

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JANUARY  
2024

TORONTO  
ONTARIO



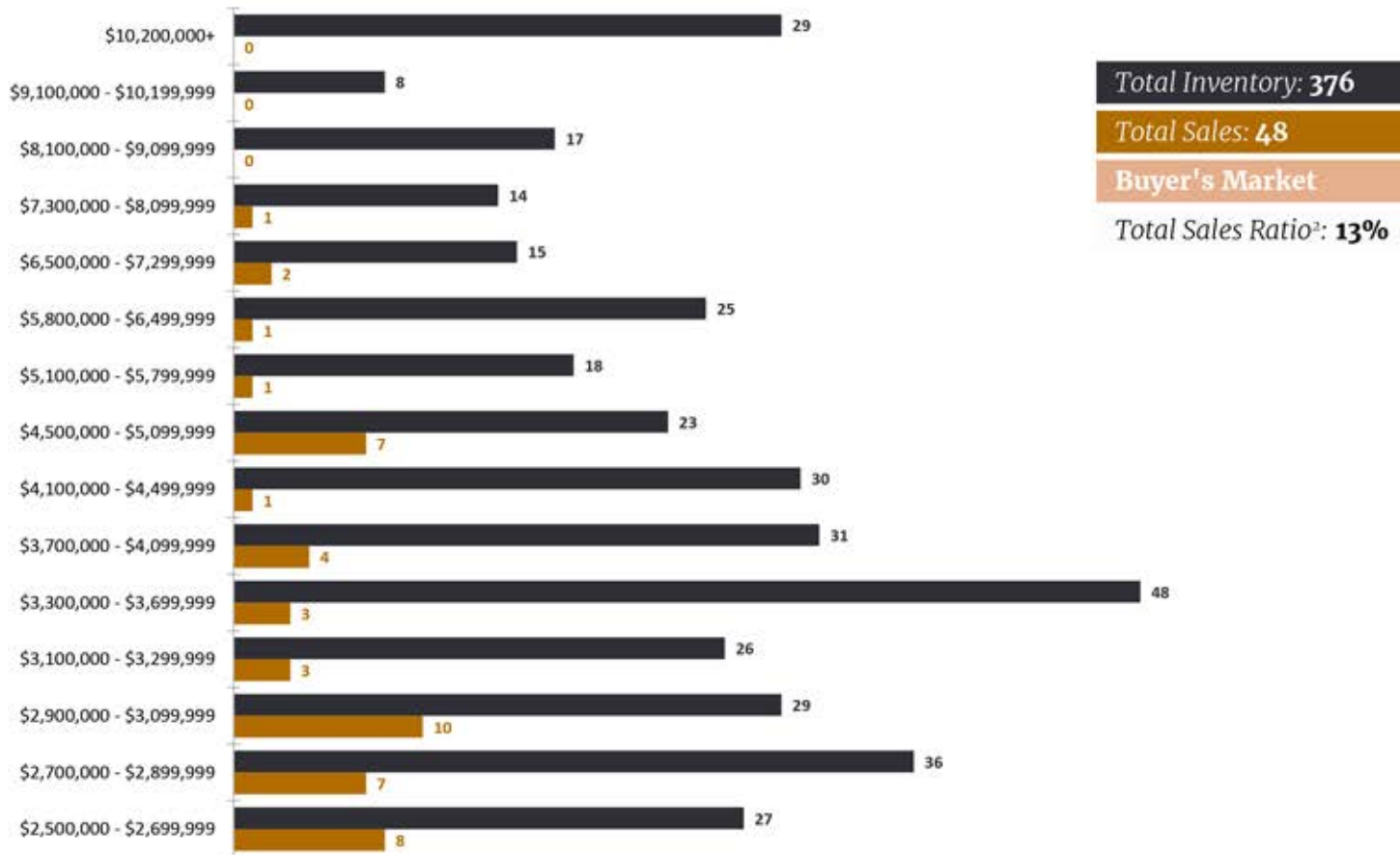
[collaborativerealestate.ca](http://collaborativerealestate.ca)

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | DECEMBER 2023

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**



Total Inventory: **376**

Total Sales: **48**

Buyer's Market

Total Sales Ratio<sup>2</sup>: **13%**

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	4	0%
2 Bedrooms	NA	NA	NA	0	12	0%
3 Bedrooms	\$2,912,500	24	4	10	47	21%
4 Bedrooms	\$2,995,000	36	5	24	184	13%
5 Bedrooms	\$3,750,000	28	6	12	95	13%
6+ Bedrooms	\$4,375,000	37	7	2	34	6%

<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 REVIEW | DECEMBER

#### TOTAL INVENTORY

Dec. 2022	Dec. 2023
255	376

VARIANCE: **47%**

#### TOTAL SOLD

Dec. 2022	Dec. 2023
39	48

VARIANCE: **23%**

#### SALES PRICE

Dec. 2022	Dec. 2023
\$3.46m	\$3.05m

VARIANCE: **-12%**

#### SALE PRICE PER SQFT.

Dec. 2022	Dec. 2023
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Dec. 2022	Dec. 2023
93.28%	94.22%

VARIANCE: **1%**

#### DAYS ON MARKET

Dec. 2022	Dec. 2023
29	33

VARIANCE: **14%**

## TORONTO MARKET SUMMARY | DECEMBER 2023

- The Toronto single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **94.22% of list price** in December 2023.
- The most active price band is **\$2,900,000-\$3,099,999**, where the sales ratio is **34%**.
- The median luxury sales price for single-family homes is **\$3,045,000**.
- The median days on market for December 2023 was **33** days, up from **29** in December 2022.

