

INSTITUTE *for*
LUXURY HOME
MARKETING™

Home of the CLHMS™

SEPTEMBER
2022

OAKVILLE
ONTARIO



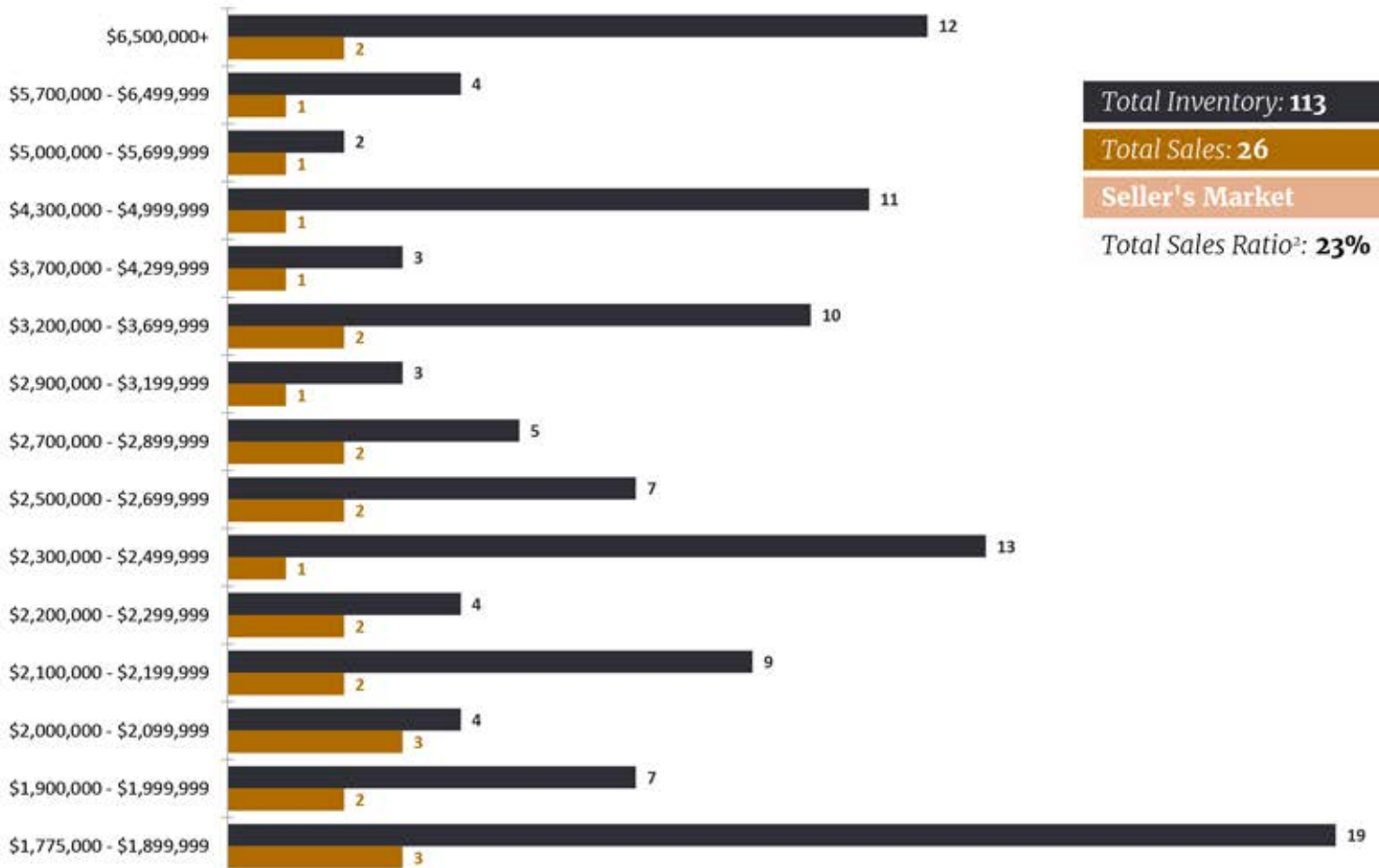
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

