

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JUNE
2021



collaborativerealestate.ca

OAKVILLE

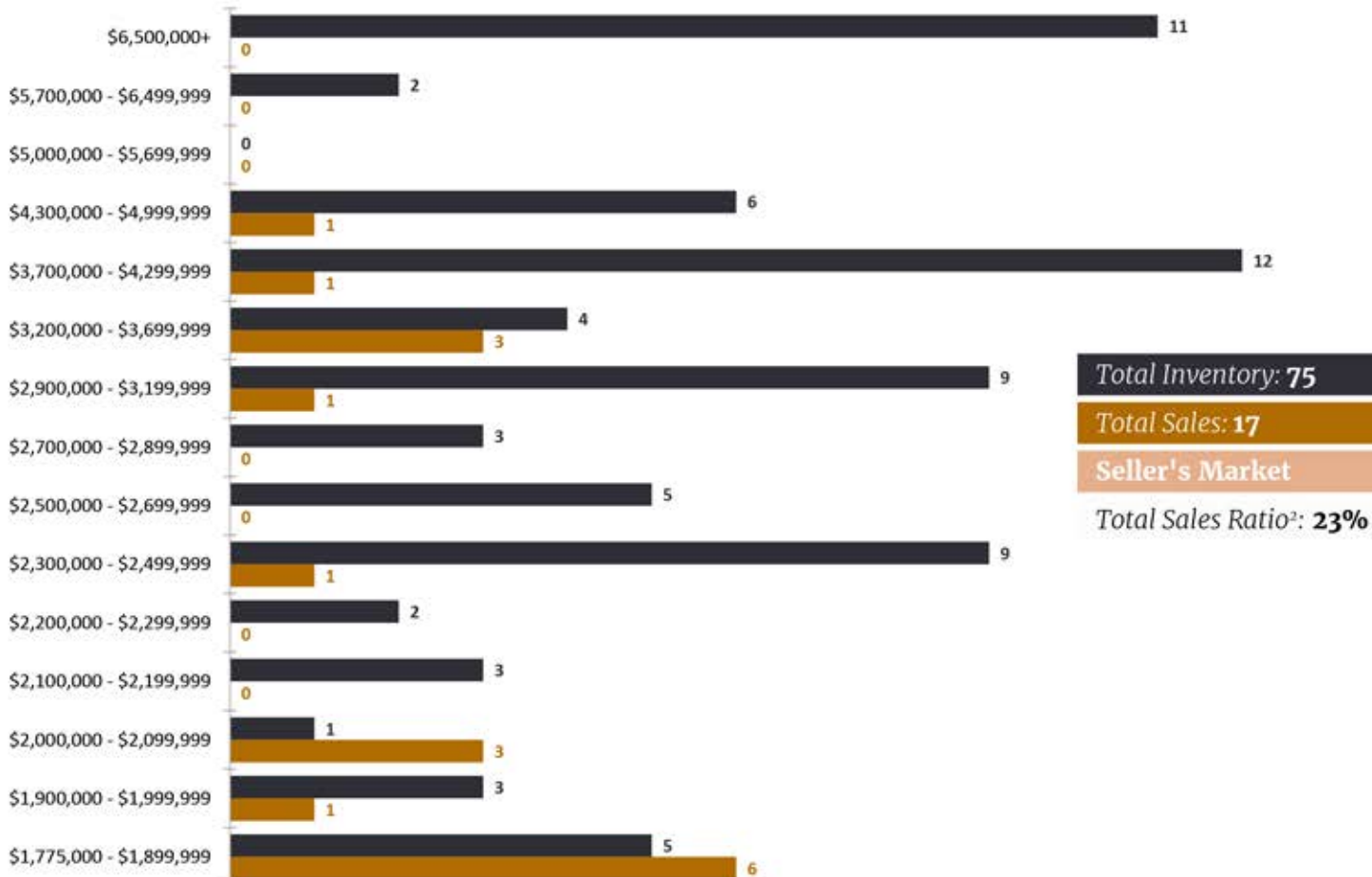
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 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	\$2,050,000	10	3	3	4	75%
4 Bedrooms	\$2,015,000	15	5	6	40	15%
5 Bedrooms	\$2,724,950	23	5	8	25	32%
6+ Bedrooms	NA	NA	NA	0	6	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 | MAY

TOTAL INVENTORY

May 2020 May 2021

178 75

VARIANCE: -58%

TOTAL SOLDS

May 2020 May 2021

17 17

VARIANCE: 0%

SALES PRICE

May 2020 May 2021

\$2.16m \$2.05m

VARIANCE: -5%

SALE PRICE PER SQFT.

May 2020 May 2021

\$579 N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

May 2020 May 2021

96.03% 97.80%

VARIANCE: 2%

DAYS ON MARKET

May 2020 May 2021

26 21

VARIANCE: -19%

OAKVILLE MARKET SUMMARY | MAY 2021

- The Oakville single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **97.80% of list price** in May 2021.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **300%**.
- The median luxury sales price for single-family homes is **\$2,050,000**.
- The median days on market for May 2021 was **21** days, down from **26** in May 2020.

