

# OAKVILLE ONTARIO

–January 2021–



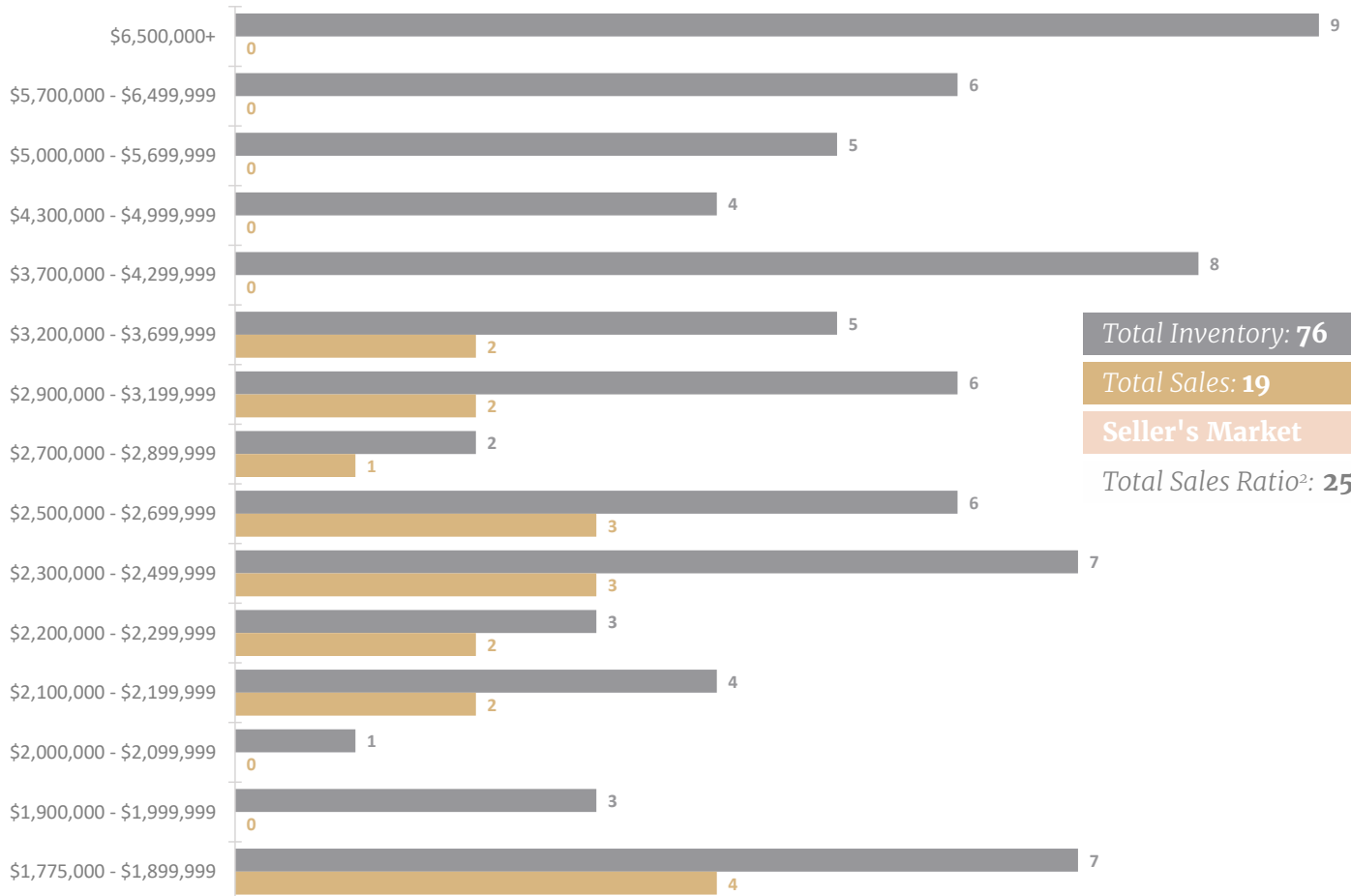
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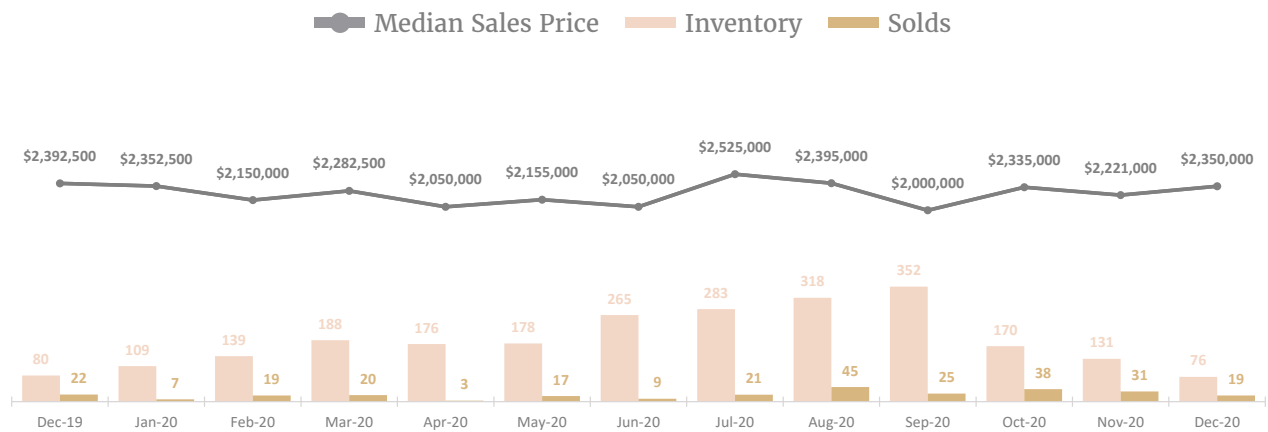
## LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$1,775,000**

