

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2021

OAKVILLE
ONTARIO



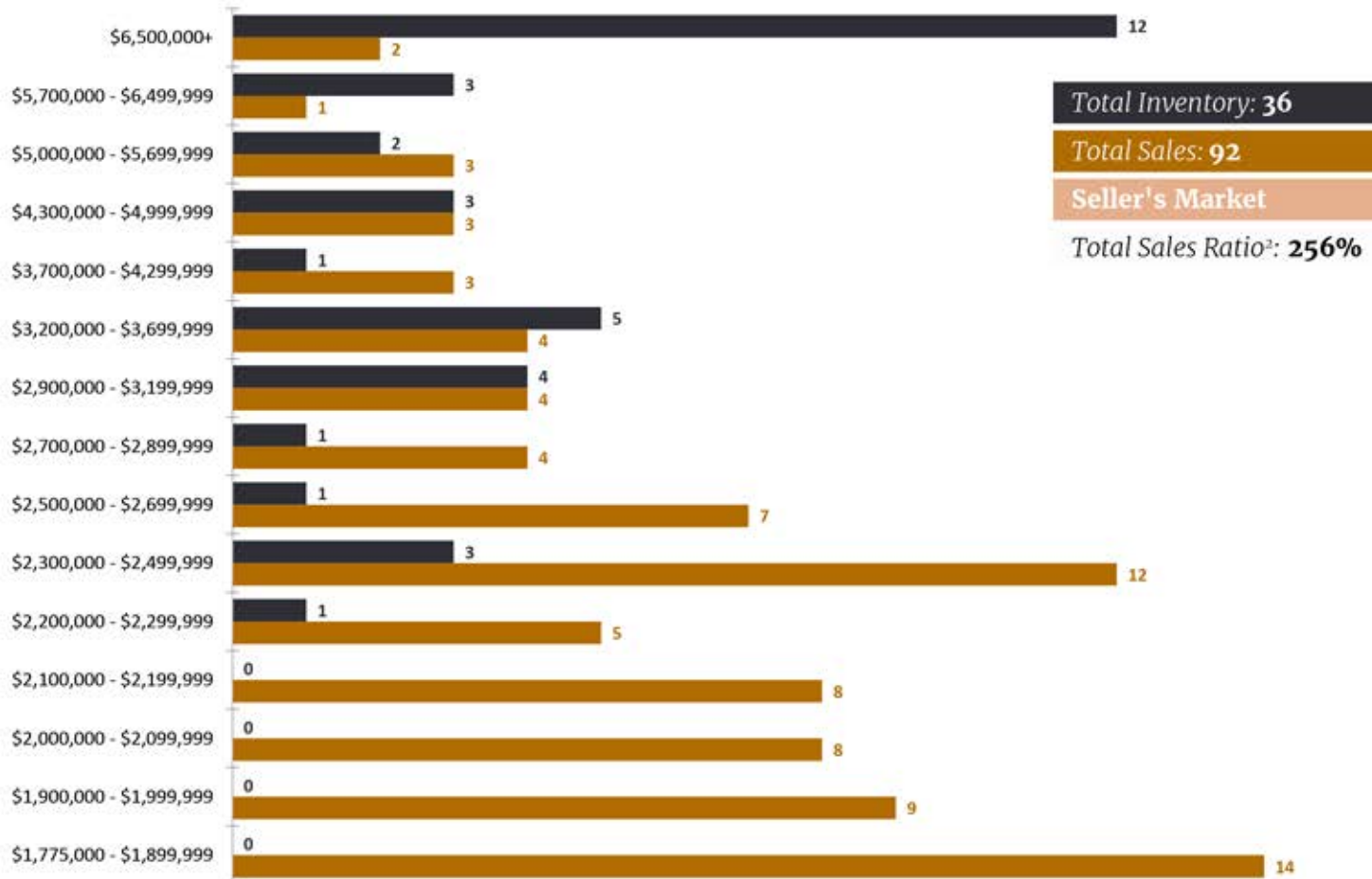
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

