

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022

OAKVILLE

ONTARIO



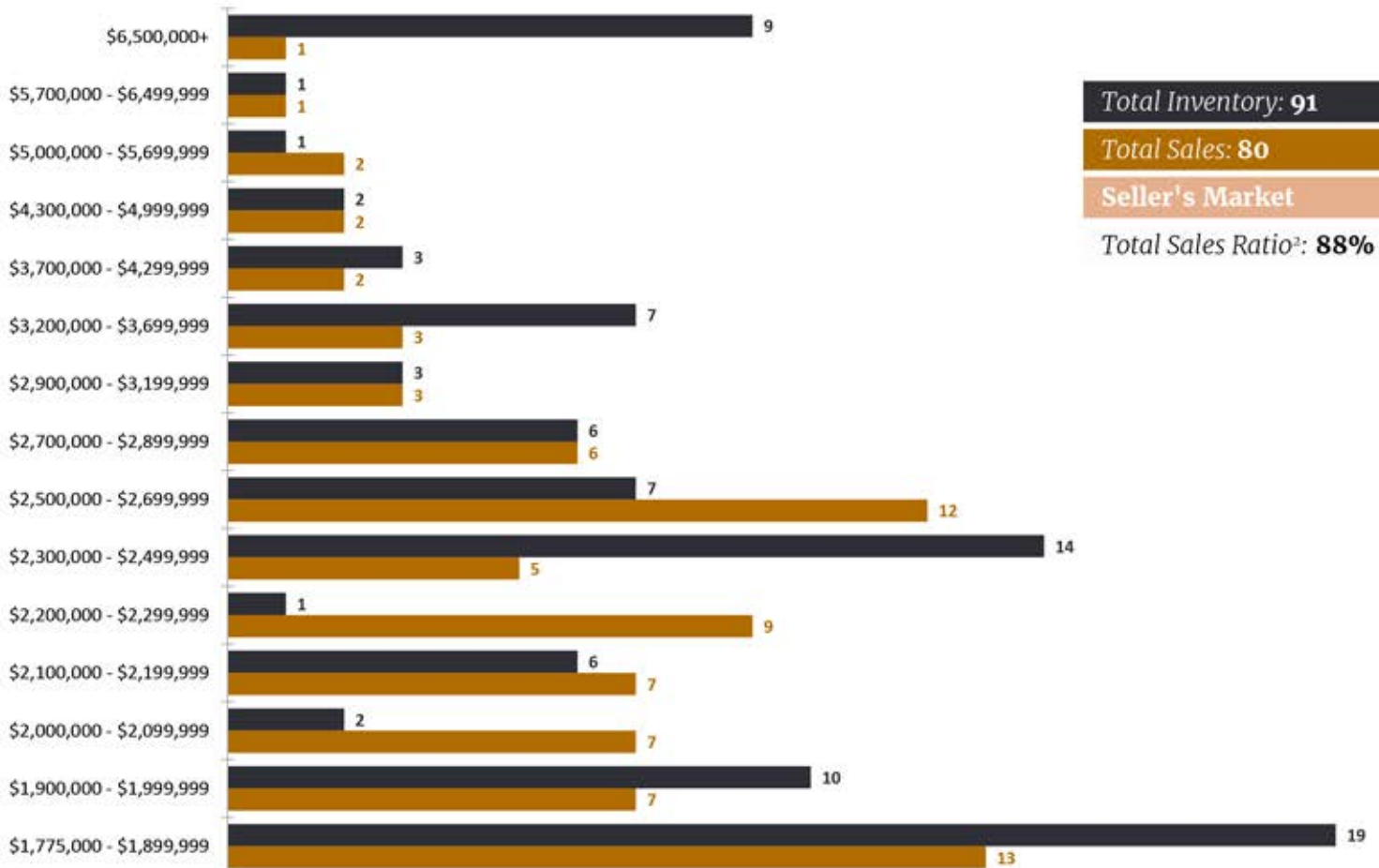
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

