

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2022



collaborativerealestate.ca

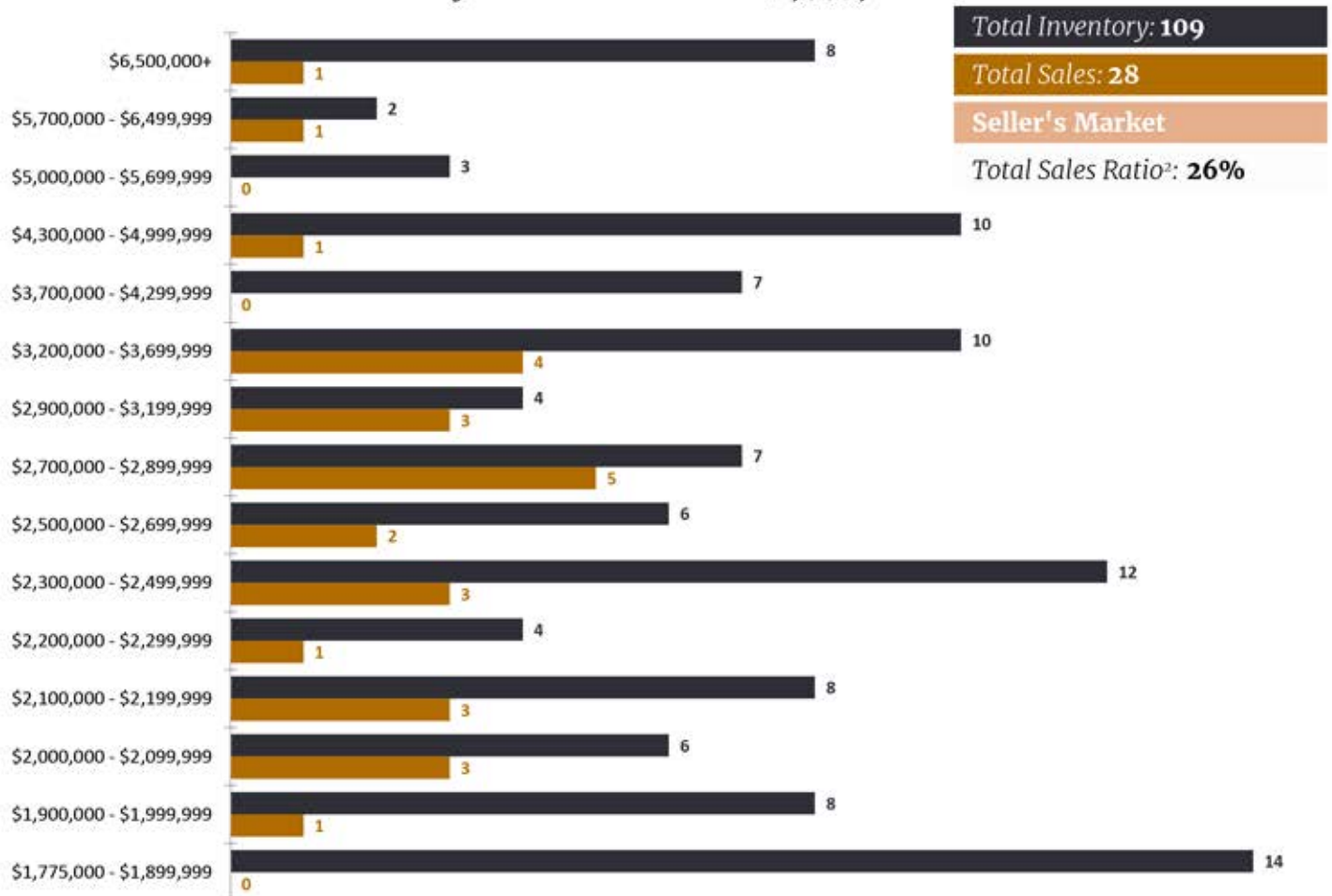
OAKVILLE
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2022