Beds <sup>3</sup> -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	3	0%
3 Bedrooms	\$2,509,000	3	3	1	4	25%
4 Bedrooms	\$2,595,514	9	4	5	27	19%
5 Bedrooms	\$2,392,500	21	5	10	33	30%
6+ Bedrooms	\$2,259,049	15	5	3	7	43%

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales 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 TREND<sup>4</sup>

## MEDIAN DATA

## INVENTORY

November December  
131 76

VARIANCE: -42%

## SOLDS

November December  
31 19

VARIANCE: -39%

## SALES PRICE

November December  
\$2.22m \$2.35m

VARIANCE: 6%

## SALE PRICE PER SQFT.

November December  
\$650 \$902

VARIANCE: 39%

## SALE TO LIST PRICE RATIO

November December  
96.90% 96.54%

VARIANCE: 0%

## DAYS ON MARKET

November December  
12 15

VARIANCE: 25%

## OAKVILLE MARKET SUMMARY | DECEMBER 2020

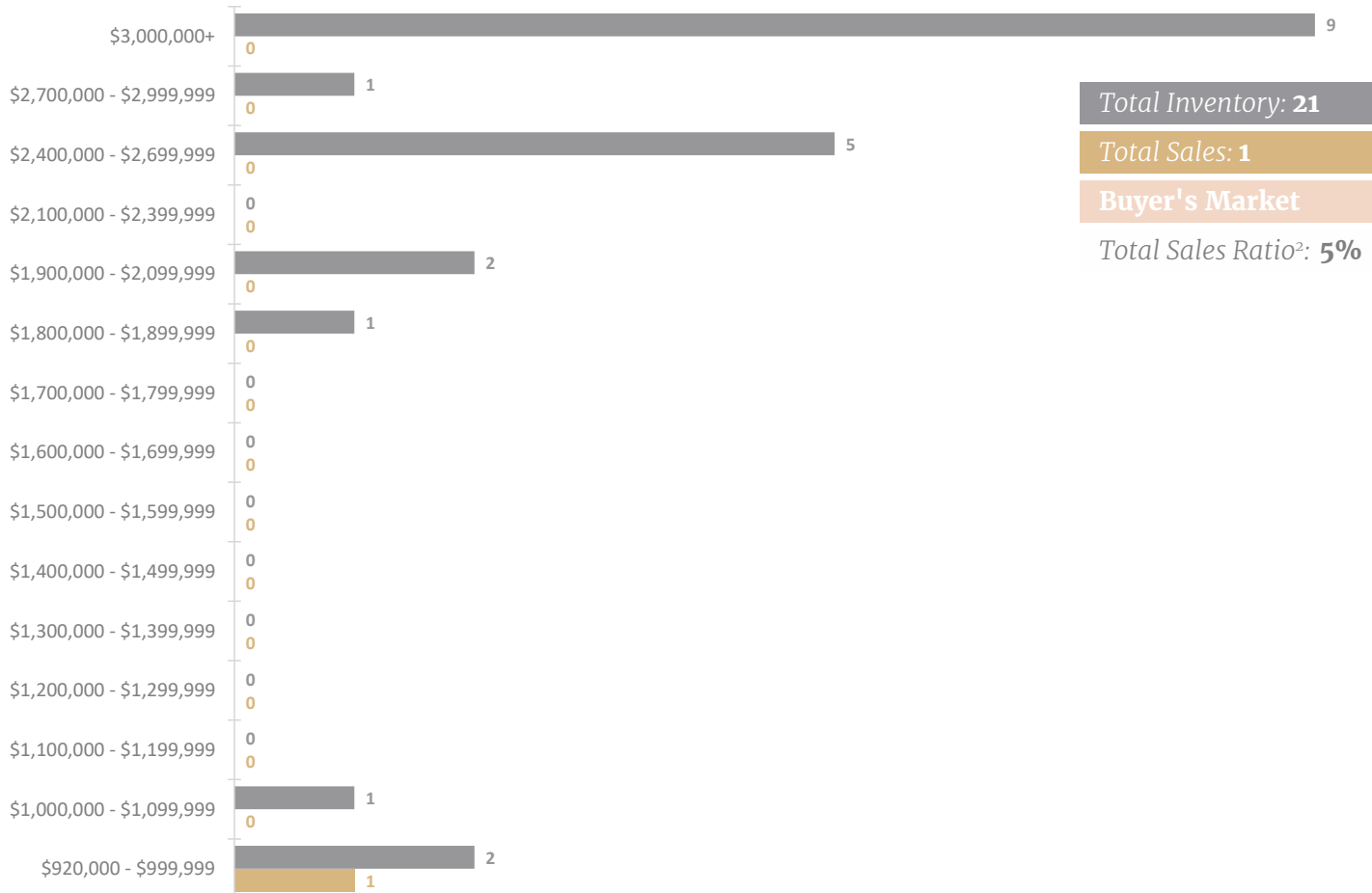
- The Oakville single-family luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **96.54% of list price** in December 2020.
- The most active price band is **\$2,200,000-\$2,299,999**, where the sales ratio is **67%**.
- The median luxury sales price for single-family homes has increased to **\$2,350,000**.
- The median days on market for December 2020 was **15** days, up from **12** in November 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in \$CAD.

