

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JANUARY  
2023

OAKVILLE  

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ONTARIO



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

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2022

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	1	0%
2 Bedrooms	NA	NA	NA	0	1	0%
3 Bedrooms	NA	NA	NA	0	7	0%
4 Bedrooms	\$2,380,000	25	5	6	34	18%
5 Bedrooms	\$2,450,000	32	5	4	34	12%
6+ Bedrooms	\$3,077,500	87	5	2	9	22%

<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. 2021    Dec. 2022  
12            86

VARIANCE: **617%**

#### TOTAL SOLDS

Dec. 2021    Dec. 2022  
33            12

VARIANCE: **-64%**

#### SALES PRICE

Dec. 2021    Dec. 2022  
\$2.25m    \$2.83m

VARIANCE: **26%**

#### SALE PRICE PER SQFT.

Dec. 2021    Dec. 2022  
N/A            N/A

VARIANCE: **-100%**

#### SALE TO LIST PRICE RATIO

Dec. 2021    Dec. 2022  
102.13%    92.43%

VARIANCE: **-9%**

#### DAYS ON MARKET

Dec. 2021    Dec. 2022  
6              36

VARIANCE: **500%**

### OAKVILLE MARKET SUMMARY | DECEMBER 2022

- The Oakville single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **92.43% of list price** in December 2022.
- The most active price band is **\$2,900,000-\$3,199,999**, where the sales ratio is **80%**.
- The median luxury sales price for single-family homes is **\$2,825,000**.
- The median days on market for December 2022 was **36** days, up from **6** in December 2021.

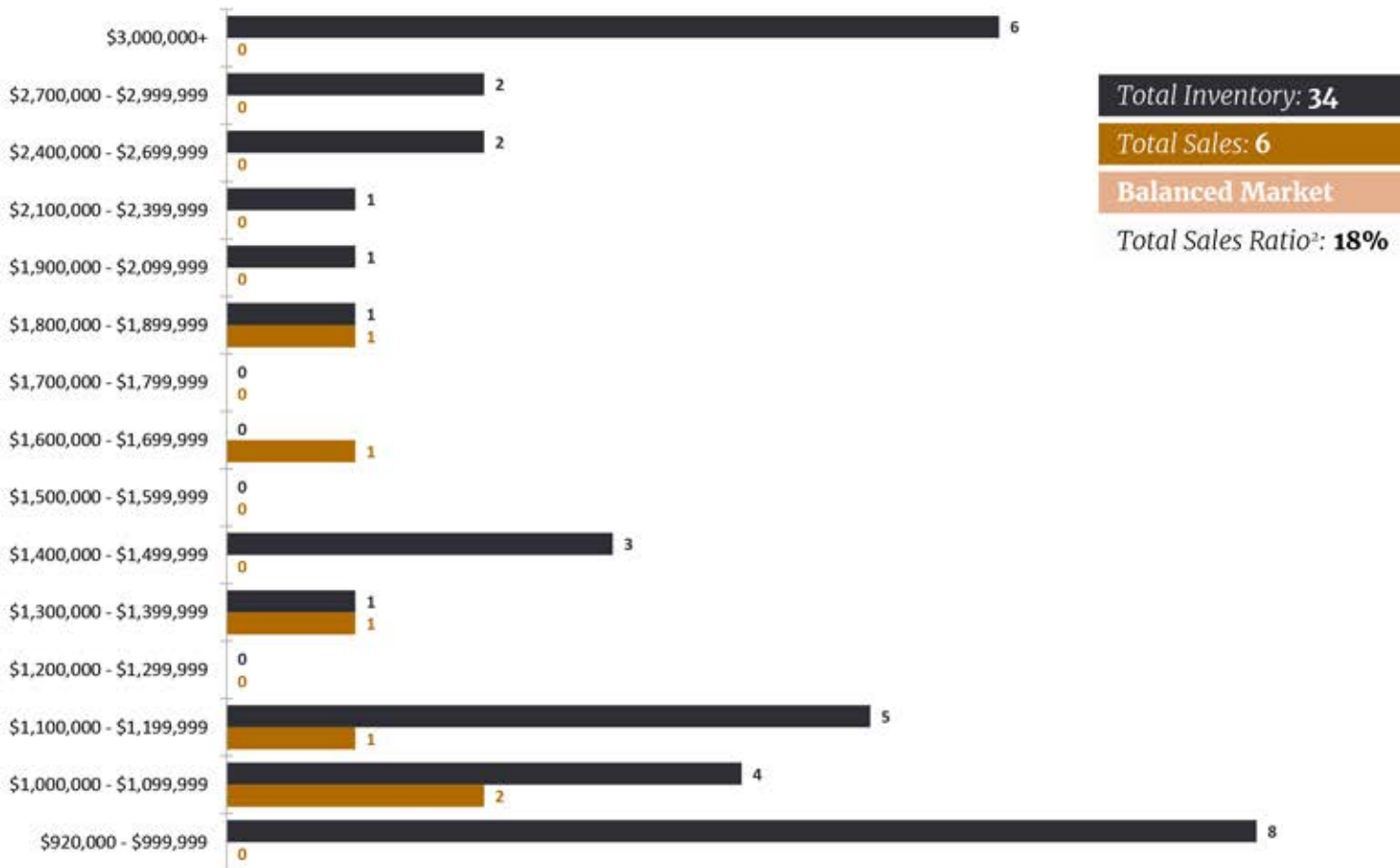
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