Inventory Sales

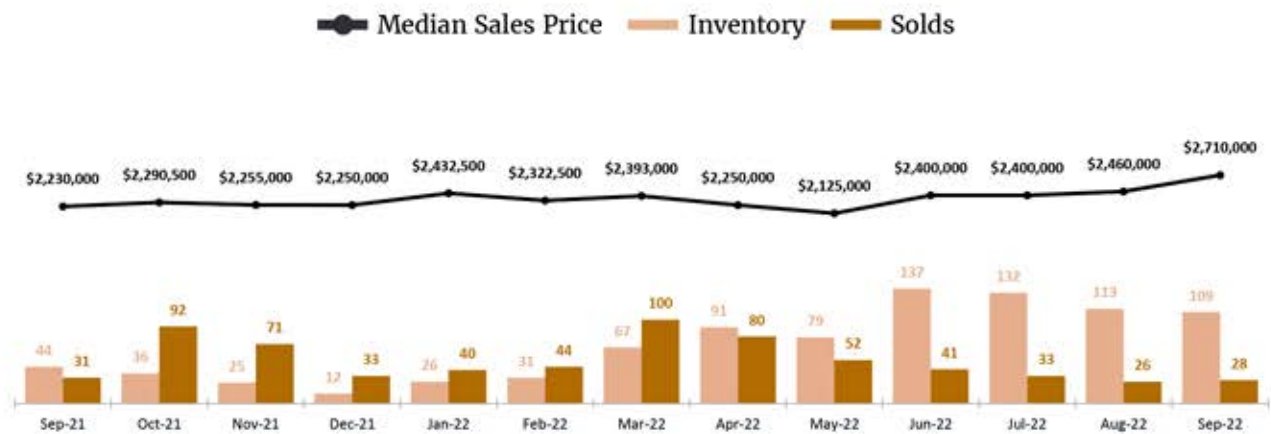
Luxury Benchmark Price¹: **\$1,775,000**



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	\$2,549,500	2	4	2	7	29%
4 Bedrooms	\$2,655,000	17	4	15	41	37%
5 Bedrooms	\$2,450,000	46	6	4	42	10%
6+ Bedrooms	\$3,250,000	12	5	7	18	39%

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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2021 Sept. 2022

44 109

VARIANCE: **148%**

TOTAL SOLDS

Sept. 2021 Sept. 2022

31 28

VARIANCE: **-10%**

SALES PRICE

Sept. 2021 Sept. 2022

\$2.23m \$2.71m

VARIANCE: **22%**

SALE PRICE PER SQFT.

Sept. 2021 Sept. 2022

N/A \$705

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2021 Sept. 2022

100.00% 94.78%

VARIANCE: **-5%**

DAYS ON MARKET

Sept. 2021 Sept. 2022

8 14

VARIANCE: **75%**

OAKVILLE MARKET SUMMARY | SEPTEMBER 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **94.78% of list price** in September 2022.
- The most active price band is **\$2,900,000-\$3,199,999**, where the sales ratio is **75%**.
- The median luxury sales price for single-family homes is **\$2,710,000**.
- The median days on market for September 2022 was **14** days, up from **8** in September 2021.