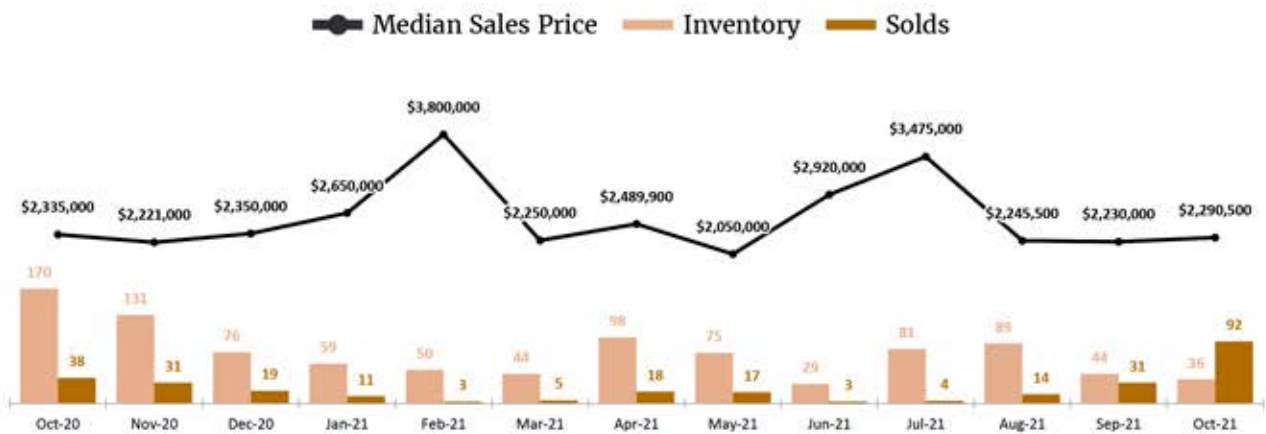
Luxury Benchmark Price¹: **\$1,775,000**



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	0	NA
2 Bedrooms	NA	NA	NA	0	1	0%
3 Bedrooms	\$2,270,000	9	3	7	1	700%
4 Bedrooms	\$2,170,000	5	4	37	11	336%
5 Bedrooms	\$2,250,000	5	4	33	15	220%
6+ Bedrooms	\$2,844,000	15	6	10	8	125%

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 | OCTOBER

TOTAL INVENTORY

Oct. 2020	Oct. 2021
170	36

VARIANCE: **-79%**

TOTAL SOLDS

Oct. 2020	Oct. 2021
38	92

VARIANCE: **142%**

SALES PRICE

Oct. 2020	Oct. 2021
\$2.34m	\$2.29m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Oct. 2020	Oct. 2021
\$741	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2020	Oct. 2021
96.12%	100.04%

VARIANCE: **4%**

DAYS ON MARKET

Oct. 2020	Oct. 2021
17	6

VARIANCE: **-65%**

OAKVILLE MARKET SUMMARY | OCTOBER 2021

- The Oakville single-family luxury market is a **Seller's Market** with a **256% Sales Ratio**.
- Homes sold for a median of **100.04% of list price** in October 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **700%**.
- The median luxury sales price for single-family homes is **\$2,290,500**.
- The median days on market for October 2021 was **6** days, down from **17** in October 2020.