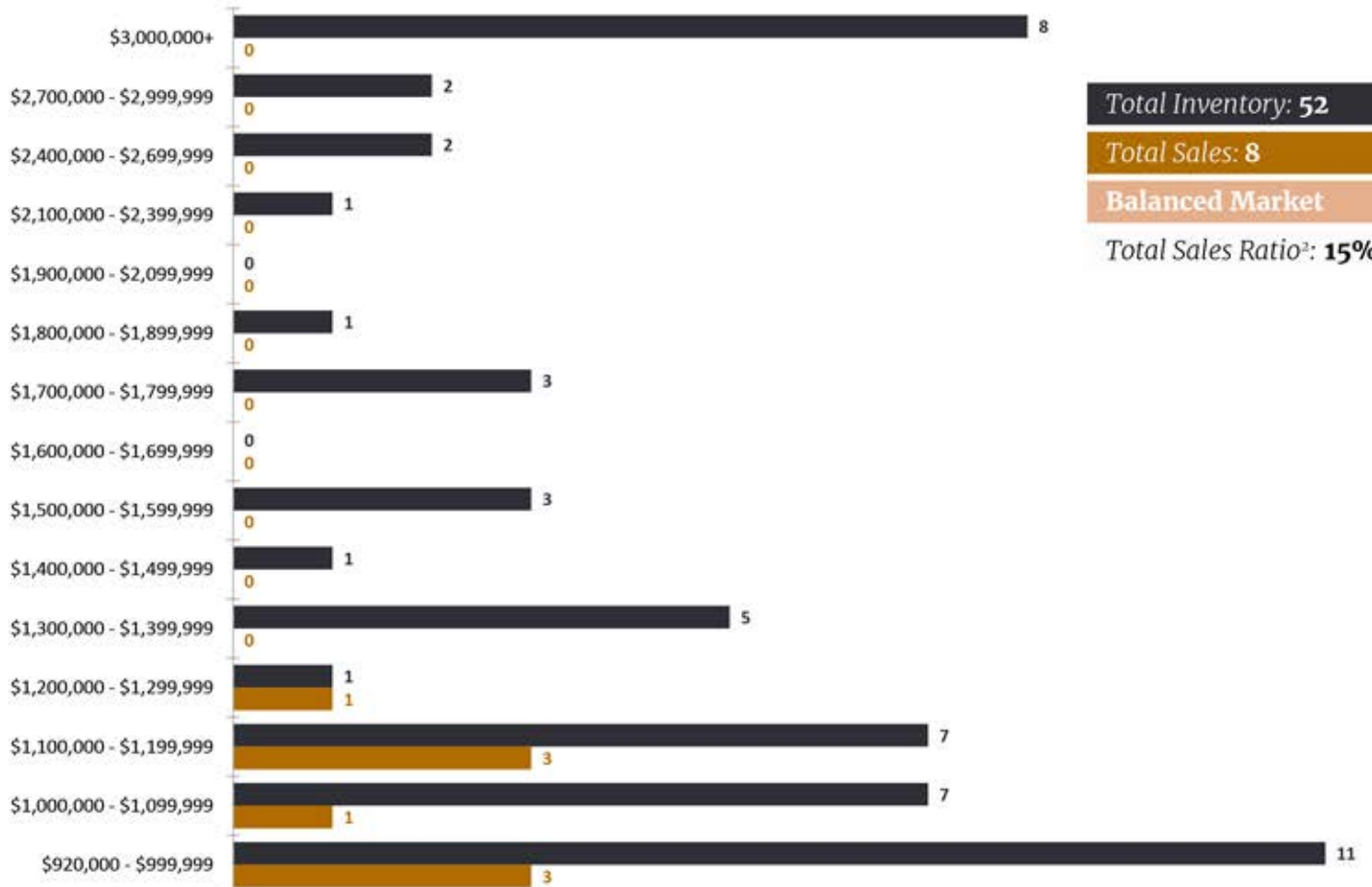
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MAY 2021

Inventory Sales

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



Total Inventory: **52**

Total Sales: **8**

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	\$1,132,900	16	2	1	18	6%
3 Bedrooms	\$1,003,550	5	3	6	24	25%
4 Bedrooms	\$1,255,000	6	4	1	9	11%
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 | MAY

TOTAL INVENTORY

May 2020 May 2021

21 52

VARIANCE: **148%**

TOTAL SOLD

May 2020 May 2021

4 8

VARIANCE: **100%**

SALES PRICE

May 2020 May 2021

\$1.23m \$1.06m

VARIANCE: **-14%**

SALE PRICE PER SQFT.

May 2020 May 2021

\$524 N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

May 2020 May 2021

93.08% 102.83%

VARIANCE: **10%**

DAYS ON MARKET

May 2020 May 2021

66 7

VARIANCE: **-89%**

OAKVILLE MARKET SUMMARY | MAY 2021

- The Oakville attached luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **102.83% of list price** in May 2021.
- 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 **\$1,056,550**.
- The median days on market for May 2021 was **7** days, down from **66** in May 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.