

INSTITUTE *for*  
LUXURY HOME  
MARKETING™

Home of the CLHMS™

JUNE  
2022



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OAKVILLE  

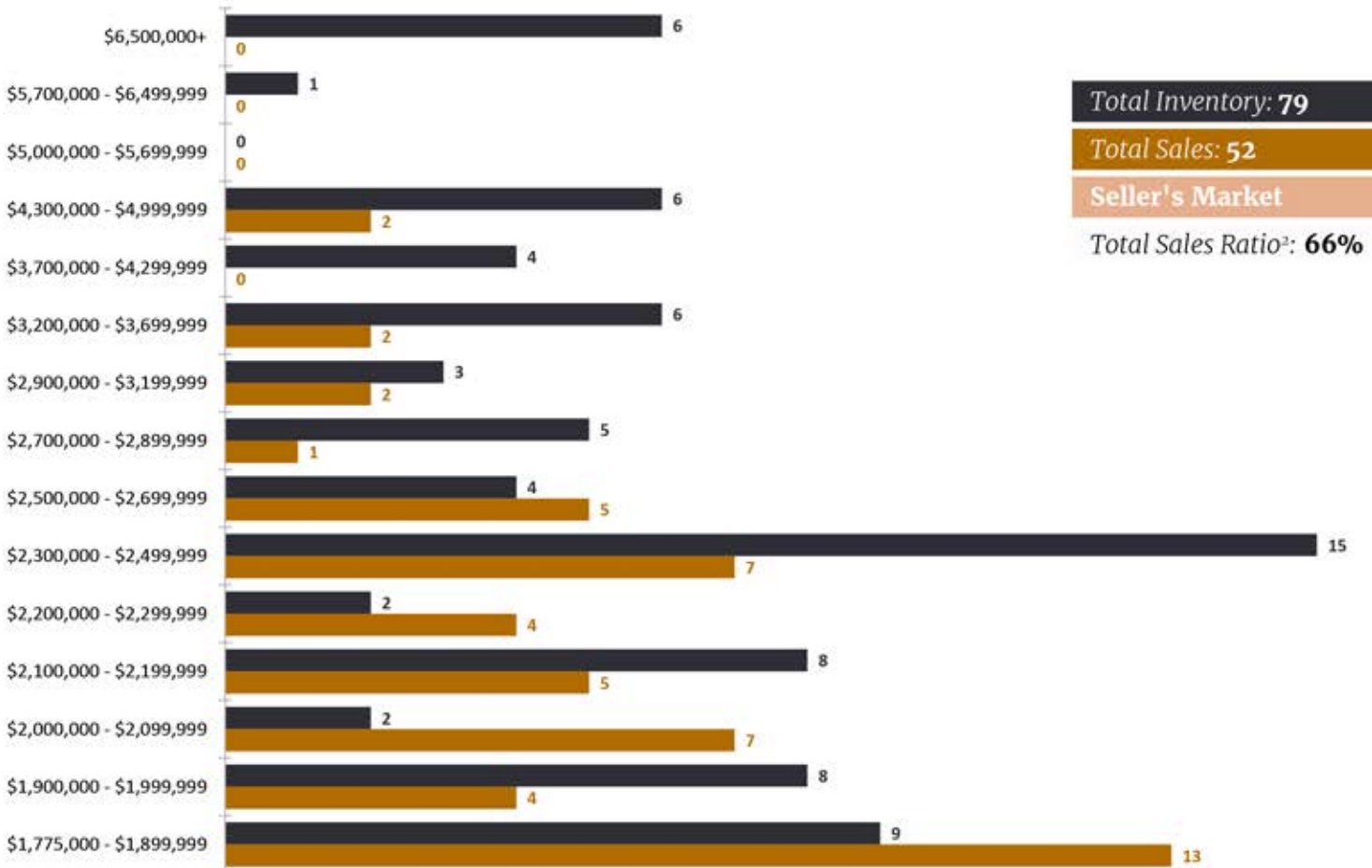
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ONTARIO

### LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

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



Total Inventory: **79**

Total Sales: **52**

Seller's Market

Total Sales Ratio<sup>2</sup>: **66%**

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	1	0%
3 Bedrooms	\$2,219,500	21	3	2	8	25%
4 Bedrooms	\$2,100,000	6	4	30	27	111%
5 Bedrooms	\$2,180,000	14	4	19	34	56%
6+ Bedrooms	\$2,100,000	22	5	1	9	11%

<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 | MAY

#### TOTAL INVENTORY

May 2021      May 2022

75              79

VARIANCE: 5%

#### TOTAL SOLDS

May 2021      May 2022

17              52

VARIANCE: 206%

#### SALES PRICE

May 2021      May 2022

\$2.05m      \$2.13m

VARIANCE: 4%

#### SALE PRICE PER SQFT.

May 2021      May 2022

N/A              \$673

VARIANCE: N/A

#### SALE TO LIST PRICE RATIO

May 2021      May 2022

97.80%      97.69%

VARIANCE: 0%

#### DAYS ON MARKET

May 2021      May 2022

21              9

VARIANCE: -57%

## OAKVILLE MARKET SUMMARY | MAY 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **97.69% of list price** in May 2022.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **350%**.
- The median luxury sales price for single-family homes is **\$2,125,000**.
- The median days on market for May 2022 was **9** days, down from **21** in May 2021.

