

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

SEPTEMBER
2021

OAKVILLE
ONTARIO



collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 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	1	0%
2 Bedrooms	NA	NA	NA	0	0	NA
3 Bedrooms	\$1,799,000	10	4	1	4	25%
4 Bedrooms	\$2,514,500	5	4	6	39	15%
5 Bedrooms	\$2,082,000	8	5	7	33	21%
6+ Bedrooms	NA	NA	NA	0	12	0%

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 | AUGUST

TOTAL INVENTORY

Aug. 2020 Aug. 2021

318 89

VARIANCE: **-72%**

TOTAL SOLDS

Aug. 2020 Aug. 2021

45 14

VARIANCE: **-69%**

SALES PRICE

Aug. 2020 Aug. 2021

\$2.40m \$2.25m

VARIANCE: **-6%**

SALE PRICE PER SQFT.

Aug. 2020 Aug. 2021

\$743 N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Aug. 2020 Aug. 2021

96.05% 99.15%

VARIANCE: **3%**

DAYS ON MARKET

Aug. 2020 Aug. 2021

22 8

VARIANCE: **-64%**

OAKVILLE MARKET SUMMARY | AUGUST 2021

- The Oakville single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **99.15% of list price** in August 2021.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **60%**.
- The median luxury sales price for single-family homes is **\$2,245,500**.
- The median days on market for August 2021 was **8** days, down from **22** in August 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 | AUGUST 2021

Inventory Sales

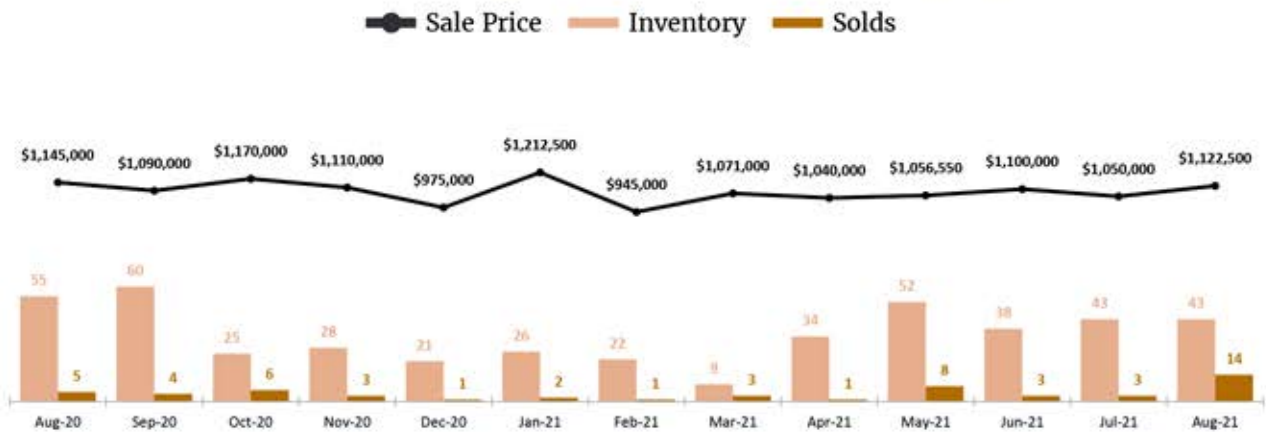
Luxury Benchmark Price¹: **\$920,000**



Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$2,150,000	10	2	1	2	50%
2 Bedrooms	NA	NA	NA	0	18	0%
3 Bedrooms	\$1,122,500	7	3	12	19	63%
4 Bedrooms	\$950,000	30	4	1	4	25%
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 | AUGUST

TOTAL INVENTORY

Aug. 2020	Aug. 2021
55	43

VARIANCE: **-22%**

TOTAL SOLDS

Aug. 2020	Aug. 2021
5	14

VARIANCE: **180%**

SALES PRICE

Aug. 2020	Aug. 2021
\$1.15m	\$1.12m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Aug. 2020	Aug. 2021
\$671	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Aug. 2020	Aug. 2021
95.42%	99.36%

VARIANCE: **4%**

DAYS ON MARKET

Aug. 2020	Aug. 2021
20	9

VARIANCE: **-55%**

OAKVILLE MARKET SUMMARY | AUGUST 2021

- The Oakville attached luxury market is a **Seller's Market** with a **33% Sales Ratio**.
- Homes sold for a median of **99.36% of list price** in August 2021.
- The most active price band is **\$1,400,000-\$1,499,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,122,500**.
- The median days on market for August 2021 was **9** days, down from **20** in August 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.