

INSTITUTE for  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

MARCH  
2023

OAKVILLE  
ONTARIO



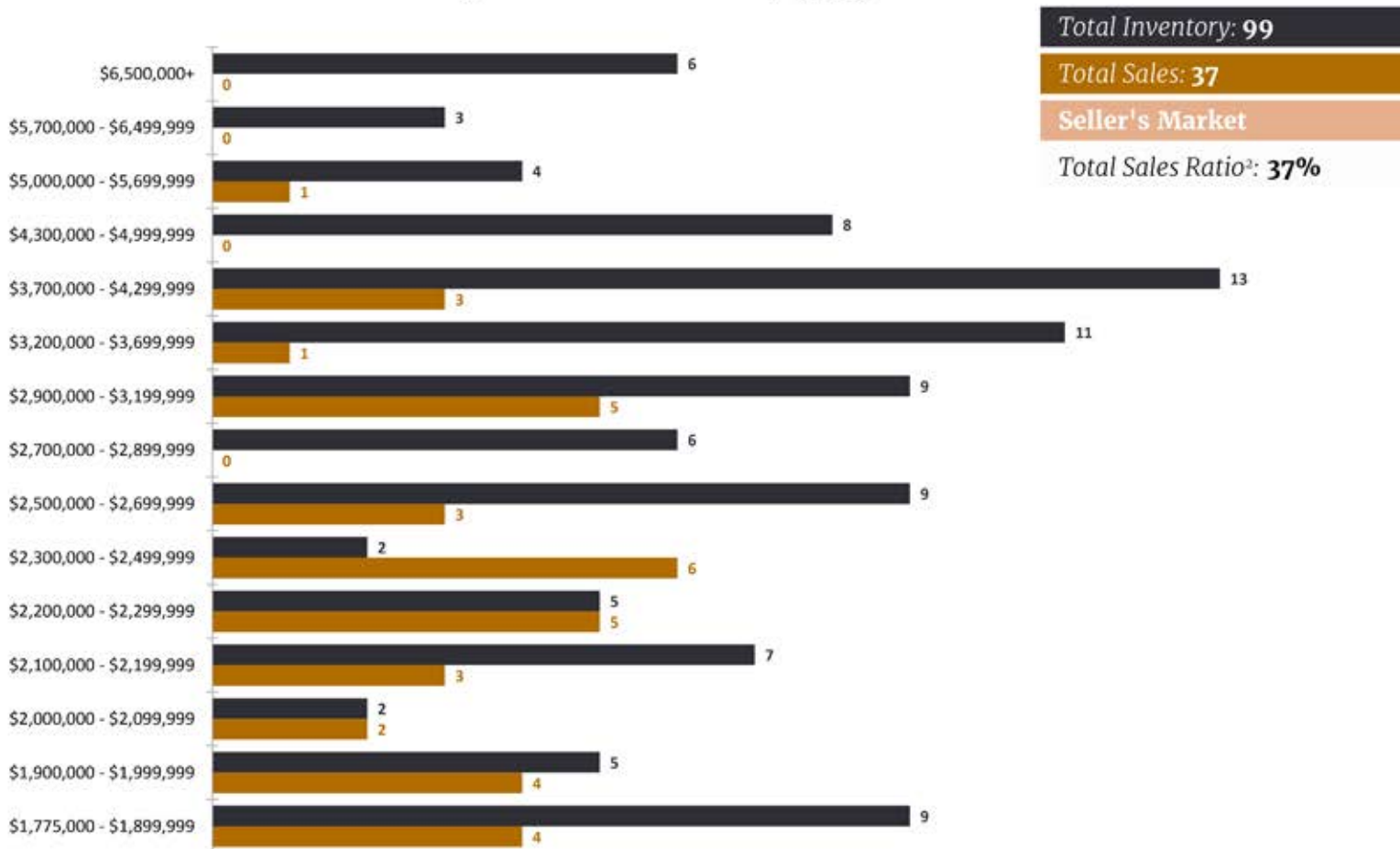
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | FEBRUARY 2023

