

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2022



collaborativerealestate.ca

OAKVILLE

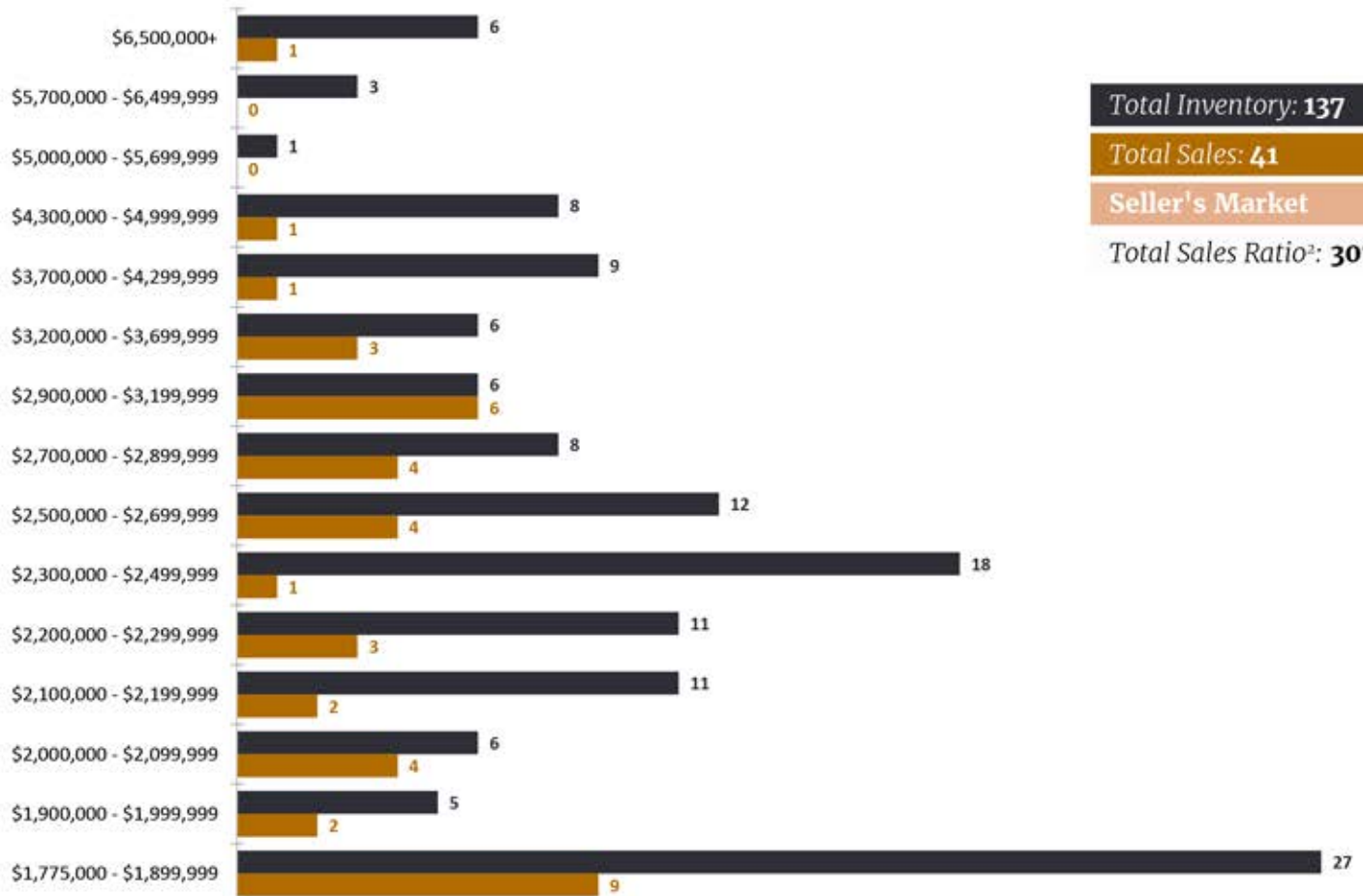
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

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



Total Inventory: **137**

Total Sales: **41**

Seller's Market

Total Sales Ratio²: **30%**

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	1	0%
3 Bedrooms	\$2,550,000	36	1	5	12	42%
4 Bedrooms	\$2,200,000	12	4	19	55	35%
5 Bedrooms	\$2,567,400	12	4	12	57	21%
6+ Bedrooms	\$2,800,000	29	5	5	12	42%

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. 2021 Jun. 2022
29 137

VARIANCE: **372%**

TOTAL SOLDS

Jun. 2021 Jun. 2022
3 41

VARIANCE: **1267%**

SALES PRICE

Jun. 2021 Jun. 2022
\$2.92m \$2.40m

VARIANCE: **-18%**

SALE PRICE PER SQFT.

Jun. 2021 Jun. 2022
N/A \$669

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2021 Jun. 2022
98.37% 96.04%

VARIANCE: **-2%**

DAYS ON MARKET

Jun. 2021 Jun. 2022
62 15

VARIANCE: **-76%**

OAKVILLE MARKET SUMMARY | JUNE 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **96.04% of list price** in June 2022.
- The most active price band is **\$2,900,000-\$3,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$2,400,000**.
- The median days on market for June 2022 was **15** days, down from **62** in June 2021.

