

OAKVILLE ONTARIO

–August 2020–



collaborativerealestate.ca

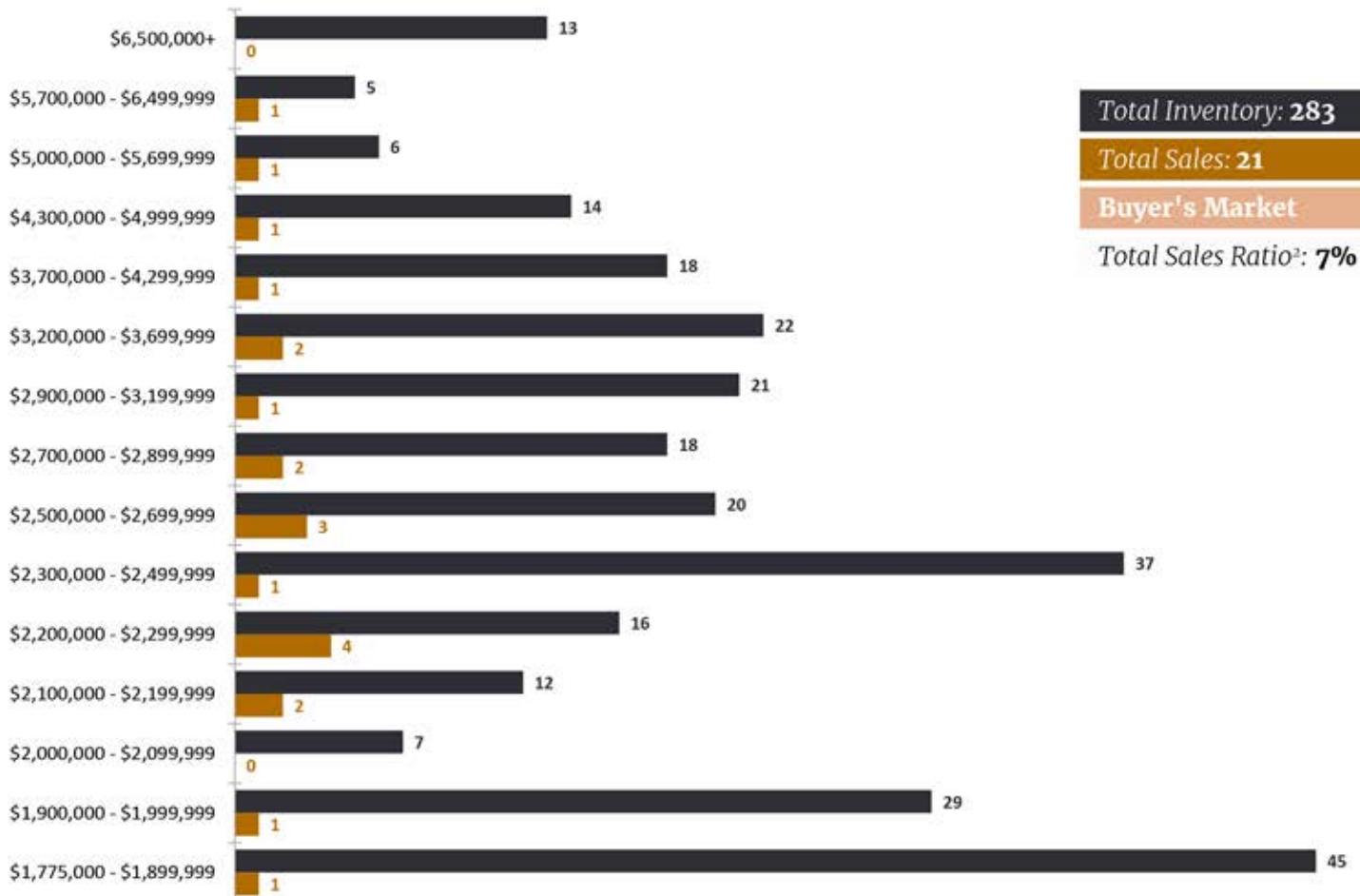
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

