

OAKVILLE ONTARIO

–February 2021–



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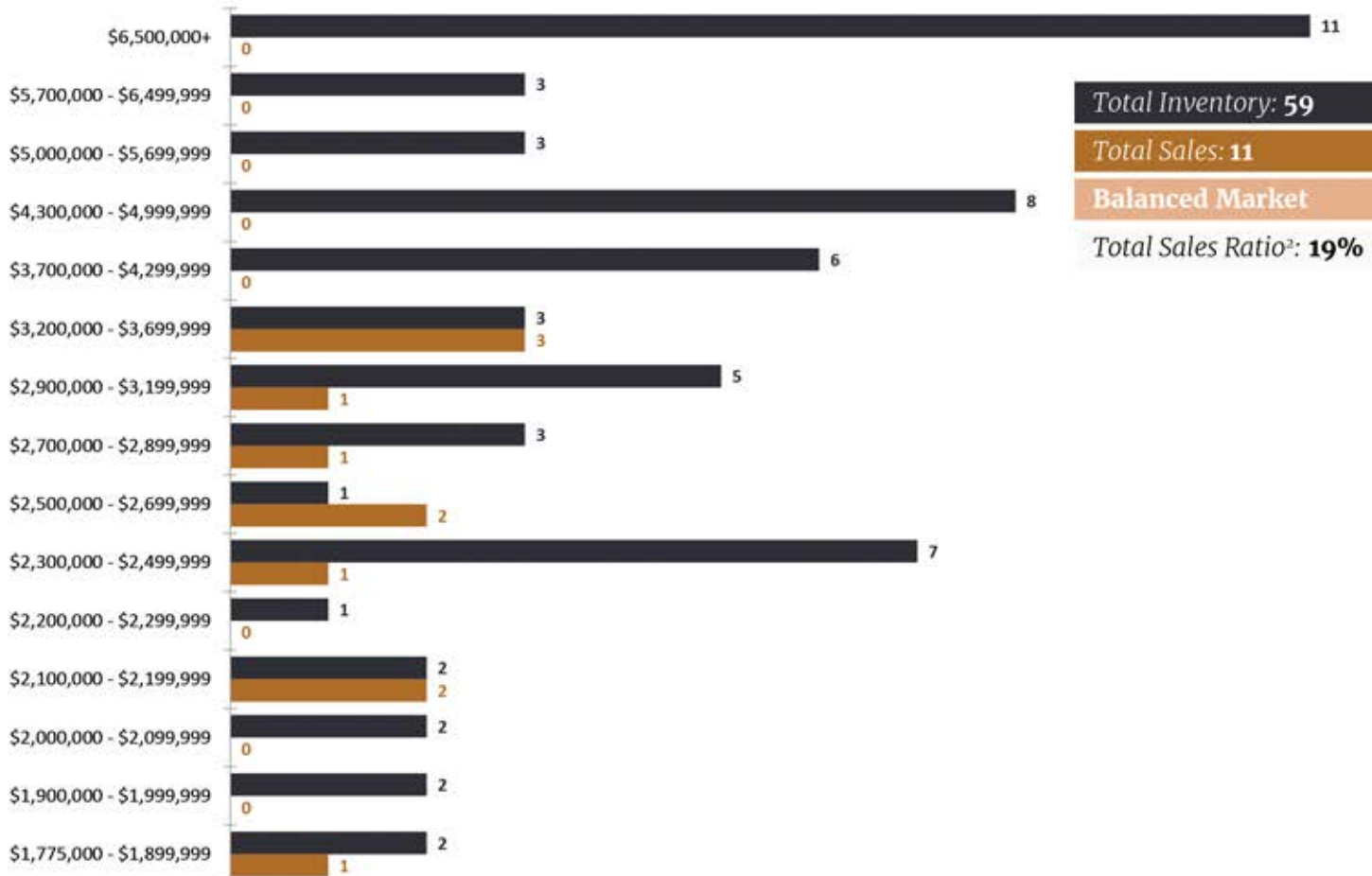
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

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



Total Inventory: **59**

Total Sales: **11**

Balanced Market

Total Sales Ratio²: **19%**

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	4	0%
2 Bedrooms	NA	NA	NA	0	1	0%
3 Bedrooms	\$3,237,500	14	6	2	4	50%
4 Bedrooms	\$2,650,000	31	5	3	23	13%
5 Bedrooms	\$2,180,000	24	5	3	23	13%
6+ Bedrooms	\$3,020,000	30	6	3	4	75%

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

INVENTORY

December: 76
January: 59

VARIANCE: -22%

SOLDS

December: 19
January: 11

VARIANCE: -42%

SALES PRICE

December: \$2.35m
January: \$2.65m

VARIANCE: 13%

SALE PRICE PER SQFT.

December: \$902
January: \$358

VARIANCE: -60%

SALE TO LIST PRICE RATIO

December: 96.54%
January: 96.10%

VARIANCE: 0%

DAYS ON MARKET

December: 15
January: 24

VARIANCE: 60%

OAKVILLE MARKET SUMMARY | JANUARY 2021

- The Oakville single-family luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **96.10% of list price** in January 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes has increased to **\$2,650,000**.
- The median days on market for January 2021 was **24** days, up from **15** in December 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. All prices are listed in SCAD.

LUXURY INVENTORY VS. SALES | JANUARY 2021

Inventory Sales

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



Total Inventory: **26**

Total Sales: **2**

Buyer's Market

Total Sales Ratio²: **8%**

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	\$1,212,500	15	2	2	20	10%
3 Bedrooms	NA	NA	NA	0	3	0%
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

INVENTORY

December January
21 26

VARIANCE: **24%**

SOLDS

December January
1 2

VARIANCE: **100%**

SALES PRICE

December January
\$975k \$1.21m

VARIANCE: **24%**

SALE PRICE PER SQFT.

December January
N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

December January
98.60% 98.69%

VARIANCE: **0%**

DAYS ON MARKET

December January
2 15

VARIANCE: **650%**

OAKVILLE MARKET SUMMARY | JANUARY 2021

- The Oakville attached luxury market is a **Buyer's Market** with an **8% Sales Ratio**.
- Homes sold for a median of **98.69% of list price** in January 2021.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes has increased to **\$1,212,500**.
- The median days on market for January 2021 was **15** days, up from **2** in December 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. All prices are listed in SCAD.