

RINA

RINA REAL ESTATE NEWS JANUARY 2022

IS THAT DAYS ON THE MARKET OR A NEW YEARS COUNTDOWN?

As we enter a brand-new year, the Oakville housing market continues to see a combination of rising prices and a shortage of housing supply leading to an ongoing seller's market. We are starting to see some price adjustments, but inventory is flying off the market almost as soon as it arrives. With a slightly lower price tag than in previous quarters, they are still significantly higher than this time last year so sellers still have the same strong bargaining position they've had for the past three to six months.

While sales are down year over year, December's closings were fairly typical for the month. House & Condo sales fell 31 percent year over year last month, dropping from 42 properties sold last December to 15 this year. The more startling stat currently is how homes are remaining on the market for fewer days when comparing year over year and month after month. In December 2020, the average days spent on the market was 42, last month was a speedy 15 - even quicker than November and October 2021. Average home prices have jumped over \$200,000 since this time last year; rising from \$1.38 to \$1.58 Million!

Ontario recently reinstated some restrictions that may impact the market this January but it's a new year and there's no better time to start fresh. Overall, prices are lower than last month and days that homes spend on the market are at an all-time low so if you're thinking about buying or selling your home, now would be a great time to speak with one of our experienced agents who can help guide you through what might happen in 2022!

Wishing you and your loved ones all the best from Team RINA.

MARKET UPDATE

DECEMBER 2021

Number of Sales: 214
Median Sale Price: \$1,300,000
Median Days on Market: 18

DECEMBER 2020

Number of Sales: 237
Median Sale Price: \$1,170,000
Median Days on Market: 17



RINA DIRISIO - SALES REPRESENTATIVE
TOP 1% FOR ROYAL LEPAGE ACROSS
CANADA FOR 20 YEARS RUNNING

*OAKVILLE'S YEAR-OVER-YEAR SALES STATS AS REPORTED ON THE OAKVILLE, MILTON & DISTRICT REAL ESTATE BOARD (OMDREB).

For over three decades, our team has done all we can to help our clients reach their goals. Whether it's finding a new place to call home, selling properties at their maximum value, or helping with any step in between, we are 100% committed to their best interests.

The last year and a half provided its fair share of challenges but it has only made us more committed, more focused and more excited to do even better. As a result of the pandemic, real estate trends have been unpredictable but with a great agent on a fantastic team, your dreams are in good hands. Whether it's your first home purchase, your fifth house being sold on the market or an investment property you're interested in getting more information on, we can help.

Together, we have made it through this tough time and we're grateful for the opportunity to use our knowledge and expertise to make this summer a big success for Oakville buyers and sellers! When you're ready to make your dreams a reality, call me on my cell: **416-804-4347** or send me an email: rina@rina.ca.

WE WIN WHEN YOU WIN.

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WEST OAK TRAILS & WESTMOUNT

REAL ESTATE MARKET UPDATE

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MARKET UPDATE

SALES IN THE LAST 60 DAYS IN WESTOAK TRAILS AND WESTMOUNT AS OF DECEMBER 1ST 2021 (AS PER OMDREB*)

DETACHED HOMES

Price Range	No. of Sales	% of Total
Under \$1,000,000	1	4.8%
\$1,000,000 - \$1,499,999	4	19.0%
\$1,500,000 - \$1,999,999	11	52.4%
\$2,000,000 - \$2,499,999	3	14.3%
\$2,500,000 - \$2,999,999	2	9.5%
\$3,000,000 & Up	0	0.0%

TOWNHOMES, SEMI-DETACHED & LINKS

Price Range	No. of Sales	% of Total
Under \$750,000	0	0.0%
\$750,000 - \$999,999	1	8.3%
\$1,000,000 - \$1,249,999	2	16.7%
\$1,250,000 - \$1,499,999	2	16.7%
\$1,500,000 - \$1,749,999	4	33.3%
\$1,750,000 & Up	3	25.0%

CONDOMINIUM APARTMENTS

Price Range	No. of Sales	% of Total
Under \$500,000	1	11.1%
\$500,000 - \$649,999	2	22.2%
\$650,000 - \$799,999	0	0.0%
\$800,000 - \$949,999	6	66.7%
\$950,000 - \$1,099,999	0	0.0%
\$1,100,000 & Up	0	0.0%

*OMDREB: Oakville, Milton & District Real Estate Board

THINKING ABOUT SELLING?

Rina DiRisio has been helping families buy and sell homes for more than three decades. Her transactions total over \$30 Billion and she has ranked as one of Canada's top realtors throughout her illustrious career.

Team Rina's approach to real estate involves innovation, integrity, and extraordinary service – a trifecta that makes them a stand-out in the industry. From the pricing strategy and getting market-ready, to marketing initiatives and negotiating the best deal, Rina and team always focus on getting top dollar for their clients.

RINA.CA

WE SELL REAL ESTATE
BUT BETTER.



416.804.4347 RINA@RINA.CA

RINA DIRISIO, Sales Representative

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