

OAKVILLE ONTARIO

–September 2020–



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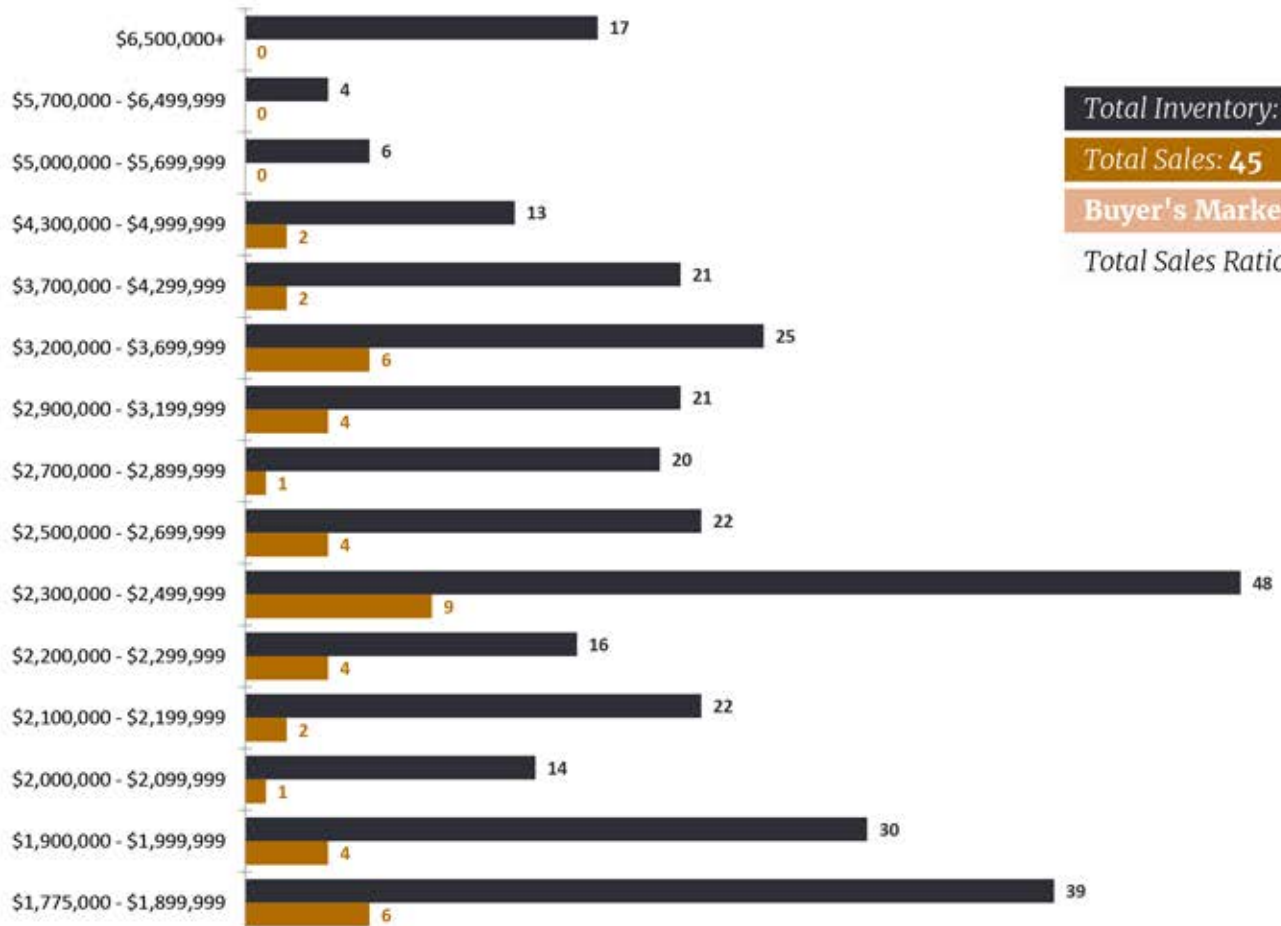
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

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



Total Inventory: **318**

Total Sales: **45**

Buyer's Market

Total Sales Ratio²: **14%**

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	2	0%
3 Bedrooms	\$2,295,000	24	4	2	11	18%
4 Bedrooms	\$2,350,000	30	5	18	113	16%
5 Bedrooms	\$2,431,500	16	5	20	145	14%
6+ Bedrooms	\$2,690,000	37	7	4	47	9%

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

July August
283 318

VARIANCE: 12%

SOLDS

July August
21 45

VARIANCE: 114%

SALES PRICE

July August
\$2.53m \$2.40m

VARIANCE: -5%

SALE PRICE PER SQFT.

July August
\$743 \$743

VARIANCE: 0%

SALE TO LIST PRICE RATIO

July August
95.67% 96.05%

VARIANCE: 0%

DAYS ON MARKET

July August
21 22

VARIANCE: 5%

OAKVILLE MARKET SUMMARY | AUGUST 2020

- The Oakville single-family luxury market is a **Buyer's Market** with a **14% Sales Ratio**.
- Homes sold for a median of **96.05% of list price** in August 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 decreased to **\$2,395,000**.
- The median days on market for August 2020 was **22** days, up from **21** in July 2020.

