

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2021



collaborativerealestate.ca

OAKVILLE
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2021

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	0	NA
2 Bedrooms	NA	NA	NA	0	0	NA
3 Bedrooms	\$2,920,000	64	2	1	1	100%
4 Bedrooms	\$2,150,000	62	4	1	15	7%
5 Bedrooms	\$2,950,000	10	5	1	11	9%
6+ Bedrooms	NA	NA	NA	0	2	0%

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 | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
265	29

VARIANCE: **-89%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
9	3

VARIANCE: **-67%**

SALES PRICE

Jun. 2020	Jun. 2021
\$2.05m	\$2.92m

VARIANCE: **42%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
92.86%	98.37%

VARIANCE: **6%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
11	62

VARIANCE: **464%**

OAKVILLE MARKET SUMMARY | JUNE 2021

- The Oakville single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **98.37% of list price** in June 2021.
- The most active price band is **\$2,900,000-\$3,199,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$2,920,000**.
- The median days on market for June 2021 was **62** days, up from **11** in June 2020.

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 | JUNE 2021

Inventory Sales

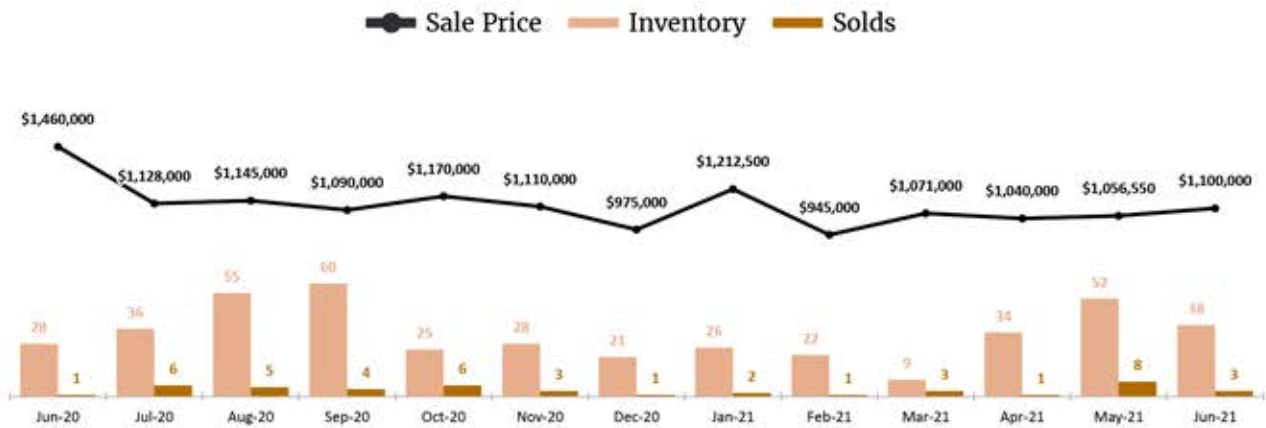
Luxury Benchmark Price¹: **\$920,000**



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	2	0%
2 Bedrooms	NA	NA	NA	0	16	0%
3 Bedrooms	\$970,000	1	3	1	16	6%
4 Bedrooms	\$1,100,000	14	4	2	3	67%
5 Bedrooms	NA	NA	NA	0	1	0%
6+ Bedrooms	NA	NA	NA	0	0	NA

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13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JUNE

TOTAL INVENTORY

Jun. 2020 Jun. 2021
28 **38**

VARIANCE: **36%**

TOTAL SOLDS

Jun. 2020 Jun. 2021
1 **3**

VARIANCE: **200%**

SALES PRICE

Jun. 2020 Jun. 2021
\$1.46m **\$1.10m**

VARIANCE: **-25%**

SALE PRICE PER SQFT.

Jun. 2020 Jun. 2021
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2020 Jun. 2021
94.32% **110.11%**

VARIANCE: **17%**

DAYS ON MARKET

Jun. 2020 Jun. 2021
6 **14**

VARIANCE: **133%**

OAKVILLE MARKET SUMMARY | JUNE 2021

- The Oakville attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **110.11% of list price** in June 2021.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **40%**.
- The median luxury sales price for attached homes is **\$1,100,000**.
- The median days on market for June 2021 was **14** days, up from **6** in June 2020.

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.