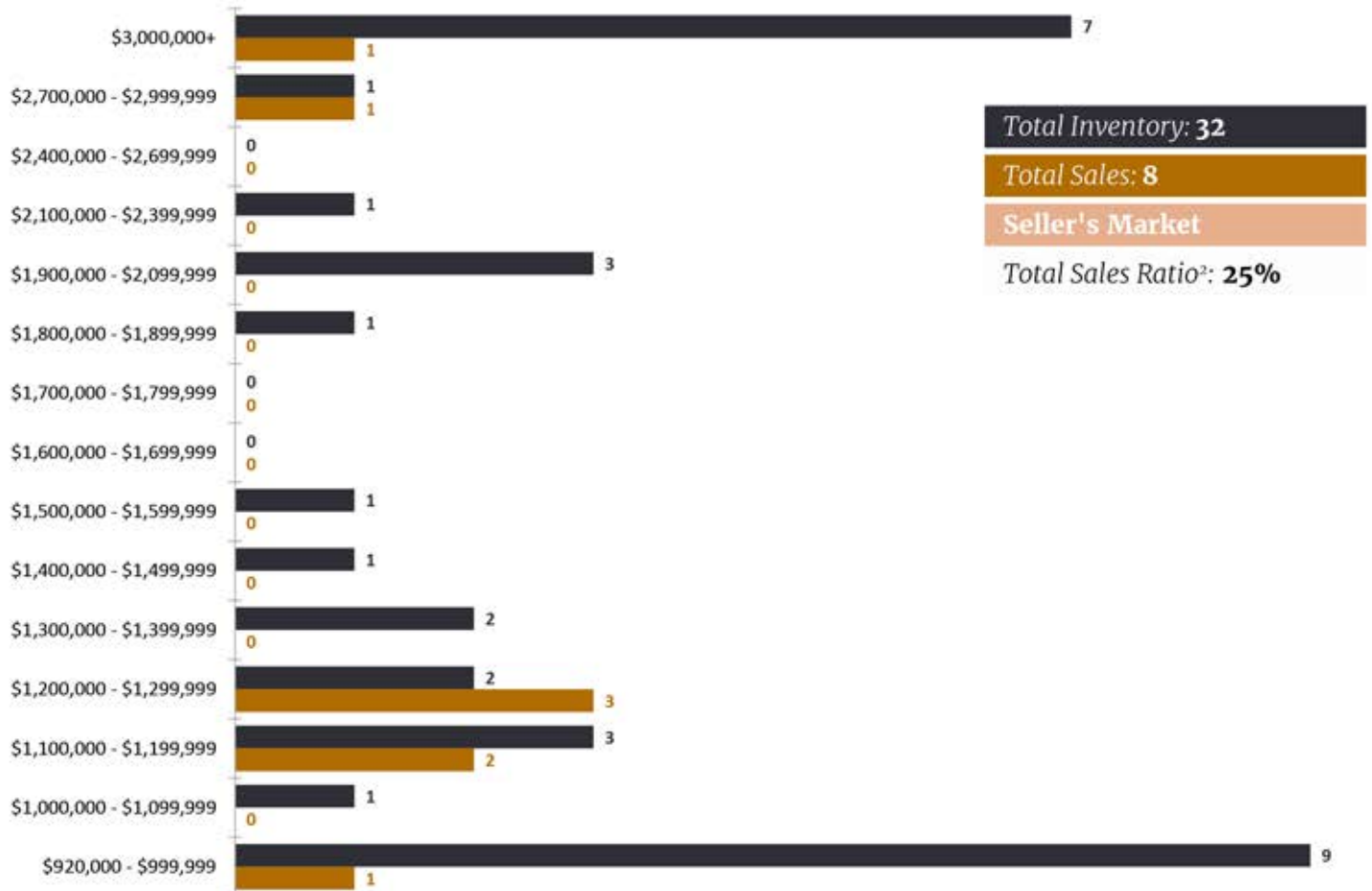
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 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	1	0%
2 Bedrooms	\$2,960,000	19	3	1	18	6%
3 Bedrooms	\$1,156,250	17	3	6	10	60%
4 Bedrooms	\$5,150,000	91	4	1	3	33%
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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2021 Sept. 2022

11 32

VARIANCE: **191%**

TOTAL SOLD

Sept. 2021 Sept. 2022

4 8

VARIANCE: **100%**

SALES PRICE

Sept. 2021 Sept. 2022

\$1.41m \$1.22m

VARIANCE: **-13%**

SALE PRICE PER SQFT.

Sept. 2021 Sept. 2022

N/A \$653

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2021 Sept. 2022

105.12% 98.31%

VARIANCE: **-6%**

DAYS ON MARKET

Sept. 2021 Sept. 2022

17 19

VARIANCE: **12%**

OAKVILLE MARKET SUMMARY | SEPTEMBER 2022

- The Oakville attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **98.31% of list price** in September 2022.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **150%**.
- The median luxury sales price for attached homes is **\$1,222,500**.
- The median days on market for September 2022 was **19** days, up from **17** in September 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.