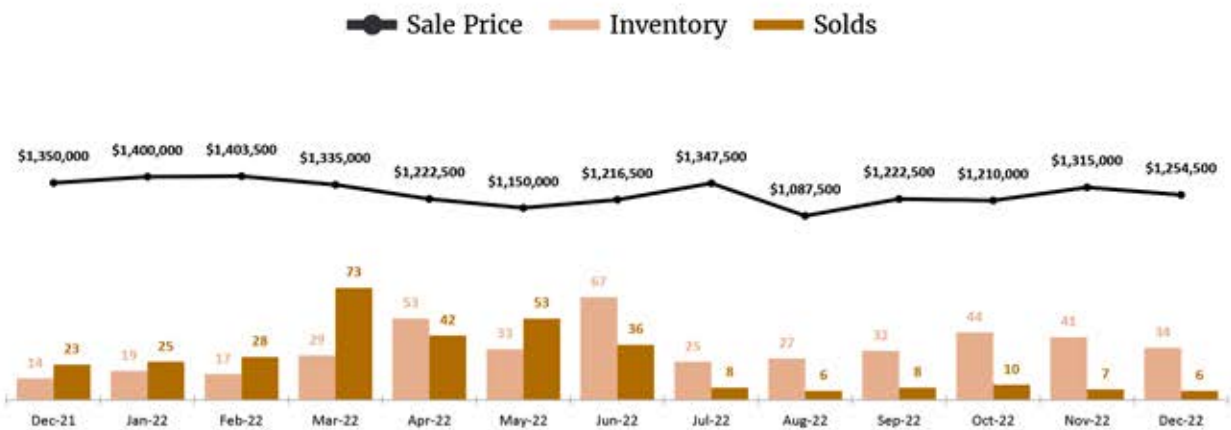
Luxury Benchmark Price<sup>1</sup>: **\$920,000**



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	\$1,010,000	13	2	1	1	100%
2 Bedrooms	\$1,480,750	53	2	4	23	17%
3 Bedrooms	\$1,055,000	48	2	1	7	14%
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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2021	Dec. 2022
14	34

VARIANCE: **143%**

#### TOTAL SOLDS

Dec. 2021	Dec. 2022
23	6

VARIANCE: **-74%**

#### SALES PRICE

Dec. 2021	Dec. 2022
\$1.35m	\$1.25m

VARIANCE: **-7%**

#### SALE PRICE PER SQFT.

Dec. 2021	Dec. 2022
N/A	N/A

VARIANCE: **22%**

#### SALE TO LIST PRICE RATIO

Dec. 2021	Dec. 2022
107.32%	95.93%

VARIANCE: **-11%**

#### DAYS ON MARKET

Dec. 2021	Dec. 2022
5	50

VARIANCE: **900%**

### OAKVILLE MARKET SUMMARY | DECEMBER 2022

- The Oakville attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **95.93% of list price** in December 2022.
- The most active price bands are **\$1,300,000-\$1,399,999** and **\$1,800,000-\$1,899,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,254,500**.
- The median days on market for December 2022 was **50** days, up from **5** in December 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.