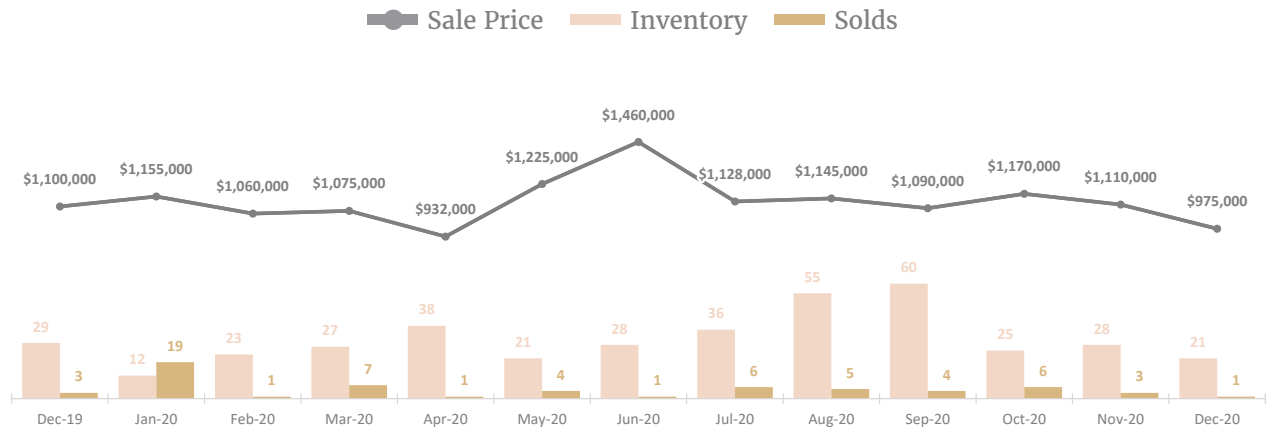
## LUXURY INVENTORY VS. SALES | DECEMBER 2020

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$920,000**

Beds <sup>3</sup> -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	16	0%
3 Bedrooms	NA	NA	NA	0	2	0%
4 Bedrooms	\$975,000	2	4	1	2	50%
5 Bedrooms	NA	NA	NA	0	0	NA
6+ Bedrooms	NA	NA	NA	0	0	NA

<sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup> Sales 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 TREND<sup>4</sup>

## MEDIAN DATA

## INVENTORY

November    December  
28    21

VARIANCE: -25%

## SOLDS

November    December  
3    1

VARIANCE: -67%

## SALES PRICE

November    December  
\$1.11m    \$975k

VARIANCE: -12%

## SALE PRICE PER SQFT.

November    December  
N/A    N/A

VARIANCE: N/A

## SALE TO LIST PRICE RATIO

November    December  
94.74%    98.60%

VARIANCE: 4%

## DAYS ON MARKET

November    December  
7    2

VARIANCE: -71%

## OAKVILLE MARKET SUMMARY | DECEMBER 2020

- The Oakville attached luxury market is a **Buyer's Market** with a **5% Sales Ratio**.
- Homes sold for a median of **98.60% of list price** in December 2020.
- The most active price band is **\$920,000-\$999,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes has decreased to **\$975,000**.
- The median days on market for December 2020 was **2** days, down from **7** in November 2020.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties. All prices are listed in \$CAD.