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



Total Inventory: **283**

Total Sales: **21**

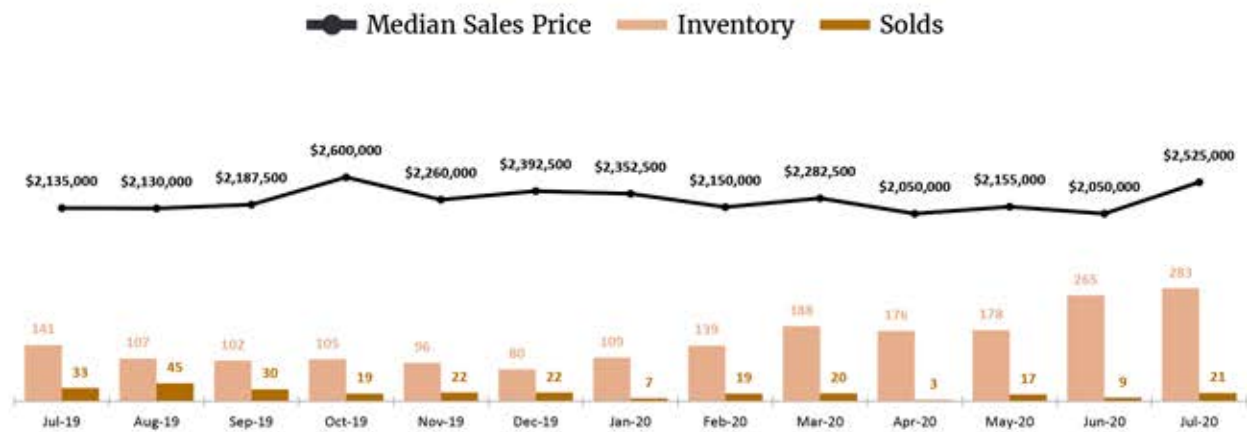
Buyer's Market

Total Sales Ratio²: **7%**

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	NA	NA	NA	0	2	0%
3 Bedrooms	NA	NA	NA	0	9	0%
4 Bedrooms	\$3,560,000	45	5	6	98	6%
5 Bedrooms	\$2,525,000	19	6	15	128	12%
6+ Bedrooms	NA	NA	NA	0	44	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

INVENTORY

June	July
265	283

VARIANCE: **7%**

SOLDS

June	July
9	21

VARIANCE: **133%**

SALES PRICE

June	July
\$2.05m	\$2.53m

VARIANCE: **23%**

SALE PRICE PER SQFT.

June	July
N/A	\$743

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

June	July
92.86%	95.67%

VARIANCE: **3%**

DAYS ON MARKET

June	July
11	21

VARIANCE: **91%**

OAKVILLE MARKET SUMMARY | JULY 2020

- The Oakville single-family luxury market is a **Buyer's Market** with a **7% Sales Ratio**.
- Homes sold for a median of **95.67% of list price** in July 2020.
- The most active price band is **\$2,200,000-\$2,299,999**, where the sales ratio is **25%**.
- The median luxury sales price for single-family homes has increased to **\$2,525,000**.
- The median days on market for July 2020 was **21** days, up from **11** in June 2020.

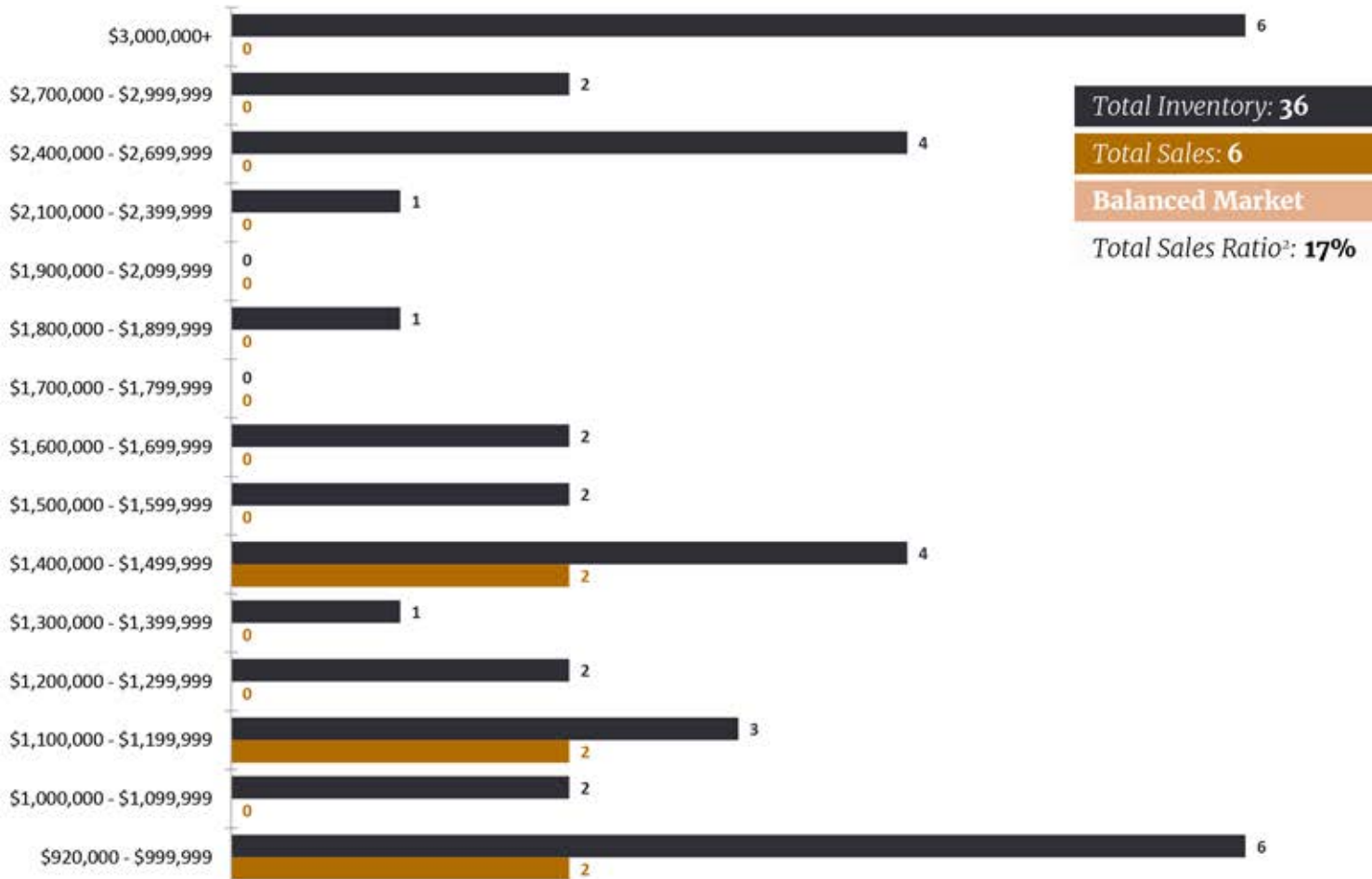
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in Canadian Dollars.