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



Total Inventory: **113**

Total Sales: **26**

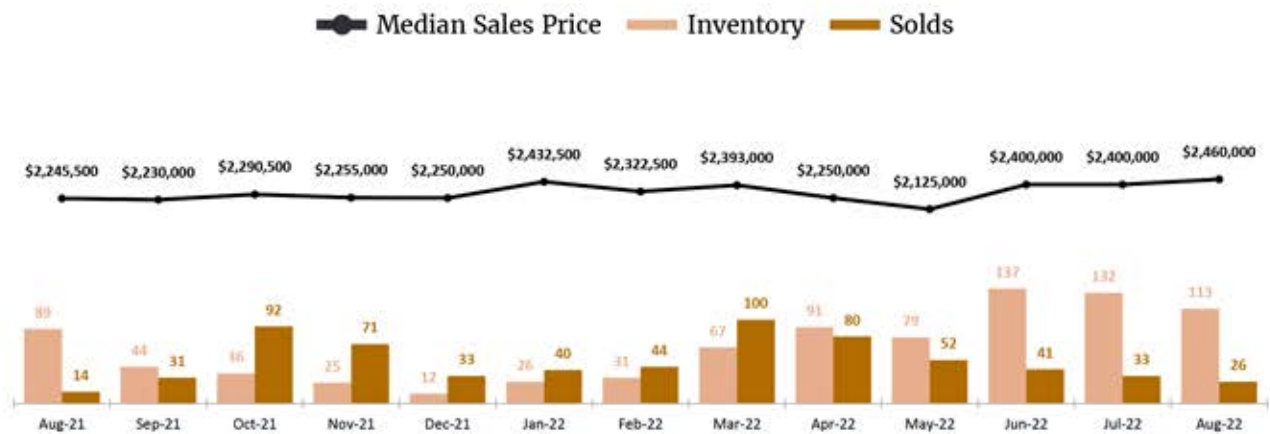
Seller's Market

Total Sales Ratio²: **23%**

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	NA	NA	NA	0	6	0%
4 Bedrooms	\$2,027,500	53	4	9	48	19%
5 Bedrooms	\$2,320,000	13	4	11	47	23%
6+ Bedrooms	\$2,833,000	8	6	6	11	55%

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. 2021 Aug. 2022

89 113

VARIANCE: **27%**

TOTAL SOLDS

Aug. 2021 Aug. 2022

14 26

VARIANCE: **86%**

SALES PRICE

Aug. 2021 Aug. 2022

\$2.25m \$2.46m

VARIANCE: **10%**

SALE PRICE PER SQFT.

Aug. 2021 Aug. 2022

N/A \$685

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Aug. 2021 Aug. 2022

99.15% 95.03%

VARIANCE: **-4%**

DAYS ON MARKET

Aug. 2021 Aug. 2022

8 24

VARIANCE: **200%**

OAKVILLE MARKET SUMMARY | AUGUST 2022

- The Oakville single-family luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **95.03% of list price** in August 2022.
- The most active price band is **\$2,000,000-\$2,099,999**, where the sales ratio is **75%**.
- The median luxury sales price for single-family homes is **\$2,460,000**.
- The median days on market for August 2022 was **24** days, up from **8** in August 2021.

