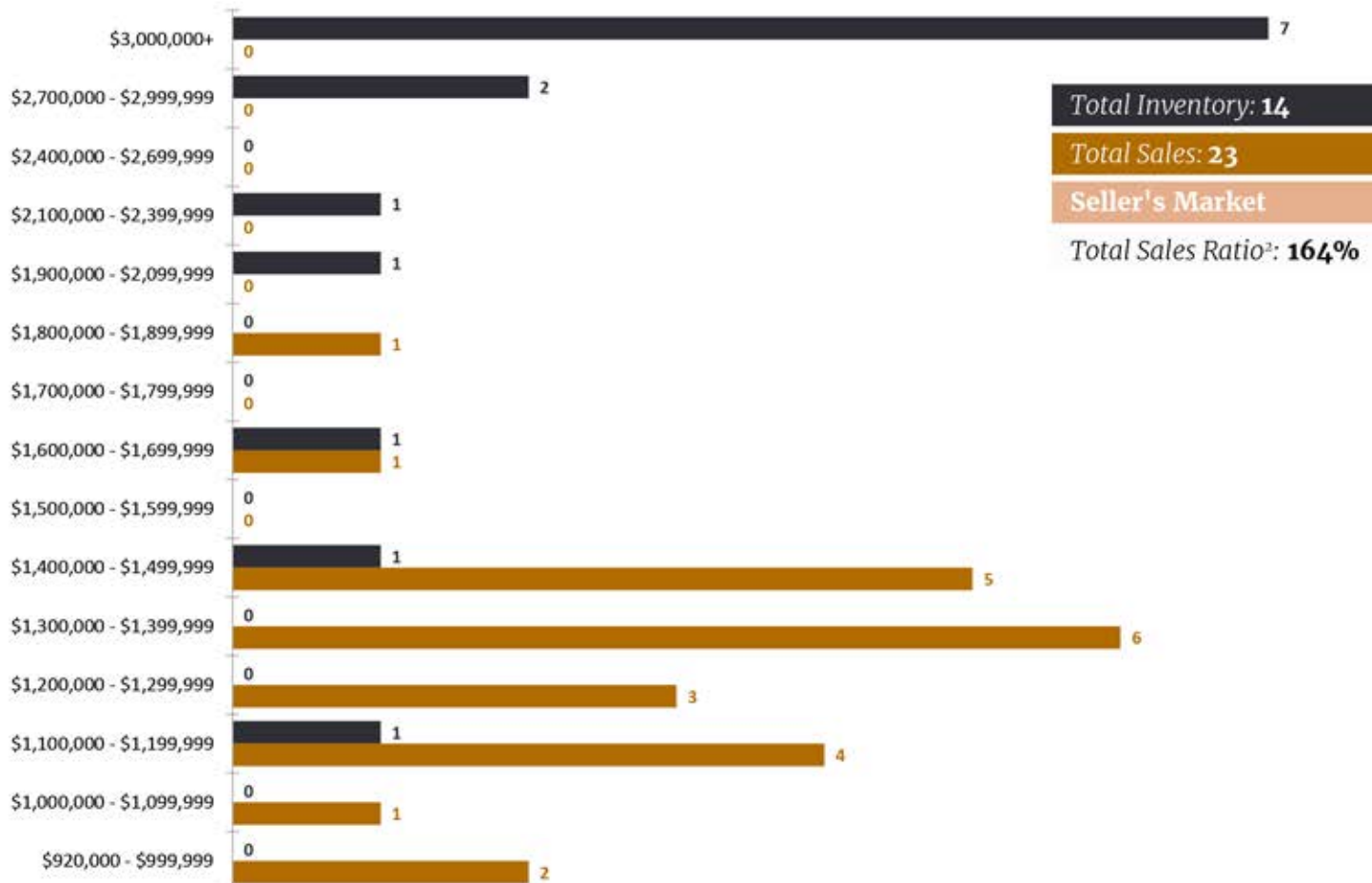
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2021

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	0	NA
2 Bedrooms	\$1,385,000	52	2	3	9	33%
3 Bedrooms	\$1,350,000	5	3	17	2	850%
4 Bedrooms	\$1,265,900	5	4	2	3	67%
5 Bedrooms	\$1,070,000	7	3	1	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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2020      Dec. 2021  
7                      14

VARIANCE: **100%**

#### TOTAL SOLDS

Dec. 2020      Dec. 2021  
15                    23

VARIANCE: **53%**

#### SALES PRICE

Dec. 2020      Dec. 2021  
\$1.07m          \$1.35m

VARIANCE: **26%**

#### SALE PRICE PER SQFT.

Dec. 2020      Dec. 2021  
N/A                \$689

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Dec. 2020      Dec. 2021  
97.28%          107.32%

VARIANCE: **10%**

#### DAYS ON MARKET

Dec. 2020      Dec. 2021  
42                    5

VARIANCE: **-88%**

## OAKVILLE MARKET SUMMARY | DECEMBER 2021

- The Oakville attached luxury market is a **Seller's Market** with a **164% Sales Ratio**.
- Homes sold for a median of **107.32% of list price** in December 2021.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **500%**.
- The median luxury sales price for attached homes is **\$1,350,000**.
- The median days on market for December 2021 was **5** days, down from **42** in December 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.