LUXURY INVENTORY VS. SALES | JULY 2020

Inventory Sales

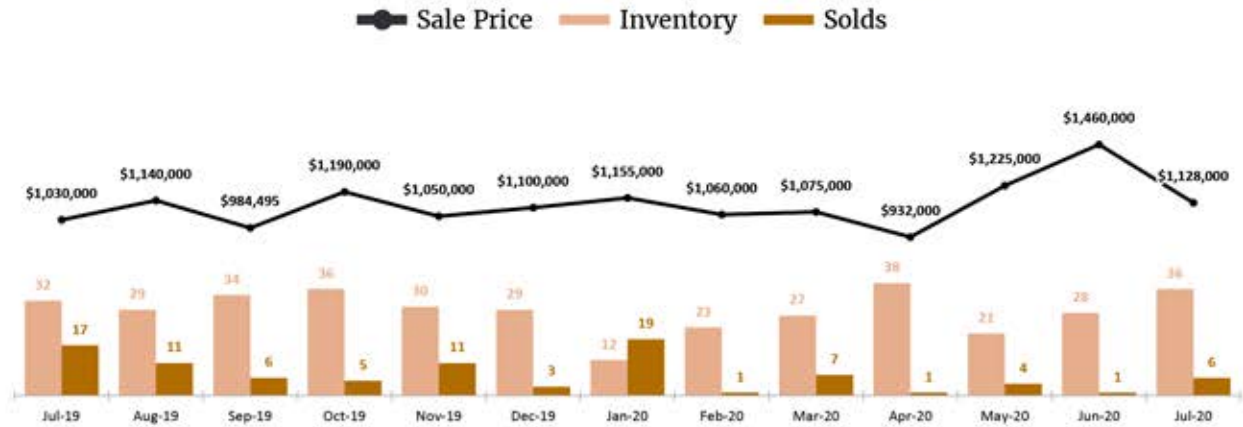
Luxury Benchmark Price¹: **\$920,000**



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	\$1,128,000	10	2	5	20	25%
3 Bedrooms	\$921,000	5	3	1	14	7%
4 Bedrooms	NA	NA	NA	0	1	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

June	July
28	36

VARIANCE: **29%**

SOLDS

June	July
1	6

VARIANCE: **500%**

SALES PRICE

June	July
\$1.46m	\$1.13m

VARIANCE: **-23%**

SALE PRICE PER SQFT.

June	July
N/A	\$742

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

June	July
94.32%	102.33%

VARIANCE: **8%**

DAYS ON MARKET

June	July
6	9

VARIANCE: **50%**

OAKVILLE MARKET SUMMARY | JULY 2020

- The Oakville attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **102.33% of list price** in July 2020.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **67%**.
- The median luxury sales price for attached homes has decreased to **\$1,128,000**.
- The median days on market for July 2020 was **9** days, up from **6** in June 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 Canadian Dollars.