Inventory Sales

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

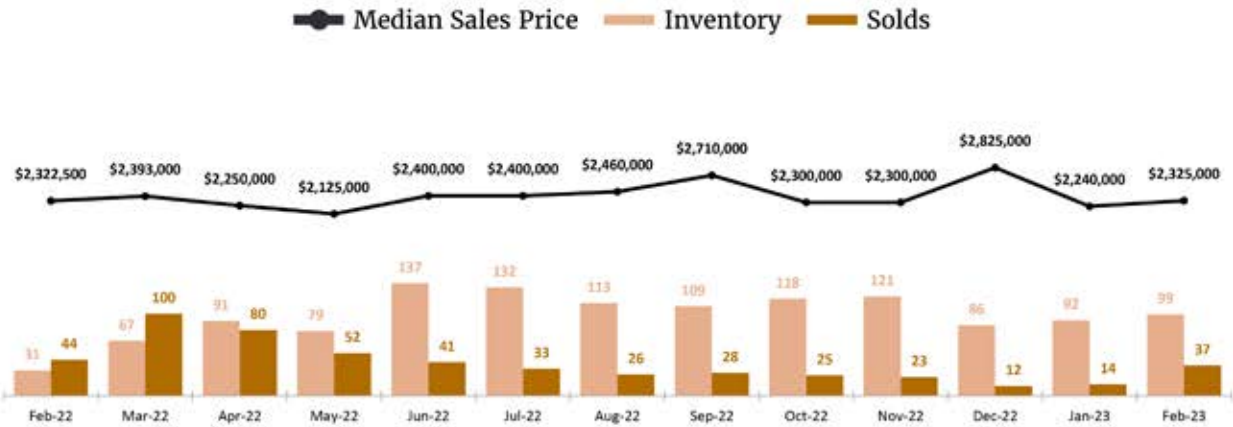


Beds <sup>3</sup> -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	NA	NA	NA	0	2	0%
2 Bedrooms	NA	NA	NA	0	3	0%
3 Bedrooms	\$2,010,000	29	4	2	7	29%
4 Bedrooms	\$2,115,000	9	4	17	33	52%
5 Bedrooms	\$2,590,000	11	4	13	41	32%
6+ Bedrooms	\$3,060,000	10	5	5	13	38%

<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. 2022      Feb. 2023  
**31**            **99**

VARIANCE: **219%**

#### TOTAL SOLD

Feb. 2022      Feb. 2023  
**44**            **37**

VARIANCE: **-16%**

#### SALES PRICE

Feb. 2022      Feb. 2023  
**\$2.32m**      **\$2.33m**

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Feb. 2022      Feb. 2023  
**N/A**            **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Feb. 2022      Feb. 2023  
**111.61%**      **96.97%**

VARIANCE: **-13%**

#### DAYS ON MARKET

Feb. 2022      Feb. 2023  
**5**                **11**

VARIANCE: **120%**

### OAKVILLE MARKET SUMMARY | FEBRUARY 2023

- The Oakville single-family luxury market is a **Seller's Market** with a **37% Sales Ratio**.
- Homes sold for a median of **96.97% of list price** in February 2023.
- The most active price band is **\$2,300,000-\$2,499,999**, where the sales ratio is **300%**.
- The median luxury sales price for single-family homes is **\$2,325,000**.
- The median days on market for February 2023 was **11** days, up from **5** in February 2022.

