

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

MAY  
2023

OAKVILLE  

---

ONTARIO



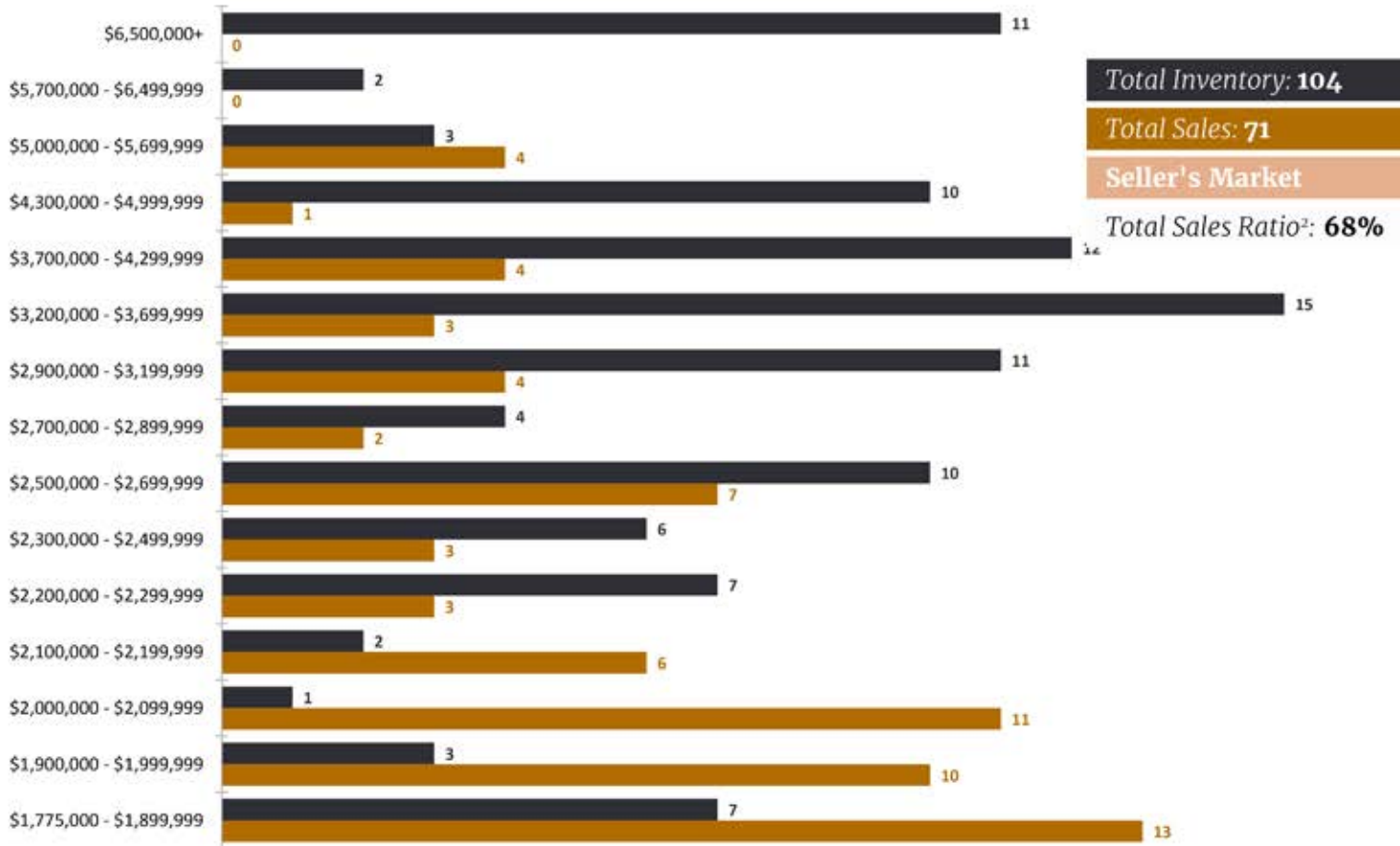
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | APRIL 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	4	0%
2 Bedrooms	NA	NA	NA	0	2	0%
3 Bedrooms	\$2,500,000	10	3	3	10	30%
4 Bedrooms	\$1,975,000	5	4	25	39	64%
5 Bedrooms	\$2,175,000	7	4	34	41	83%
6+ Bedrooms	\$2,709,500	8	5	8	8	100%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2022    Apr. 2023

91            104

VARIANCE: **14%**

#### TOTAL SOLDS

Apr. 2022    Apr. 2023

80            71

VARIANCE: **-11%**

#### SALES PRICE

Apr. 2022    Apr. 2023

\$2.25m    \$2.17m

VARIANCE: **-4%**

#### SALE PRICE PER SQFT.

Apr. 2022    Apr. 2023

N/A            N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Apr. 2022    Apr. 2023

100.00%    99.11%

VARIANCE: **-1%**

#### DAYS ON MARKET

Apr. 2022    Apr. 2023

7              6

VARIANCE: **-14%**

### OAKVILLE MARKET SUMMARY | APRIL 2023

- The Oakville single-family luxury market is a **Seller's Market** with a **68% Sales Ratio**.
- Homes sold for a median of **99.11% of list price** in April 2023.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **1100%**.
- The median luxury sales price for single-family homes is **\$2,170,000**.
- The median days on market for April 2023 was **6** days, down from **7** in April 2022.