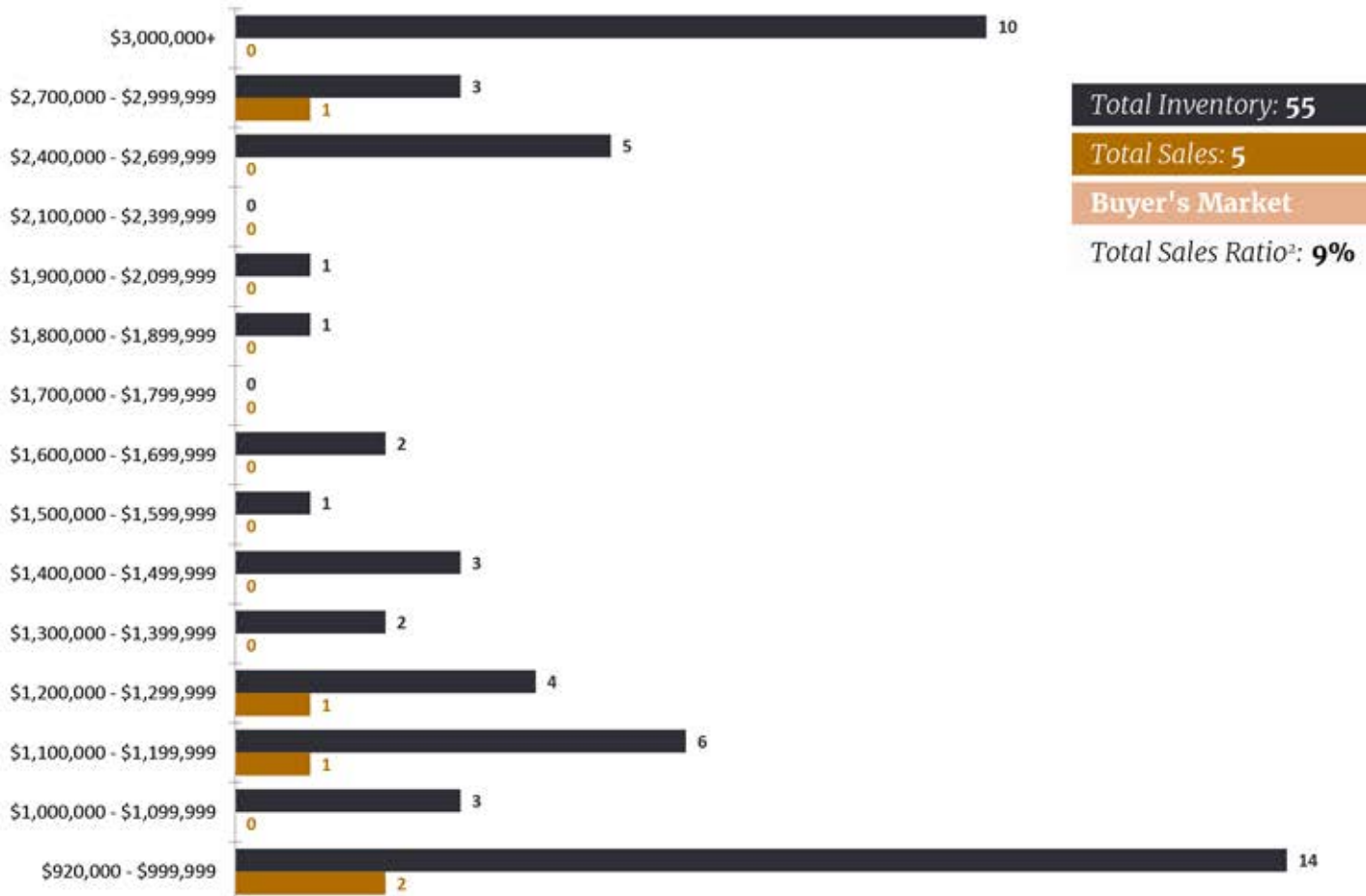
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

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



Total Inventory: **55**

Total Sales: **5**

Buyer's Market

Total Sales Ratio²: **9%**

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	\$1,145,000	15	2	3	24	13%
3 Bedrooms	\$2,900,000	163	3	1	27	4%
4 Bedrooms	\$935,000	20	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

INVENTORY

July	August
36	55

VARIANCE: **53%**

SOLDS

July	August
6	5

VARIANCE: **-17%**

SALES PRICE

July	August
\$1.13m	\$1.15m

VARIANCE: **2%**

SALE PRICE PER SQFT.

July	August
\$742	\$671

VARIANCE: **-10%**

SALE TO LIST PRICE RATIO

July	August
102.33%	95.42%

VARIANCE: **-7%**

DAYS ON MARKET

July	August
9	20

VARIANCE: **122%**

OAKVILLE MARKET SUMMARY | AUGUST 2020

- The Oakville attached luxury market is a **Buyer's Market** with a **9% Sales Ratio**.
- Homes sold for a median of **95.42% of list price** in August 2020.
- The most active price band is **\$2,700,000-\$2,999,999**, where the sales ratio is **33%**.
- The median luxury sales price for attached homes has increased to **\$1,145,000**.
- The median days on market for August 2020 was **20** days, up from **9** in July 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.