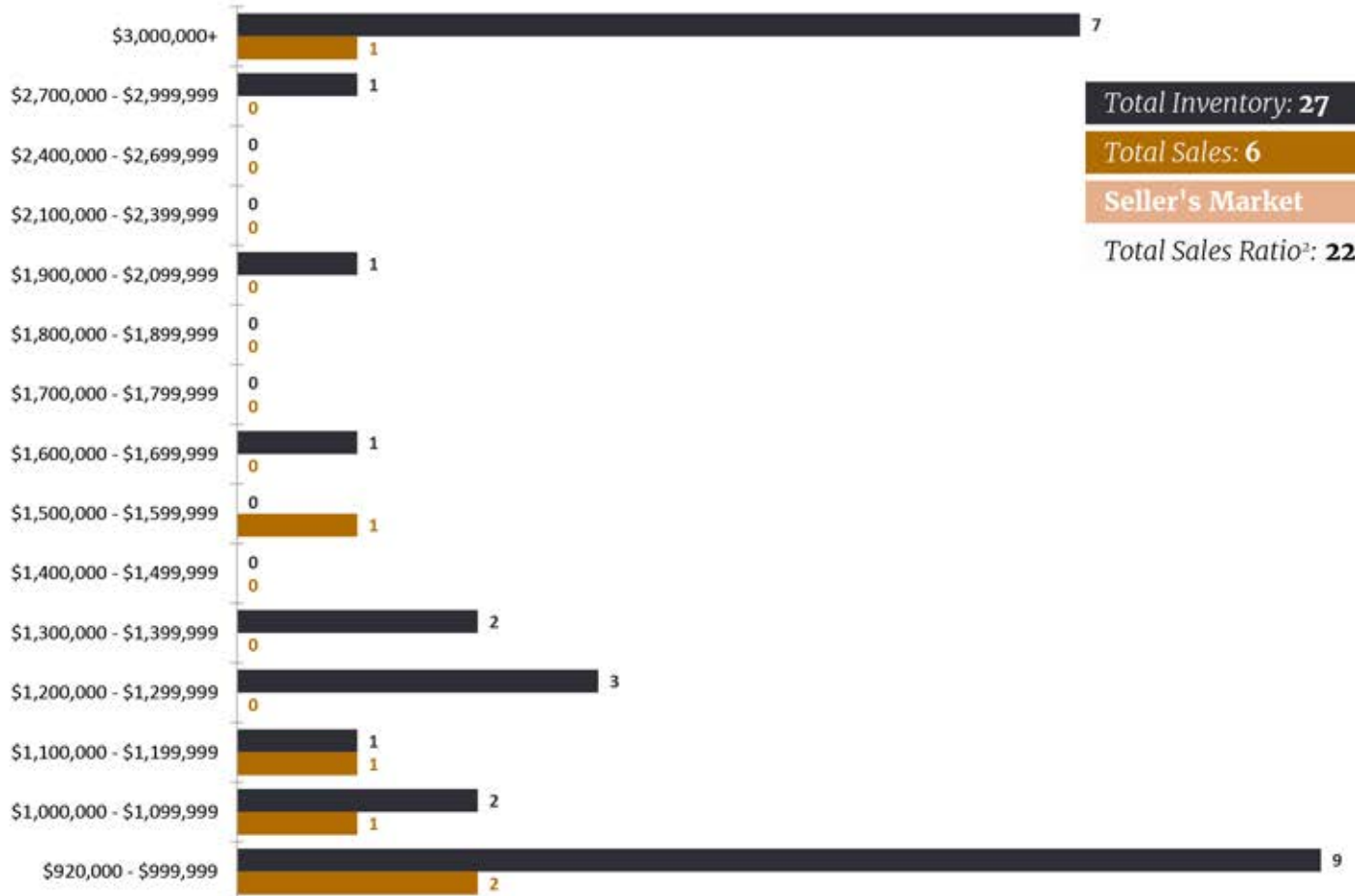
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2022

Inventory Sales

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



Total Inventory: **27**

Total Sales: **6**

Seller's Market

Total Sales Ratio²: **22%**

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	\$1,337,500	34	2	4	17	24%
3 Bedrooms	\$969,500	22	3	2	6	33%
4 Bedrooms	NA	NA	NA	0	3	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 | AUGUST

TOTAL INVENTORY

Aug. 2021	Aug. 2022
7	27

VARIANCE: **286%**

TOTAL SOLDS

Aug. 2021	Aug. 2022
18	6

VARIANCE: **-67%**

SALES PRICE

Aug. 2021	Aug. 2022
\$1.13m	\$1.09m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Aug. 2021	Aug. 2022
N/A	\$981

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Aug. 2021	Aug. 2022
99.09%	93.12%

VARIANCE: **-6%**

DAYS ON MARKET

Aug. 2021	Aug. 2022
7	22

VARIANCE: **214%**

OAKVILLE MARKET SUMMARY | AUGUST 2022

- The Oakville attached luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **93.12% of list price** in August 2022.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$1,087,500**.
- The median days on market for August 2022 was **22** days, up from **7** in August 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.