

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

MARCH  
2022

OAKVILLE  

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ONTARIO



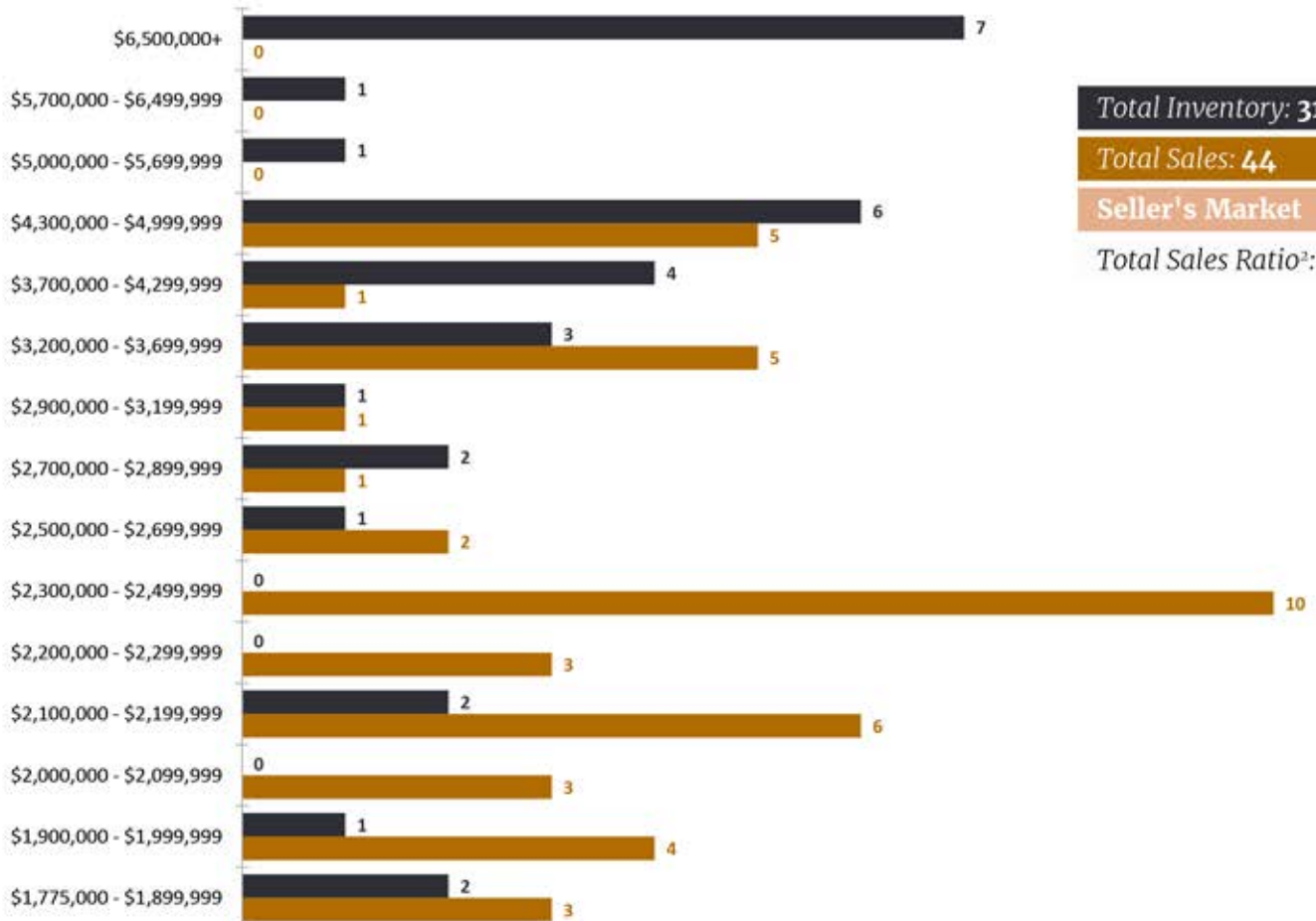
[collaborativerealestate.ca](http://collaborativerealestate.ca)

