

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2023

TORONTO
ONTARIO



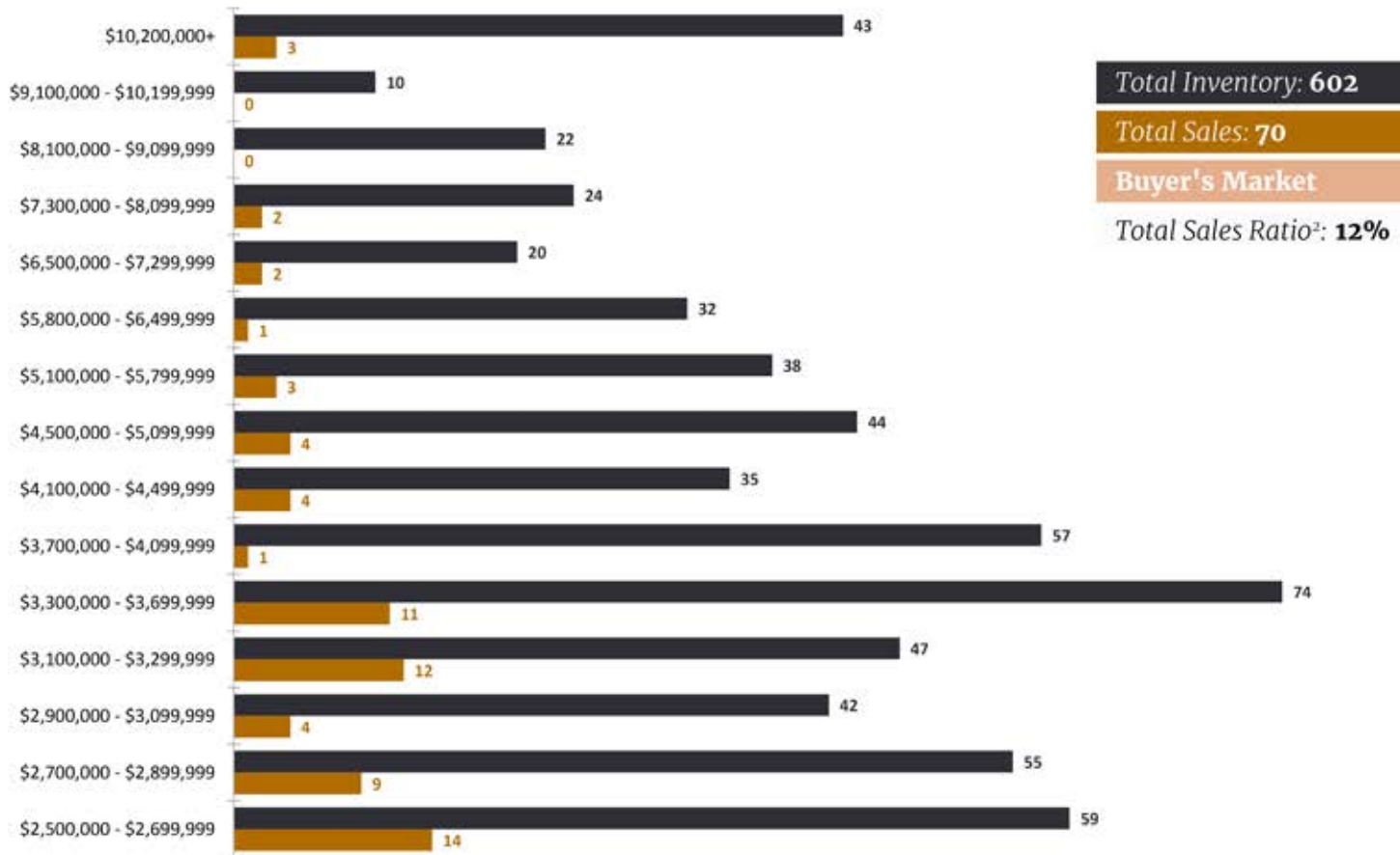
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

Luxury Benchmark Price¹: **\$2,500,000**



Total Inventory: **602**

Total Sales: **70**

Buyer's Market

Total Sales Ratio²: **12%**

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	\$3,490,000	10	3	1	14	7%
3 Bedrooms	\$3,195,000	12	4	9	70	13%
4 Bedrooms	\$3,188,000	20	5	49	316	16%
5 Bedrooms	\$4,400,000	32	5	9	152	6%
6+ Bedrooms	\$3,355,000	15	4	2	46	4%

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 REVIEW | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023

391 602

VARIANCE: **54%**

TOTAL SOLDS

Nov. 2022 Nov. 2023

64 70

VARIANCE: **9%**

SALES PRICE

Nov. 2022 Nov. 2023

\$3.26m \$3.22m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023

96.22% 95.24%

VARIANCE: **-1%**

DAYS ON MARKET

Nov. 2022 Nov. 2023

15 20

VARIANCE: **33%**

TORONTO MARKET SUMMARY | NOVEMBER 2023

- The Toronto single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **95.24% of list price** in November 2023.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **26%**.
- The median luxury sales price for single-family homes is **\$3,221,500**.
- The median days on market for November 2023 was **20** days, up from **15** in November 2022.

