

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2022



collaborativerealestate.ca

OAKVILLE

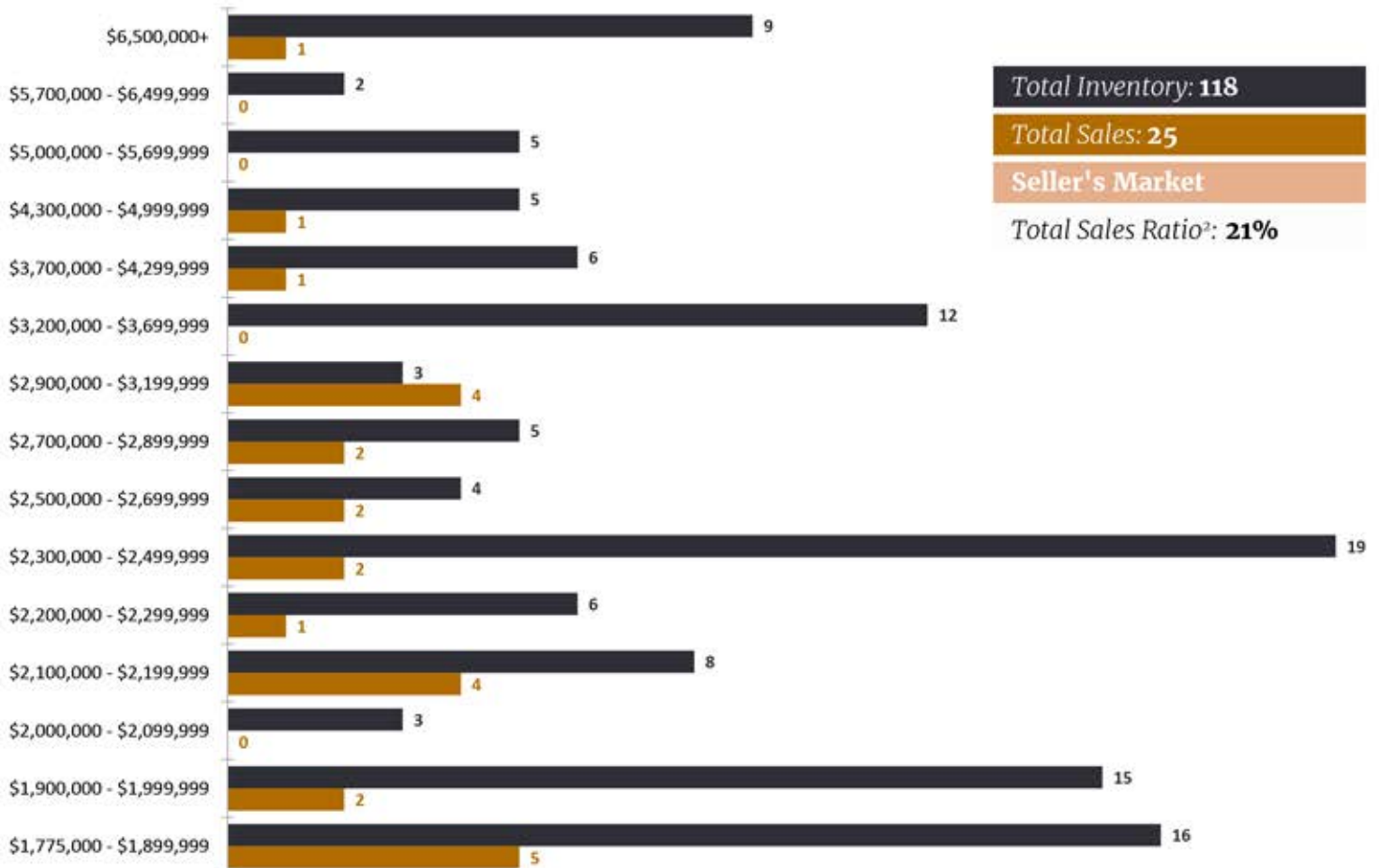
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2022

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	\$2,100,000	11	4	1	9	11%
4 Bedrooms	\$2,250,000	21	4	13	49	27%
5 Bedrooms	\$2,965,000	20	5	8	44	18%
6+ Bedrooms	\$1,980,000	9	4	3	15	20%

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. 2021 Oct. 2022
36 118

VARIANCE: **228%**

TOTAL SOLDS

Oct. 2021 Oct. 2022
92 25

VARIANCE: **-73%**

SALES PRICE

Oct. 2021 Oct. 2022
\$2.29m \$2.30m

VARIANCE: **0%**

SALE PRICE PER SQFT.