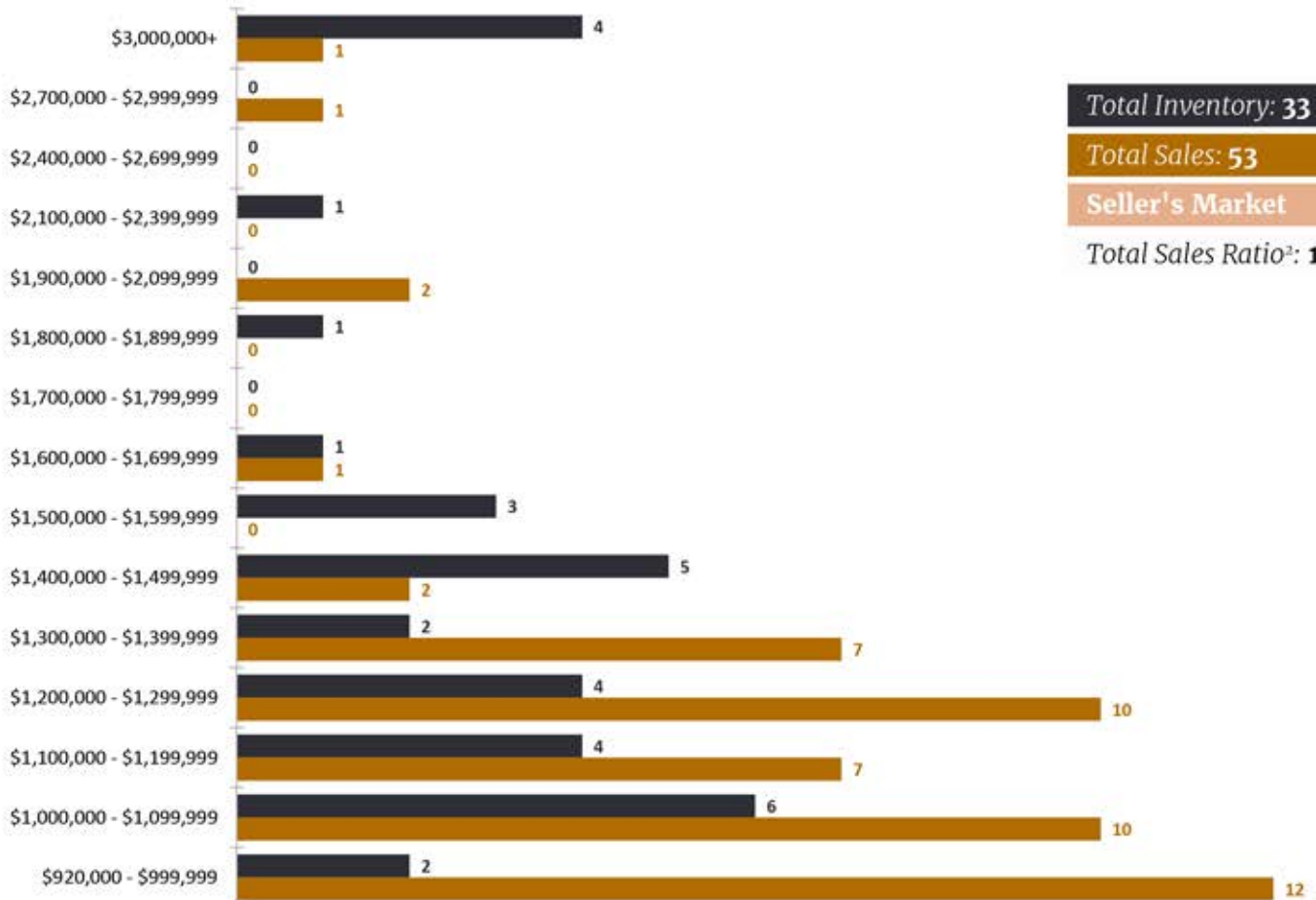
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

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



Total Inventory: **33**

Total Sales: **53**

Seller's Market

Total Sales Ratio<sup>2</sup>: **161%**

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	2	0%
2 Bedrooms	\$1,150,000	7	2	11	7	157%
3 Bedrooms	\$1,130,000	12	3	35	19	184%
4 Bedrooms	\$1,223,133	6	3	7	4	175%
5 Bedrooms	NA	NA	NA	0	1	0%
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 | MAY

#### TOTAL INVENTORY

May 2021: 14  
May 2022: 33

VARIANCE: **136%**

#### TOTAL SOLDS

May 2021: 49  
May 2022: 53

VARIANCE: **8%**

#### SALES PRICE

May 2021: \$1.13m  
May 2022: \$1.15m

VARIANCE: **2%**

#### SALE PRICE PER SQFT.

May 2021: N/A  
May 2022: \$658

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

May 2021: 105.68%  
May 2022: 98.25%

VARIANCE: **-7%**

#### DAYS ON MARKET

May 2021: 5  
May 2022: 10

VARIANCE: **100%**

## OAKVILLE MARKET SUMMARY | MAY 2022

- The Oakville attached luxury market is a **Seller's Market** with a **161% Sales Ratio**.
- Homes sold for a median of **98.25% of list price** in May 2022.
- The most active price band is **\$920,000-\$999,999**, where the sales ratio is **600%**.
- The median luxury sales price for attached homes is **\$1,150,000**.
- The median days on market for May 2022 was **10** days, up from **5** in May 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.