

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2021



collaborativerealestate.ca

OAKVILLE

ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 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	1	0%
2 Bedrooms	NA	NA	NA	0	0	NA
3 Bedrooms	NA	NA	NA	0	2	0%
4 Bedrooms	\$2,178,888	56	5	1	20	5%
5 Bedrooms	\$4,340,000	11	5	2	22	9%
6+ Bedrooms	NA	NA	NA	0	5	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 | FEBRUARY

TOTAL INVENTORY

Feb. 2020	Feb. 2021
139	50

VARIANCE: -64%

TOTAL SOLD

Feb. 2020	Feb. 2021
19	3

VARIANCE: -84%

SALES PRICE

Feb. 2020	Feb. 2021
\$2.15m	\$3.80m

VARIANCE: 77%

SALE PRICE PER SQFT.

Feb. 2020	Feb. 2021
\$703	N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Feb. 2020	Feb. 2021
96.90%	95.29%

VARIANCE: -2%

DAYS ON MARKET

Feb. 2020	Feb. 2021
27	16

VARIANCE: -41%

OAKVILLE MARKET SUMMARY | FEBRUARY 2021

- The Oakville single-family luxury market is a **Buyer's Market** with a **6% Sales Ratio**.
- Homes sold for a median of **95.29% of list price** in February 2021.
- The most active price band is **\$2,100,000-\$2,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$3,800,000**.
- The median days on market for February 2021 was **16** days, down from **27** in February 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. All prices are in Canadian Dollars.

LUXURY INVENTORY VS. SALES | FEBRUARY 2021

Inventory Sales

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



Total Inventory: **22**

Total Sales: **1**

Buyer's Market

Total Sales Ratio²: **5%**

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	\$945,000	111	2	1	17	6%
3 Bedrooms	NA	NA	NA	0	3	0%
4 Bedrooms	NA	NA	NA	0	2	0%
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 | FEBRUARY

TOTAL INVENTORY

Feb. 2020	Feb. 2021
23	22

VARIANCE: **-4%**

TOTAL SOLD

Feb. 2020	Feb. 2021
1	1

VARIANCE: **0%**

SALES PRICE

Feb. 2020	Feb. 2021
\$1.06m	\$945k

VARIANCE: **-11%**

SALE PRICE PER SQFT.

Feb. 2020	Feb. 2021
\$530	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2020	Feb. 2021
96.45%	96.44%

VARIANCE: **0%**

DAYS ON MARKET

Feb. 2020	Feb. 2021
17	111

VARIANCE: **553%**

OAKVILLE MARKET SUMMARY | FEBRUARY 2021

- The Oakville attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **96.44% of list price** in February 2021.
- The most active price band is **\$920,000-\$999,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$945,000**.
- The median days on market for February 2021 was **111** days, up from **17** in February 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. All prices are in Canadian Dollars.