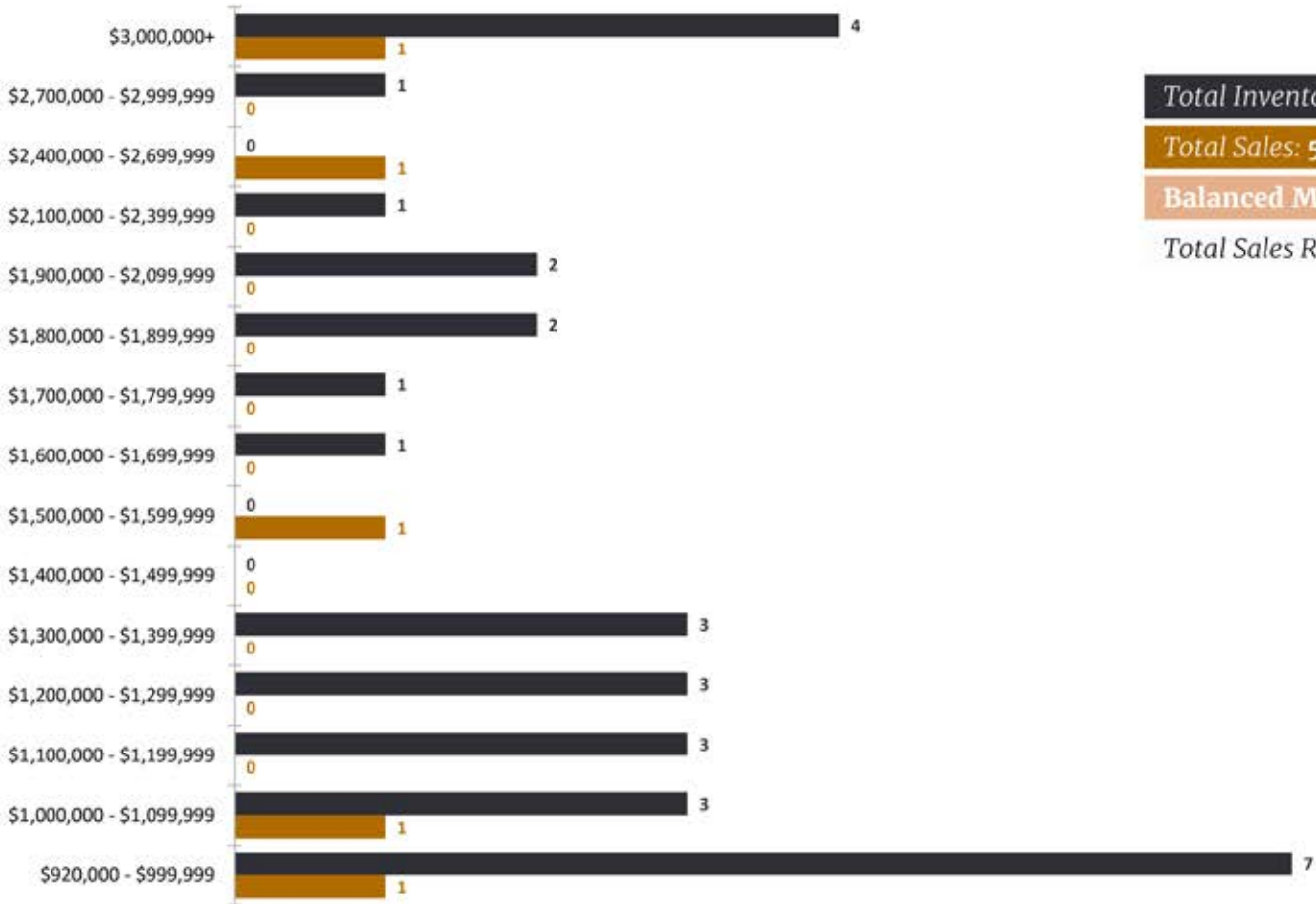
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2023

Inventory Sales

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



Total Inventory: **31**

Total Sales: **5**

Balanced Market

Total Sales Ratio<sup>2</sup>: **16%**

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	\$3,267,250	102	3	2	21	10%
3 Bedrooms	\$1,540,000	15	3	3	7	43%
4 Bedrooms	NA	NA	NA	0	3	0%
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 < 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 | APRIL

#### TOTAL INVENTORY

Apr. 2022      Apr. 2023

53              31

VARIANCE: -42%

#### TOTAL SOLD

Apr. 2022      Apr. 2023

42              5

VARIANCE: -88%

#### SALES PRICE

Apr. 2022      Apr. 2023

\$1.22m      \$1.54m

VARIANCE: 26%

#### SALE PRICE PER SQFT.

Apr. 2022      Apr. 2023

N/A            N/A

VARIANCE: N/A

#### SALE TO LIST PRICE RATIO

Apr. 2022      Apr. 2023

103.94%      98.62%

VARIANCE: -5%

#### DAYS ON MARKET

Apr. 2022      Apr. 2023

7              56

VARIANCE: 700%

## OAKVILLE MARKET SUMMARY | APRIL 2023

- The Oakville attached luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **98.62% of list price** in April 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes is **\$1,540,000**.
- The median days on market for April 2023 was **56** days, up from **7** in April 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.