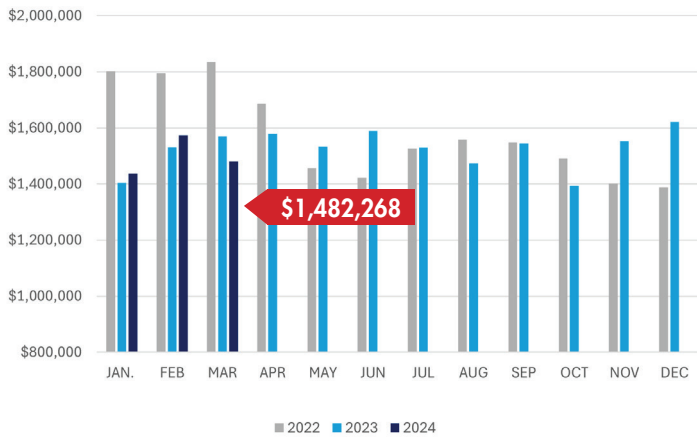


SPRING 2024

# OAKVILLE MARKET AT A GLANCE



## AVERAGE SALE PRICE (all property types)



In February, Oakville experienced an increase in average sale prices (across all property types), only to drop 5.5% in March, bringing the average sale price to \$1,482,268. The only category to experience a YoY increase in March was semi-detached homes. Luxury homes have recently seen an upswing in sales activity due to softer prices and downward trending interest rates. Equity accumulated by buyers during peak period of home appreciation between 2017-2023 is driving demand at the top end of the market.

Looking ahead, if the anticipated reduction of borrowing costs occurs later this year, it could spark a surge in the market, driving prices upward and accelerating sales activity.

SCAN to receive MARKET AT A GLANCE  
and never miss out on the latest trends



Interest rates, softer prices and equity gains are the key factors influencing current market activity. The Oakville housing market experienced a notable shift from a seller's market in December to balanced conditions in January. The number of new listings in the first quarter of 2024 increased 23% Year over Year (YoY). There were 637 sales in the first quarter, surpassing the 598 recorded in the same period last year. Home-buying activity was stronger YoY in January and February, however, there was a 6.3% decline from February to March, which may be attributed to inclement weather conditions and prolonged holiday breaks, as Easter occurred at the end of March. In sought-after neighbourhoods with low inventory, multiple offers have returned.

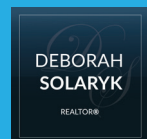
## AVERAGE SALE PRICE YEAR OVER YEAR

	MARCH 2023		MARCH 2024
DETACHED	<b>\$2,062,808</b>	3.1%	<b>\$1,998,133</b>
SEMI-DETACHED	<b>\$1,109,620</b>	7.2%	<b>\$1,188,983</b>
TOWNHOUSE	<b>\$1,040,939</b>	4.1%	<b>\$ 998,195</b>
CONDO APARTMENT	<b>\$785,375</b>	8.1%	<b>\$721,775</b>



Contact me for a confidential home valuation

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# From Uncertainty to Clarity: Our Relocation Roadmap

Is the possibility of a move on your horizon for the future? The decision to relocate is a significant life transition, which can leave you wondering if you've thought of everything that needs to be considered.

Whether you're downsizing, decluttering, exploring options, or evaluating home improvements for resale value, a structured plan is the key to ensuring a smooth and stress-free experience.

Deborah and Mark share similar life experiences as a primary caregiver and supporter for family members and clients going through major life transitions. Under the banner of **Milestone Realty Solutions**, we draw upon our collective experiences as advocates, seasoned real estate professionals and meticulous planners to provide the highest level of service possible for our clients.

At the heart of our business lies a genuine passion for connecting with the people we serve in a meaningful way and guiding them flawlessly through the process of finding a new place to call home. For us, this goes beyond the transaction—our focus is on what matters most to you every step of the way.

Our approach puts you in control of the process while we facilitate and handle all of the details. We begin by gaining a thorough understanding of your situation and then create a custom plan tailored to your needs and desired outcome.

We're here to help when the time is right for you.

“ Invaluable partners who expertly guided us  
The personal touch truly set this real estate experience apart ”



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