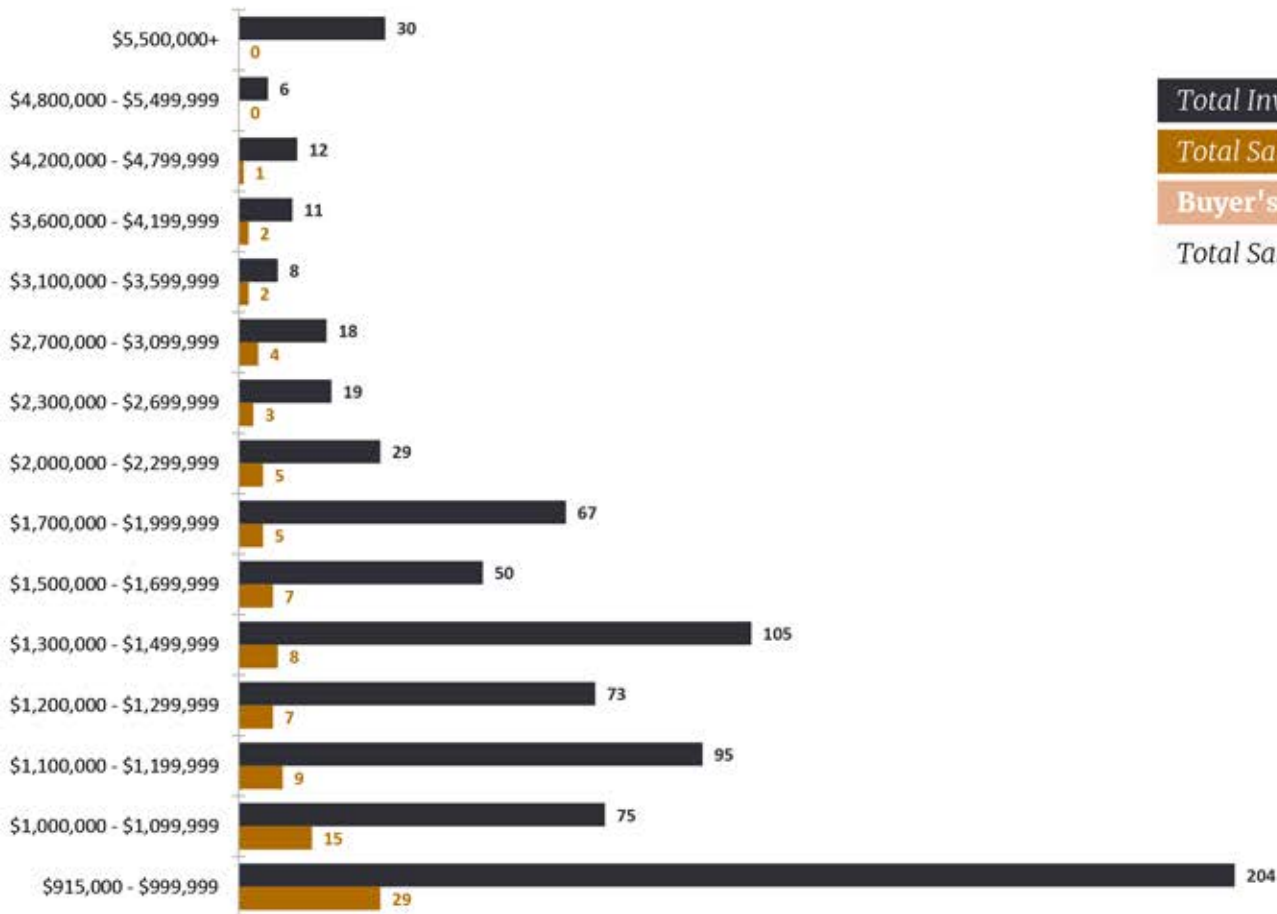
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

### LUXURY INVENTORY VS. SALES | DECEMBER 2023

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$915,000**



Total Inventory: **802**

Total Sales: **97**

Buyer's Market

Total Sales Ratio<sup>2</sup>: **12%**

Beds <sup>3</sup> -Range-	Price -Median Sold-	DOM -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 Bedrooms	NA	NA	NA	0	3	0%
1 Bedrooms	\$992,500	22	2	6	65	9%
2 Bedrooms	\$1,082,500	35	2	60	503	12%
3 Bedrooms	\$1,340,000	39	2	29	219	13%
4 Bedrooms	\$2,900,000	21	4	1	10	10%
5+ Bedrooms	\$3,200,000	10	4	1	2	50%

<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 REVIEW | DECEMBER

#### TOTAL INVENTORY

Dec. 2022    Dec. 2023  
**546**        **802**

VARIANCE: **47%**

#### TOTAL SOLDS

Dec. 2022    Dec. 2023  
**104**        **97**

VARIANCE: **-7%**

#### SALES PRICE

Dec. 2022    Dec. 2023  
**\$1.15m**    **\$1.14m**

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

Dec. 2022    Dec. 2023  
**N/A**        **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Dec. 2022    Dec. 2023  
**96.70%**    **96.12%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Dec. 2022    Dec. 2023  
**21**        **35**

VARIANCE: **67%**

## TORONTO MARKET SUMMARY | DECEMBER 2023

- The Toronto attached luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **96.12% of list price** in December 2023.
- The most active price band is **\$3,100,000-\$3,599,999**, where the sales ratio is **25%**.
- The median luxury sales price for attached homes is **\$1,140,000**.
- The median days on market for December 2023 was **35** days, up from **21** in December 2022.

<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.