

GTA - YORK ONTARIO

–December 2020–



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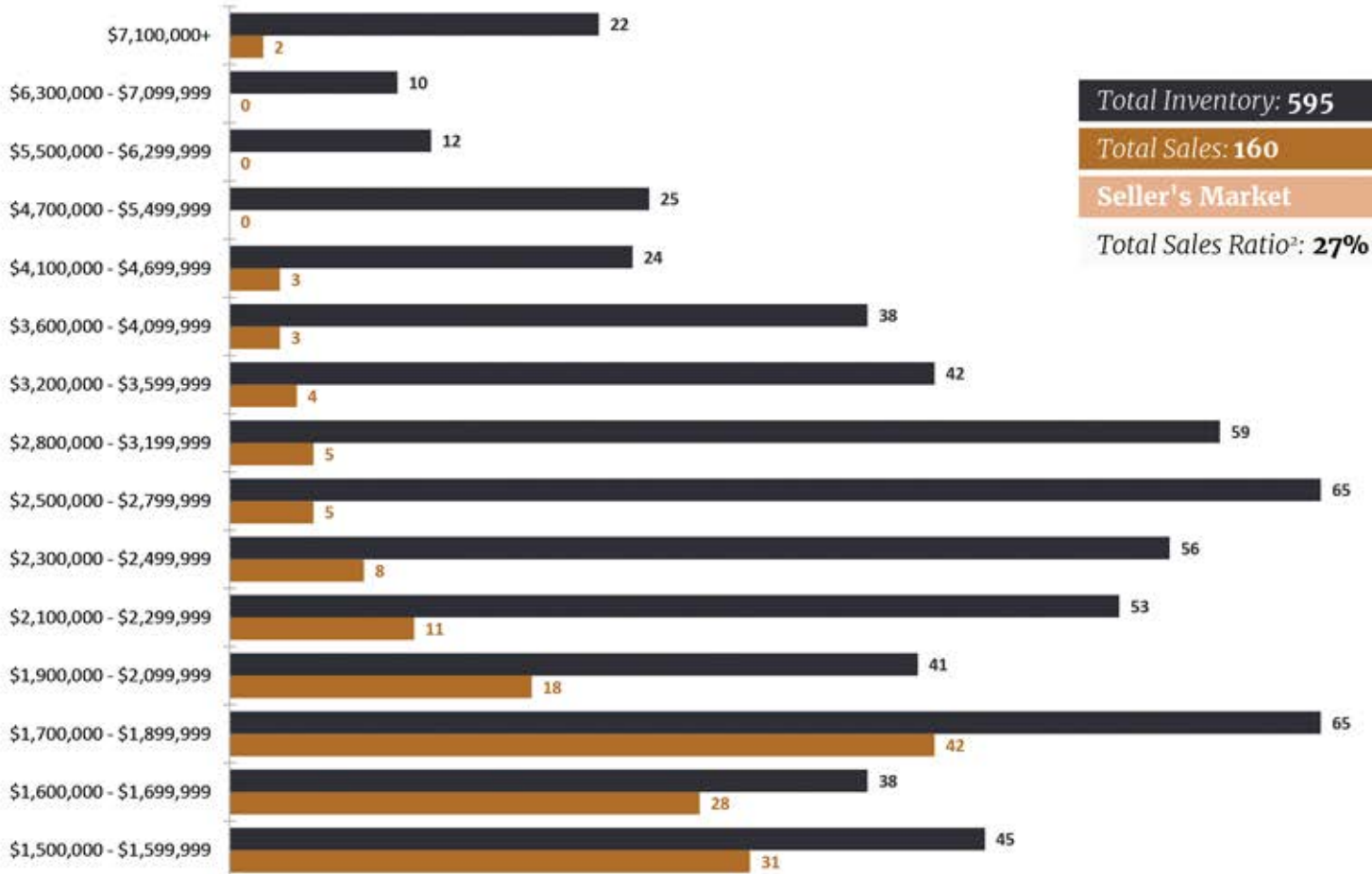
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$1,500,000**