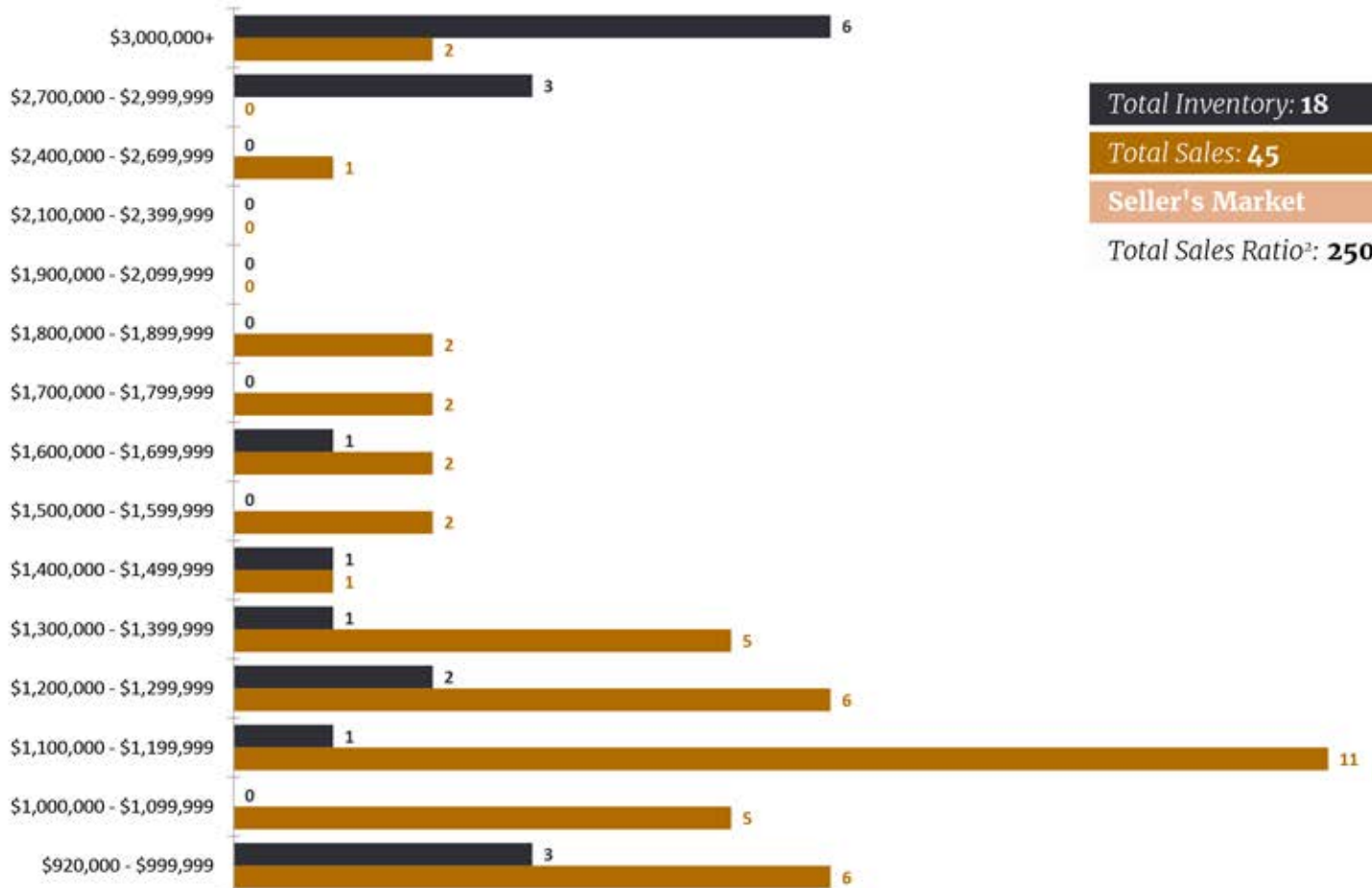
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | OCTOBER 2021

Inventory Sales

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



Total Inventory: **18**

Total Sales: **45**

Seller's Market

Total Sales Ratio²: **250%**

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	\$1,065,000	5	3	10	15	67%
3 Bedrooms	\$1,200,000	5	3	29	3	967%
4 Bedrooms	\$1,301,500	5	4	6	0	NA
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 | OCTOBER

TOTAL INVENTORY

Oct. 2020 Oct. 2021

16 18

VARIANCE: **13%**

TOTAL SOLDS

Oct. 2020 Oct. 2021

24 45

VARIANCE: **88%**

SALES PRICE

Oct. 2020 Oct. 2021

\$1.07m \$1.20m

VARIANCE: **12%**

SALE PRICE PER SQFT.

Oct. 2020 Oct. 2021

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2020 Oct. 2021

98.54% 111.36%

VARIANCE: **13%**

DAYS ON MARKET

Oct. 2020 Oct. 2021

18 5

VARIANCE: **-72%**

OAKVILLE MARKET SUMMARY | OCTOBER 2021

- The Oakville attached luxury market is a **Seller's Market** with a **250% Sales Ratio**.
- Homes sold for a median of **111.36% of list price** in October 2021.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **1100%**.
- The median luxury sales price for attached homes is **\$1,200,000**.
- The median days on market for October 2021 was **5** days, down from **18** in October 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.