Luxury Benchmark Price¹: **\$1,775,000**



Total Inventory: **91**

Total Sales: **80**

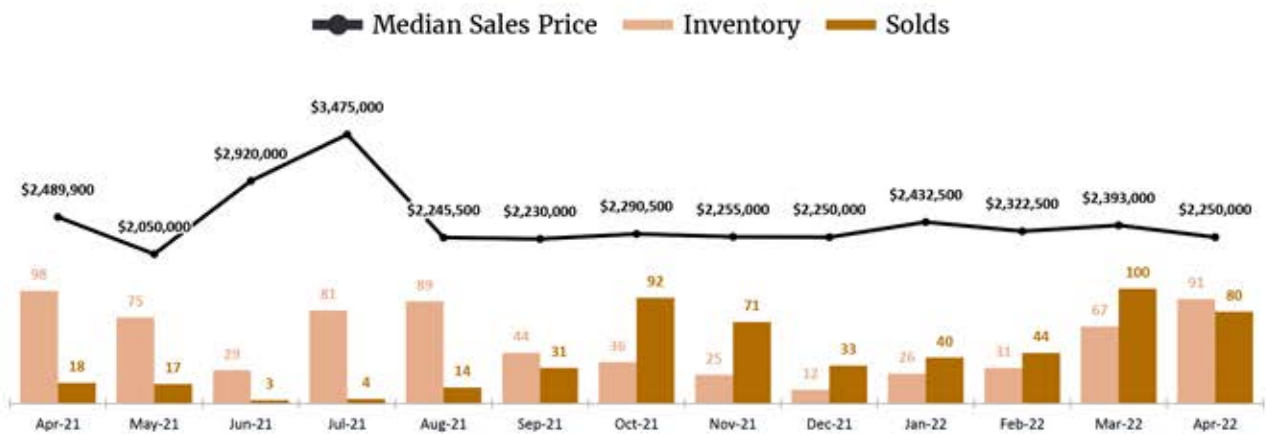
Seller's Market

Total Sales Ratio²: **88%**

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	2	0%
3 Bedrooms	\$2,074,500	11	3	8	8	100%
4 Bedrooms	\$2,100,000	7	4	33	34	97%
5 Bedrooms	\$2,525,000	4	4	29	33	88%
6+ Bedrooms	\$2,350,000	14	5	10	14	71%

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 | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022

98 91

VARIANCE: -7%

TOTAL SOLDS

Apr. 2021 Apr. 2022

18 80

VARIANCE: 344%

SALES PRICE

Apr. 2021 Apr. 2022

\$2.49m \$2.25m

VARIANCE: -10%

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022

N/A \$726

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022

103.45% 100.00%

VARIANCE: -3%

DAYS ON MARKET

Apr. 2021 Apr. 2022

10 7

VARIANCE: -30%

OAKVILLE MARKET SUMMARY | APRIL 2022

- The Oakville single-family luxury market is a **Seller's Market** with an **88% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$2,200,000-\$2,299,999**, where the sales ratio is **900%**.
- The median luxury sales price for single-family homes is **\$2,250,000**.
- The median days on market for April 2022 was **7** days, down from **10** in April 2021.