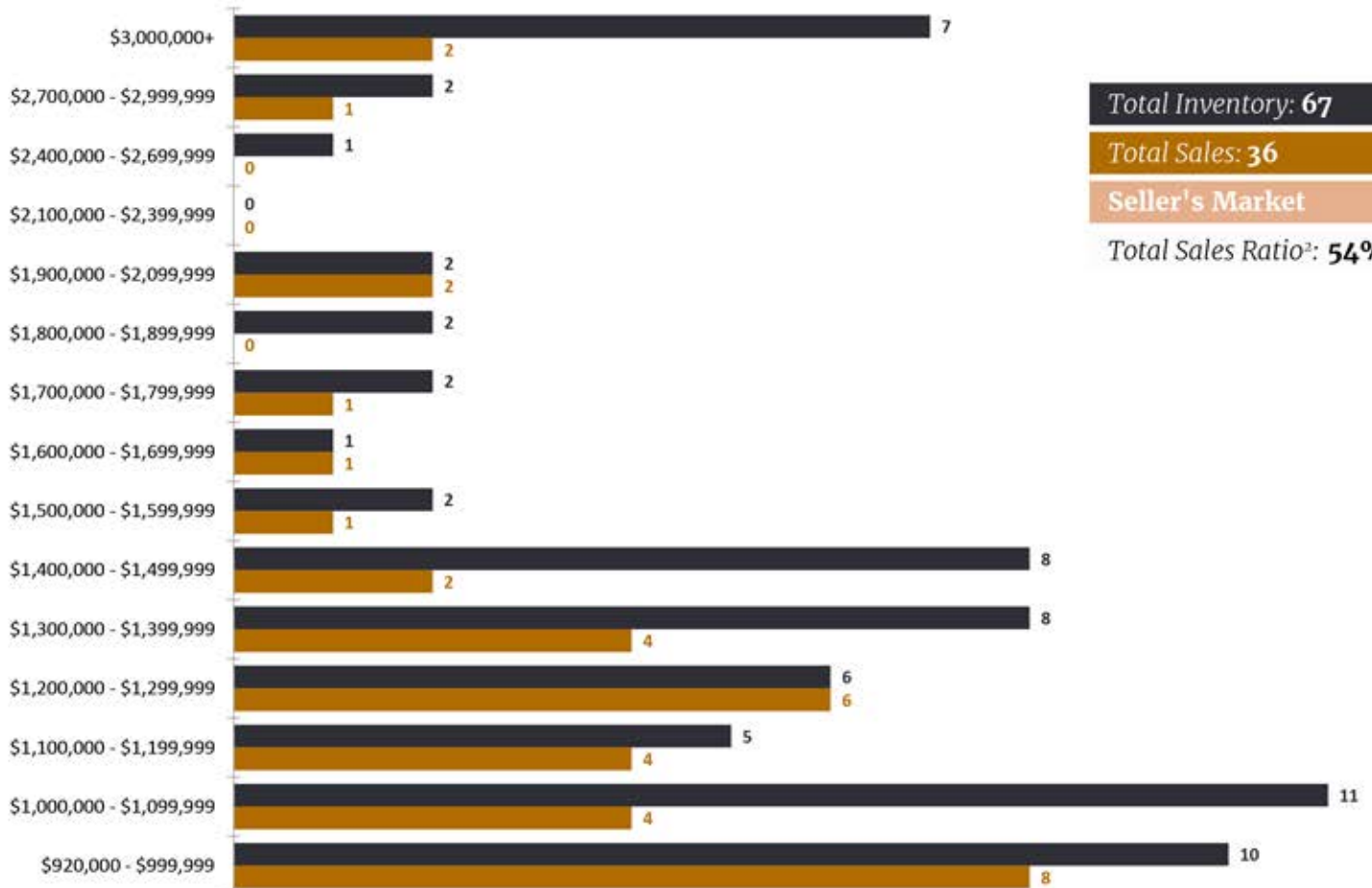
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

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



Total Inventory: **67**

Total Sales: **36**

Seller's Market

Total Sales Ratio²: **54%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$1,199,000	32	2	1	1	100%
2 Bedrooms	\$1,265,000	10	2	9	14	64%
3 Bedrooms	\$1,090,000	14	3	17	40	43%
4 Bedrooms	\$1,327,500	14	4	8	10	80%
5 Bedrooms	NA	NA	NA	0	2	0%
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 | JUNE

TOTAL INVENTORY

Jun. 2021	Jun. 2022
12	67

VARIANCE: **458%**

TOTAL SOLDS

Jun. 2021	Jun. 2022
43	36

VARIANCE: **-16%**

SALES PRICE

Jun. 2021	Jun. 2022
\$1.12m	\$1.22m

VARIANCE: **9%**

SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
N/A	\$697

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
102.00%	96.89%

VARIANCE: **-5%**

DAYS ON MARKET

Jun. 2021	Jun. 2022
8	14

VARIANCE: **75%**

OAKVILLE MARKET SUMMARY | JUNE 2022

- The Oakville attached luxury market is a **Seller's Market** with a **54% Sales Ratio**.
- Homes sold for a median of **96.89% of list price** in June 2022.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,216,500**.
- The median days on market for June 2022 was **14** days, up from **8** in June 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.