Oct. 2021 Oct. 2022
N/A \$594

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2021 Oct. 2022
100.04% 95.45%

VARIANCE: **-5%**

DAYS ON MARKET

Oct. 2021 Oct. 2022
6 19

VARIANCE: **217%**

OAKVILLE MARKET SUMMARY | OCTOBER 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **95.45% of list price** in October 2022.
- The most active price band is **\$2,900,000-\$3,199,999**, where the sales ratio is **133%**.
- The median luxury sales price for single-family homes is **\$2,300,000**.
- The median days on market for October 2022 was **19** days, up from **6** in October 2021.

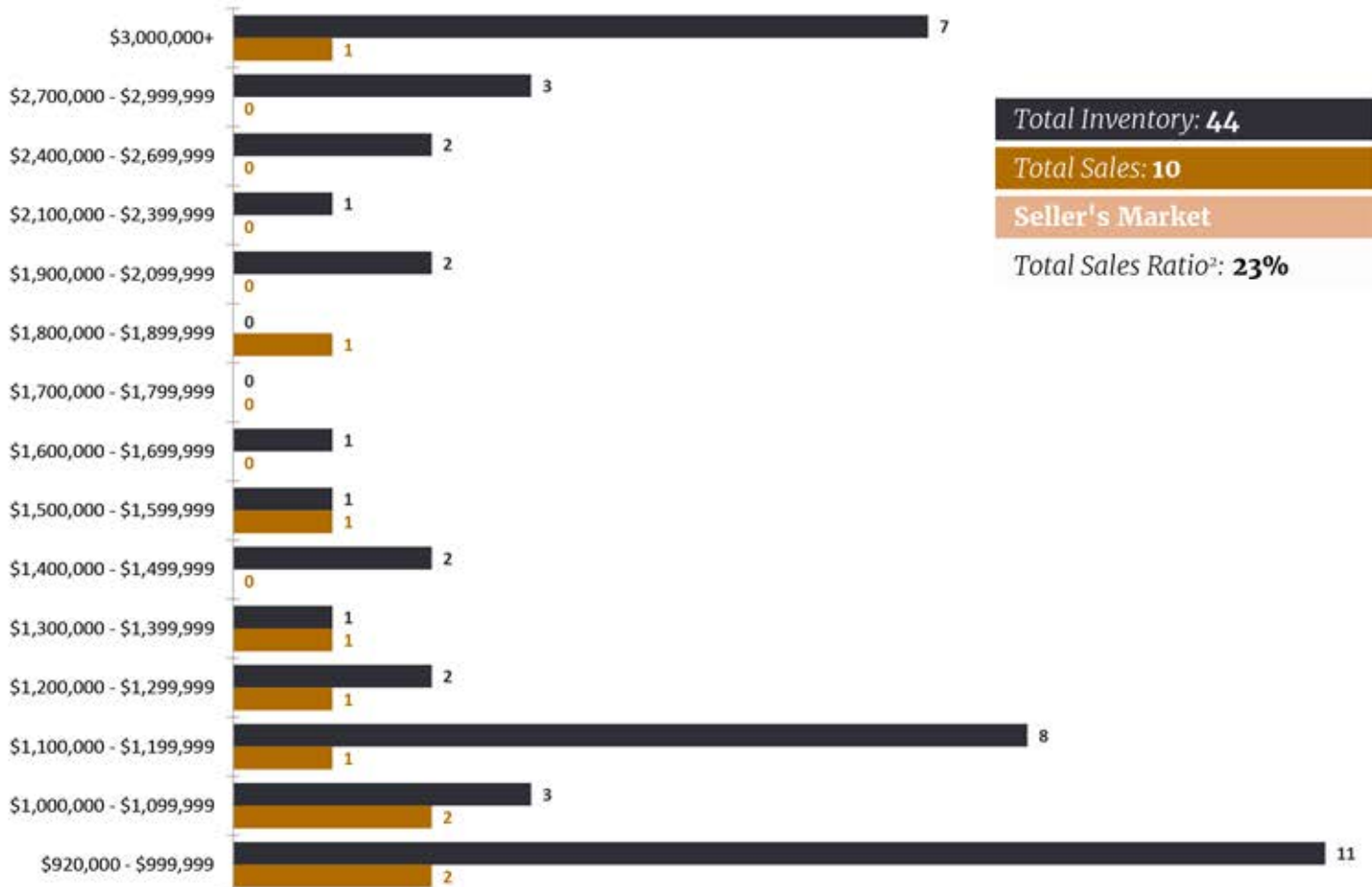
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | OCTOBER 2022