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

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



Total Inventory: **31**

Total Sales: **44**

Seller's Market

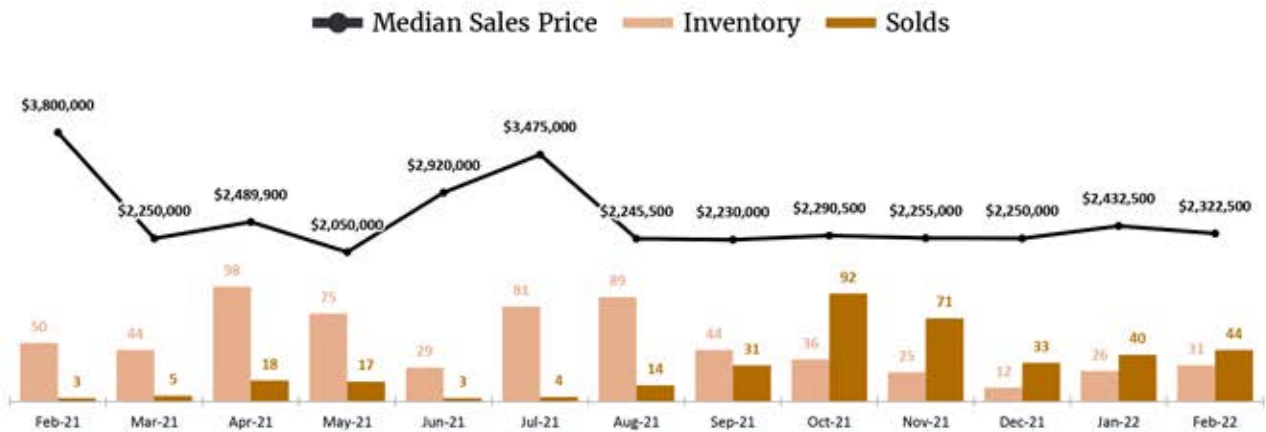
Total Sales Ratio<sup>2</sup>: **142%**

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	1	0%
2 Bedrooms	NA	NA	NA	0	0	NA
3 Bedrooms	\$2,162,500	7	4	4	2	200%
4 Bedrooms	\$2,315,000	5	4	23	9	256%
5 Bedrooms	\$2,441,100	5	4	15	15	100%
6+ Bedrooms	\$2,732,500	7	5	2	4	50%

<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 | FEBRUARY

#### TOTAL INVENTORY

Feb. 2021	Feb. 2022
50	31

VARIANCE: **-38%**

#### TOTAL SOLDS

Feb. 2021	Feb. 2022
3	44

VARIANCE: **1367%**

#### SALES PRICE

Feb. 2021	Feb. 2022
\$3.80m	\$2.32m

VARIANCE: **-39%**

#### SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
95.29%	111.61%

VARIANCE: **17%**

#### DAYS ON MARKET

Feb. 2021	Feb. 2022
16	5

VARIANCE: **-69%**

### OAKVILLE MARKET SUMMARY | FEBRUARY 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **142% Sales Ratio**.
- Homes sold for a median of **111.61% of list price** in February 2022.
- The most active price band is **\$1,900,000-\$1,999,999**, where the sales ratio is **400%**.
- The median luxury sales price for single-family homes is **\$2,322,500**.
- The median days on market for February 2022 was **5** days, down from **16** in February 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 | FEBRUARY 2022

Inventory Sales

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



Total Inventory: **17**

Total Sales: **28**

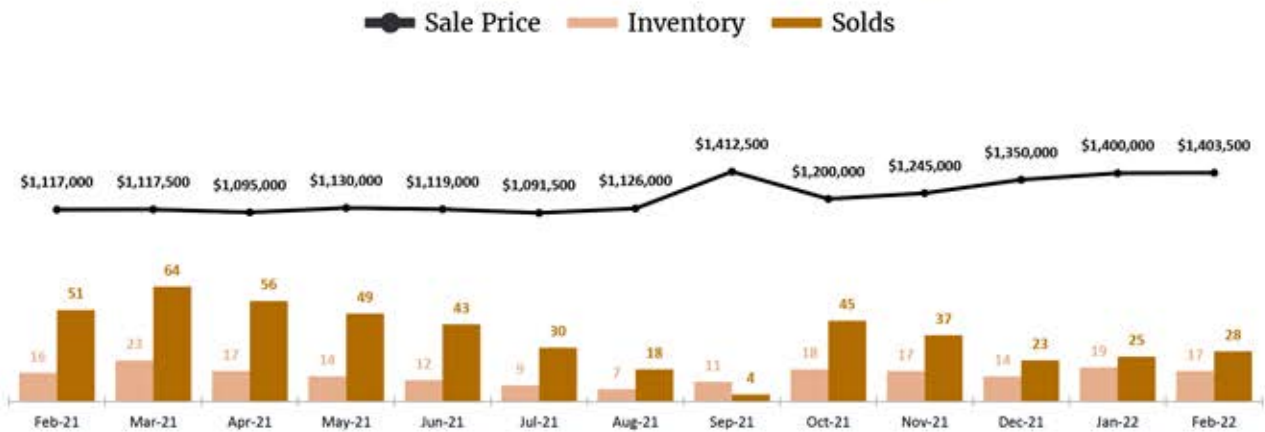
Seller's Market

Total Sales Ratio<sup>2</sup>: **165%**

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	\$1,075,000	7	2	8	10	80%
3 Bedrooms	\$1,403,500	5	3	16	4	400%
4 Bedrooms	\$1,892,500	5	4	4	3	133%
5 Bedrooms	NA	NA	NA	0	0	NA
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 | FEBRUARY

#### TOTAL INVENTORY

Feb. 2021      Feb. 2022  
**16**            **17**

VARIANCE: **6%**

#### TOTAL SOLD

Feb. 2021      Feb. 2022  
**51**            **28**

VARIANCE: **-45%**

#### SALES PRICE

Feb. 2021      Feb. 2022  
**\$1.12m**      **\$1.40m**

VARIANCE: **26%**

#### SALE PRICE PER SQFT.

Feb. 2021      Feb. 2022  
**N/A**            **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Feb. 2021      Feb. 2022  
**106.39%**    **116.33%**

VARIANCE: **9%**

#### DAYS ON MARKET

Feb. 2021      Feb. 2022  
**6**                **5**

VARIANCE: **-17%**

### OAKVILLE MARKET SUMMARY | FEBRUARY 2022

- The Oakville attached luxury market is a **Seller's Market** with a **165% Sales Ratio**.
- Homes sold for a median of **116.33% of list price** in February 2022.
- The most active price bands are **\$1,000,000-\$1,099,999** and **\$1,500,000-\$1,599,999**, where the sales ratio is **400%**.
- The median luxury sales price for attached homes is **\$1,403,500**.
- The median days on market for February 2022 was **5** days, down from **6** in February 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.