Total Inventory: **595**

Total Sales: **160**

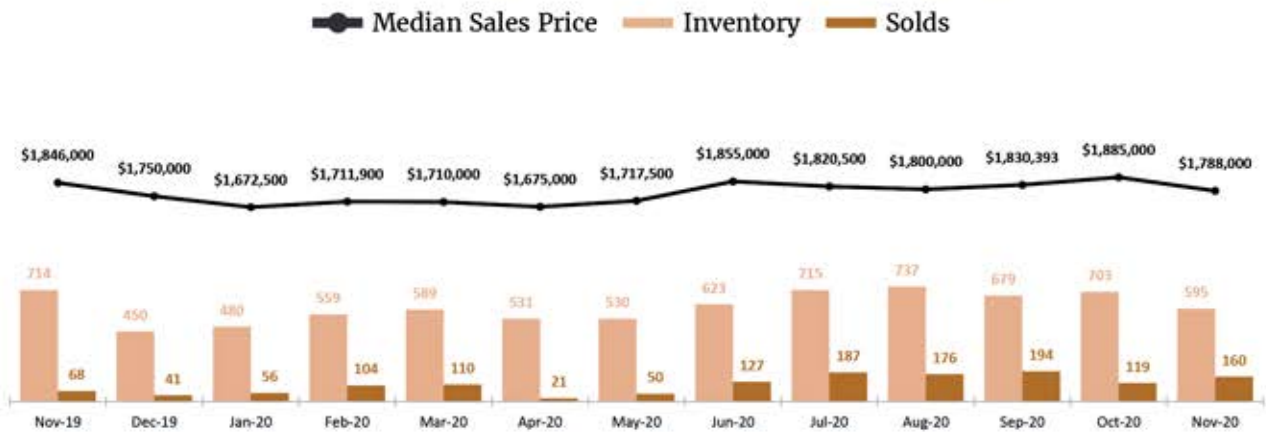
Seller's Market

Total Sales Ratio²: **27%**

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	4	0%
2 Bedrooms	NA	NA	NA	0	8	0%
3 Bedrooms	\$1,770,000	33	3	15	87	17%
4 Bedrooms	\$1,735,000	26	5	109	315	35%
5 Bedrooms	\$1,955,000	30	5	33	149	22%
6+ Bedrooms	\$3,029,600	57	6	3	32	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

October	November
703	595

VARIANCE: **-15%**

SOLDS

October	November
119	160

VARIANCE: **34%**

SALES PRICE

October	November
\$1.89m	\$1.79m

VARIANCE: **-5%**

SALE PRICE PER SQFT.

October	November
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

October	November
96.41%	96.91%

VARIANCE: **1%**

DAYS ON MARKET

October	November
21	28

VARIANCE: **33%**

GTA - YORK MARKET SUMMARY | NOVEMBER 2020

- The GTA - York single-family luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **96.91% of list price** in November 2020.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **74%**.
- The median luxury sales price for single-family homes has decreased to **\$1,788,000**.
- The median days on market for November 2020 was **28** days, up from **21** in October 2020.