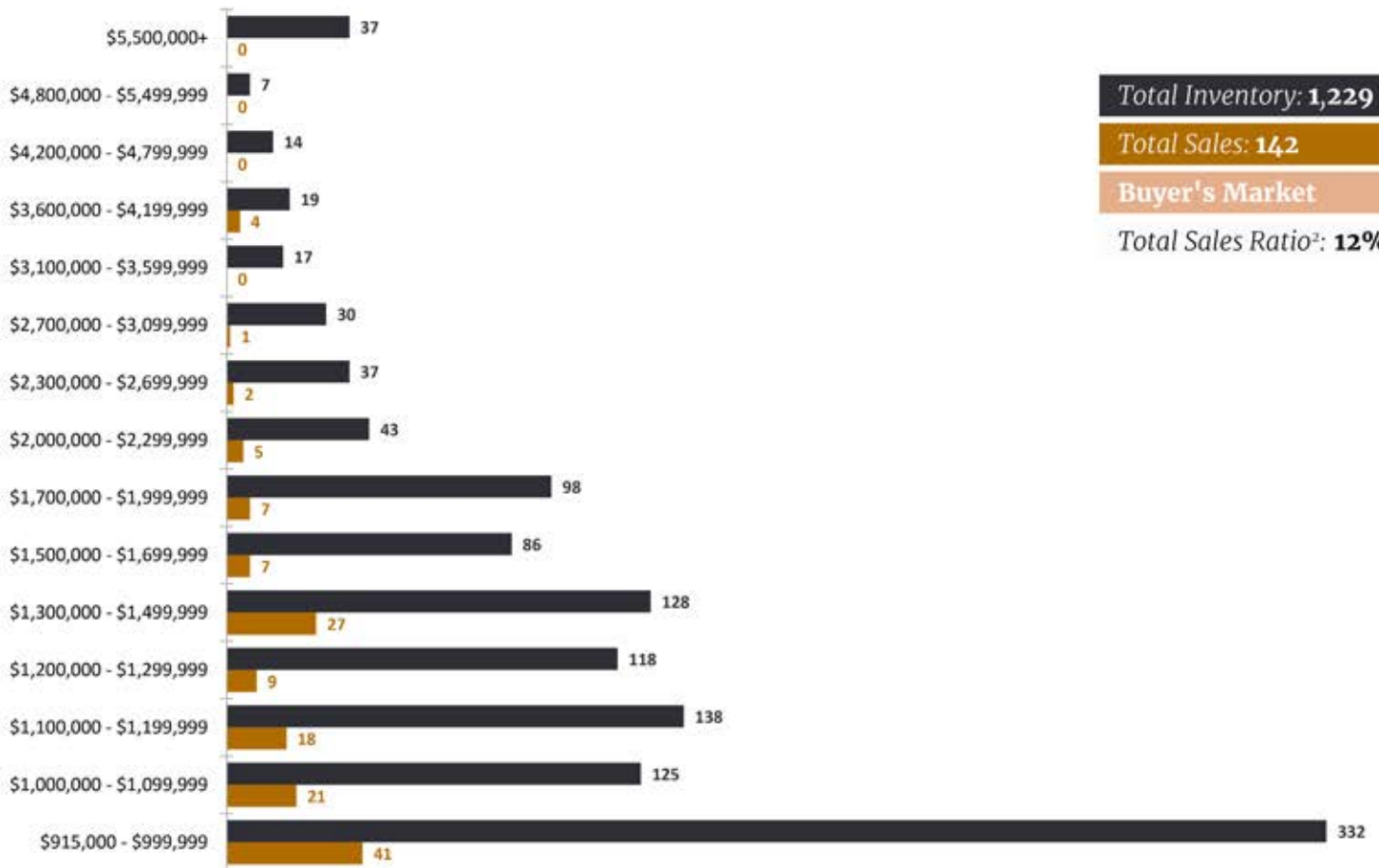
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | NOVEMBER 2023

Inventory Sales

Luxury Benchmark Price¹: **\$915,000**



Total Inventory: **1,229**

Total Sales: **142**

Buyer's Market

Total Sales Ratio²: **12%**

Beds ³ -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 Bedrooms	NA	NA	NA	0	2	0%
1 Bedrooms	\$1,200,000	21	2	6	94	6%
2 Bedrooms	\$1,150,000	21	2	101	778	13%
3 Bedrooms	\$1,165,000	21	3	33	338	10%
4 Bedrooms	\$2,432,009	25	5	2	14	14%
5+ Bedrooms	NA	NA	NA	0	3	0%

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 REVIEW | NOVEMBER

TOTAL INVENTORY

Nov. 2022 Nov. 2023
805 **1,229**

VARIANCE: **53%**

TOTAL SOLD

Nov. 2022 Nov. 2023
148 **142**

VARIANCE: **-4%**

SALES PRICE

Nov. 2022 Nov. 2023
\$1.13m **\$1.16m**

VARIANCE: **2%**

SALE PRICE PER SQFT.

Nov. 2022 Nov. 2023
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2022 Nov. 2023
97.35% **96.93%**

VARIANCE: **0%**

DAYS ON MARKET

Nov. 2022 Nov. 2023
17 **21**

VARIANCE: **24%**

TORONTO MARKET SUMMARY | NOVEMBER 2023

- The Toronto attached luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **96.93% of list price** in November 2023.
- The most active price band is **\$1,300,000-\$1,499,999**, where the sales ratio is **21%**.
- The median luxury sales price for attached homes is **\$1,155,000**.
- The median days on market for November 2023 was **21** days, up from **17** in November 2022.

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.