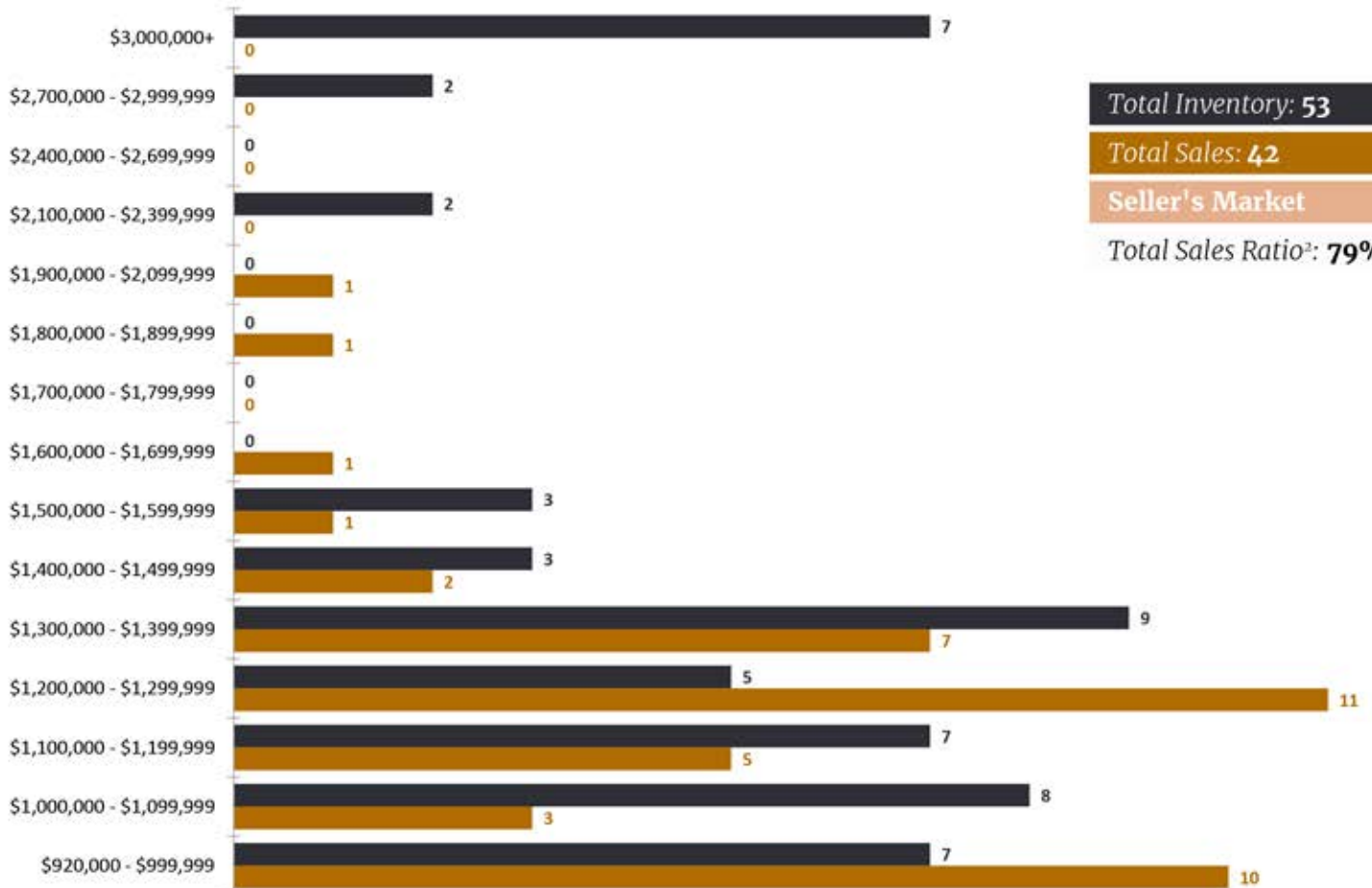
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **53**

Total Sales: **42**

Seller's Market

Total Sales Ratio²: **79%**

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	4	0%
2 Bedrooms	\$1,110,000	3	2	11	15	73%
3 Bedrooms	\$1,250,000	7	3	30	23	130%
4 Bedrooms	\$1,265,000	23	4	1	11	9%
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 | APRIL

TOTAL INVENTORY

Apr. 2021	Apr. 2022
17	53

VARIANCE: **212%**

TOTAL SOLDS

Apr. 2021	Apr. 2022
56	42

VARIANCE: **-25%**

SALES PRICE

Apr. 2021	Apr. 2022
\$1.10m	\$1.22m

VARIANCE: **12%**

SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
N/A	\$691

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
100.00%	103.94%

VARIANCE: **4%**

DAYS ON MARKET

Apr. 2021	Apr. 2022
8	7

VARIANCE: **-13%**

OAKVILLE MARKET SUMMARY | APRIL 2022

- The Oakville attached luxury market is a **Seller's Market** with a **79% Sales Ratio**.
- Homes sold for a median of **103.94% of list price** in April 2022.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **220%**.
- The median luxury sales price for attached homes is **\$1,222,500**.
- The median days on market for April 2022 was **7** days, down from **8** in April 2021.

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.