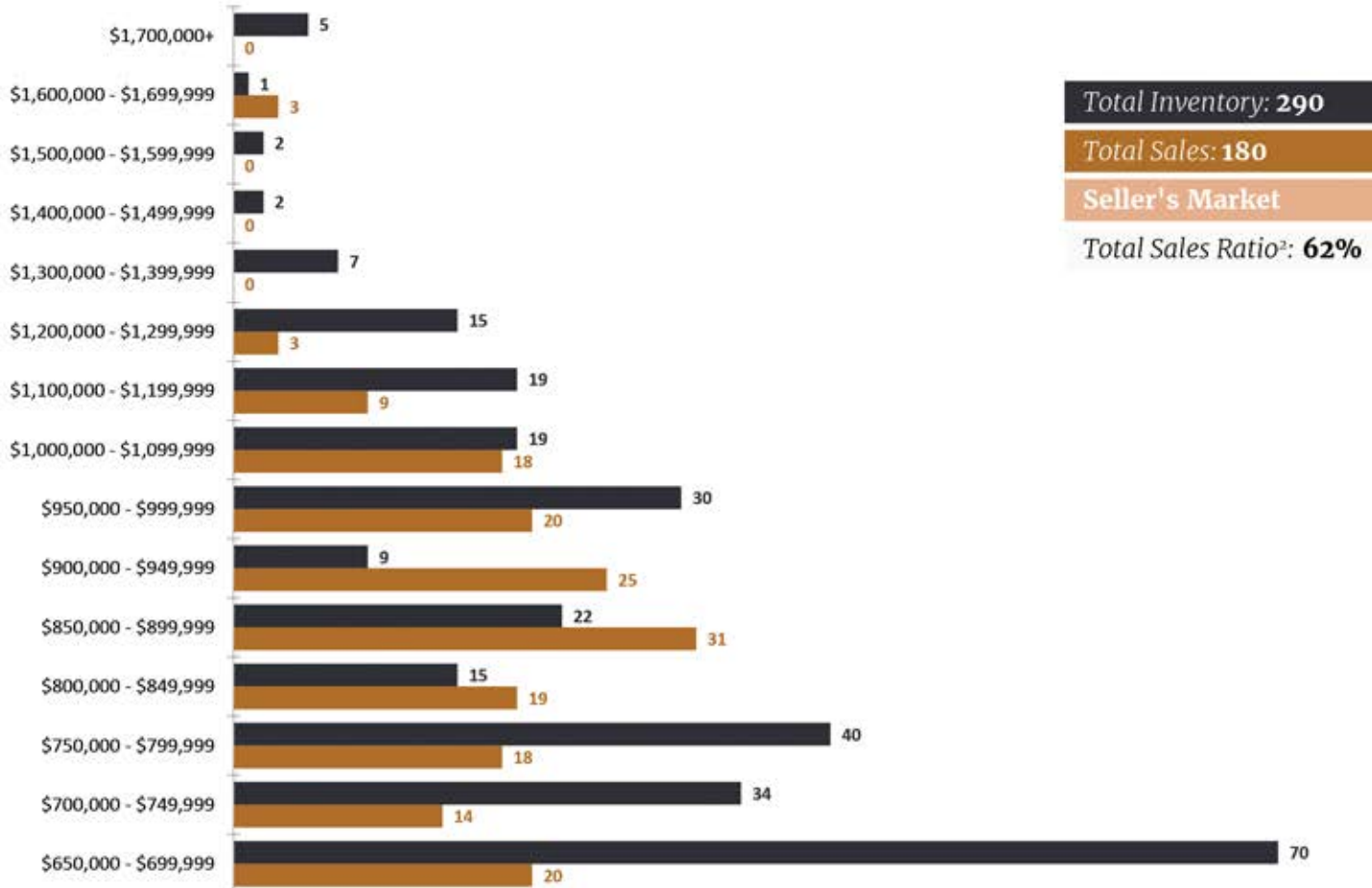
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$650,000**



Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0-1 Bedrooms	\$838,000	58	2	1	3	33%
2 Bedrooms	\$700,000	26	2	36	140	26%
3 Bedrooms	\$895,000	10	3	121	121	100%
4 Bedrooms	\$975,800	16	4	21	25	84%
5 Bedrooms	NA	NA	NA	0	1	0%
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

October	November
361	290

VARIANCE: **-20%**

SOLDS

October	November
147	180

VARIANCE: **22%**

SALES PRICE

October	November
\$825k	\$885k

VARIANCE: **7%**

SALE PRICE PER SQFT.

October	November
\$1,830	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

October	November
99.15%	99.13%

VARIANCE: **0%**

DAYS ON MARKET

October	November
15	13

VARIANCE: **-13%**

GTA - YORK MARKET SUMMARY | NOVEMBER 2020

- The GTA - York attached luxury market is a **Seller's Market** with a **62% Sales Ratio**.
- Homes sold for a median of **99.13% of list price** in November 2020.
- The most active price band is **\$1,600,000-\$1,699,999**, where the sales ratio is **300%**.
- The median luxury sales price for attached homes has increased to **\$885,000**.
- The median days on market for November 2020 was **13** days, down from **15** in October 2020.

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

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