Inventory Sales

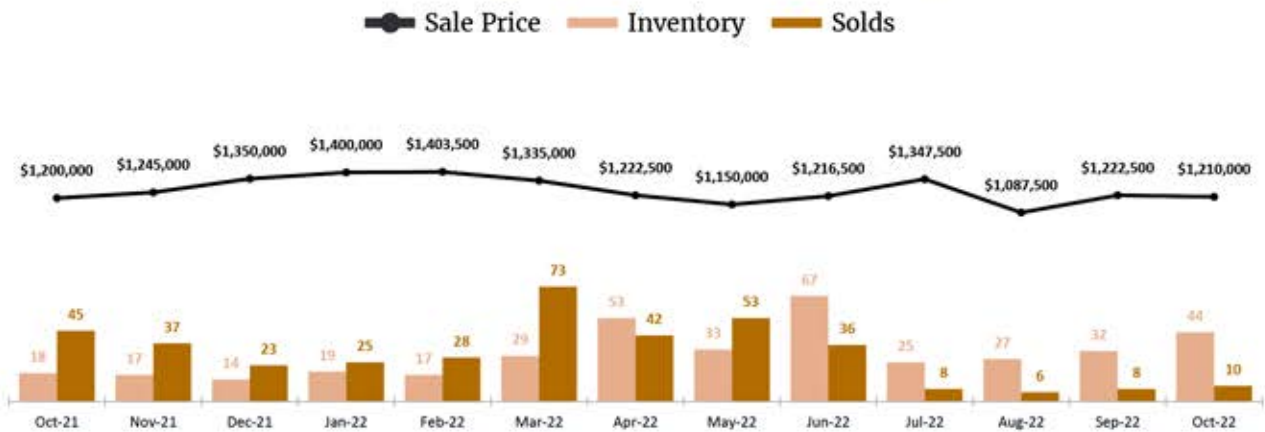
Luxury Benchmark Price¹: **\$920,000**



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	2	0%
2 Bedrooms	\$1,100,000	42	2	8	24	33%
3 Bedrooms	\$1,535,000	12	4	2	16	13%
4 Bedrooms	NA	NA	NA	0	2	0%
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. 2021	Oct. 2022
18	44

VARIANCE: **144%**

TOTAL SOLDS

Oct. 2021	Oct. 2022
45	10

VARIANCE: **-78%**

SALES PRICE

Oct. 2021	Oct. 2022
\$1.20m	\$1.21m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Oct. 2021	Oct. 2022
N/A	\$703

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Oct. 2021	Oct. 2022
111.36%	96.57%

VARIANCE: **-13%**

DAYS ON MARKET

Oct. 2021	Oct. 2022
5	41

VARIANCE: **720%**

OAKVILLE MARKET SUMMARY | OCTOBER 2022

- The Oakville attached luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **96.57% of list price** in October 2022.
- The most active price bands are **\$1,300,000-\$1,399,999** and **\$1,500,000-\$1,599,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,210,000**.
- The median days on market for October 2022 was **41** days, up from **5** in October 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.