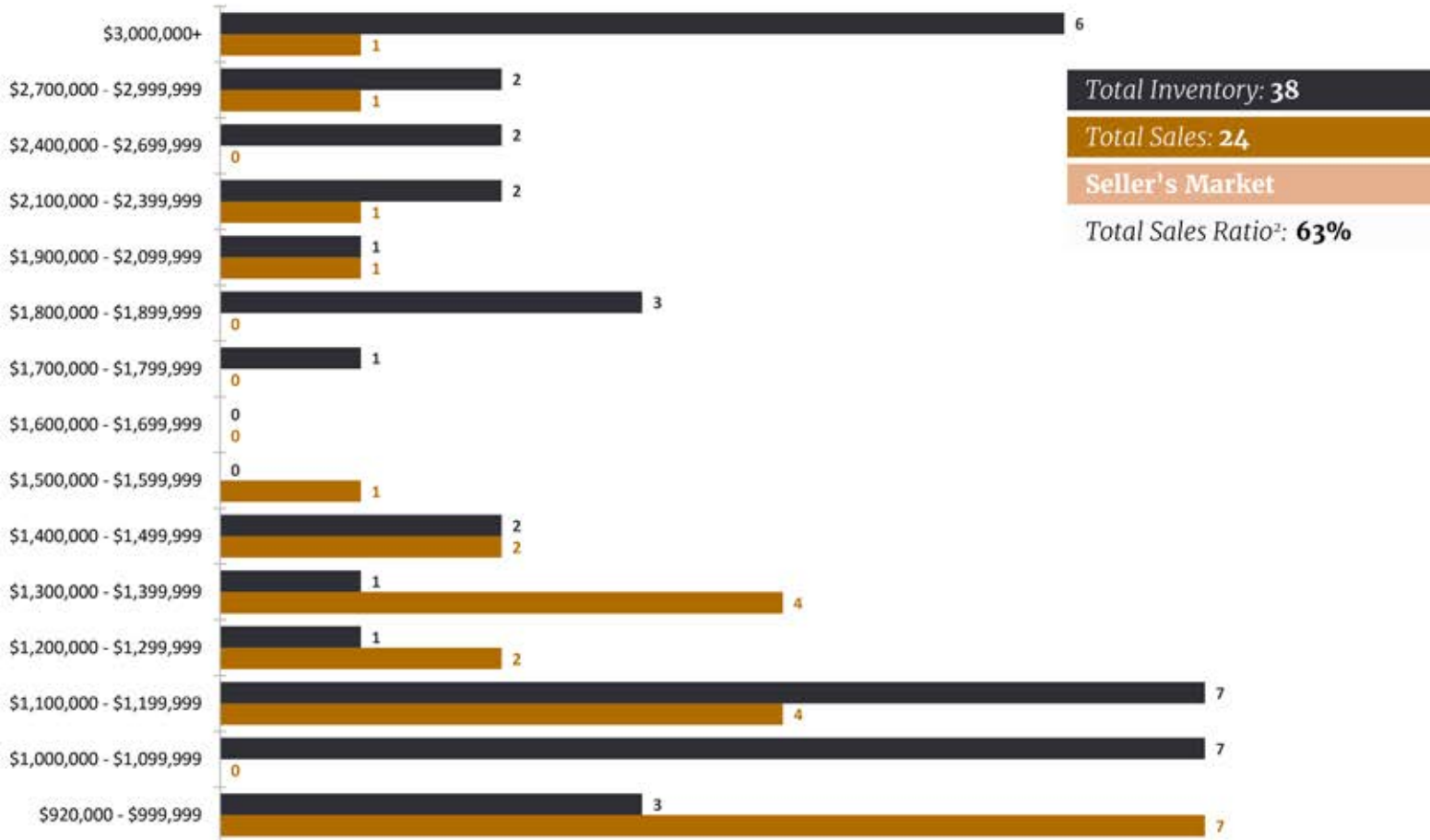
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | FEBRUARY 2023

Inventory Sales

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



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	\$1,360,000	29	2	9	19	47%
3 Bedrooms	\$1,125,000	12	4	12	13	92%
4 Bedrooms	\$1,282,500	22	5	2	3	67%
5 Bedrooms	\$1,320,000	3	4	1	1	100%
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. 2022      Feb. 2023  
**17**              **38**

VARIANCE: **124%**

#### TOTAL SOLDS

Feb. 2022      Feb. 2023  
**28**              **24**

VARIANCE: **-14%**

#### SALES PRICE

Feb. 2022      Feb. 2023  
**\$1.40m**      **\$1.21m**

VARIANCE: **-14%**

#### SALE PRICE PER SQFT.

Feb. 2022      Feb. 2023  
**N/A**              **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Feb. 2022      Feb. 2023  
**116.33%**      **97.67%**

VARIANCE: **-16%**

#### DAYS ON MARKET

Feb. 2022      Feb. 2023  
**5**                  **15**

VARIANCE: **200%**

## OAKVILLE MARKET SUMMARY | FEBRUARY 2023

- The Oakville attached luxury market is a **Seller's Market** with a **63% Sales Ratio**.
- Homes sold for a median of **97.67% of list price** in February 2023.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **400%**.
- The median luxury sales price for attached homes is **\$1,212,500**.
- The median days on market for February 2023 was **15** days, up from **5** in February 2022.

<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.