

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

NOVEMBER  
2023

TORONTO  
ONTARIO

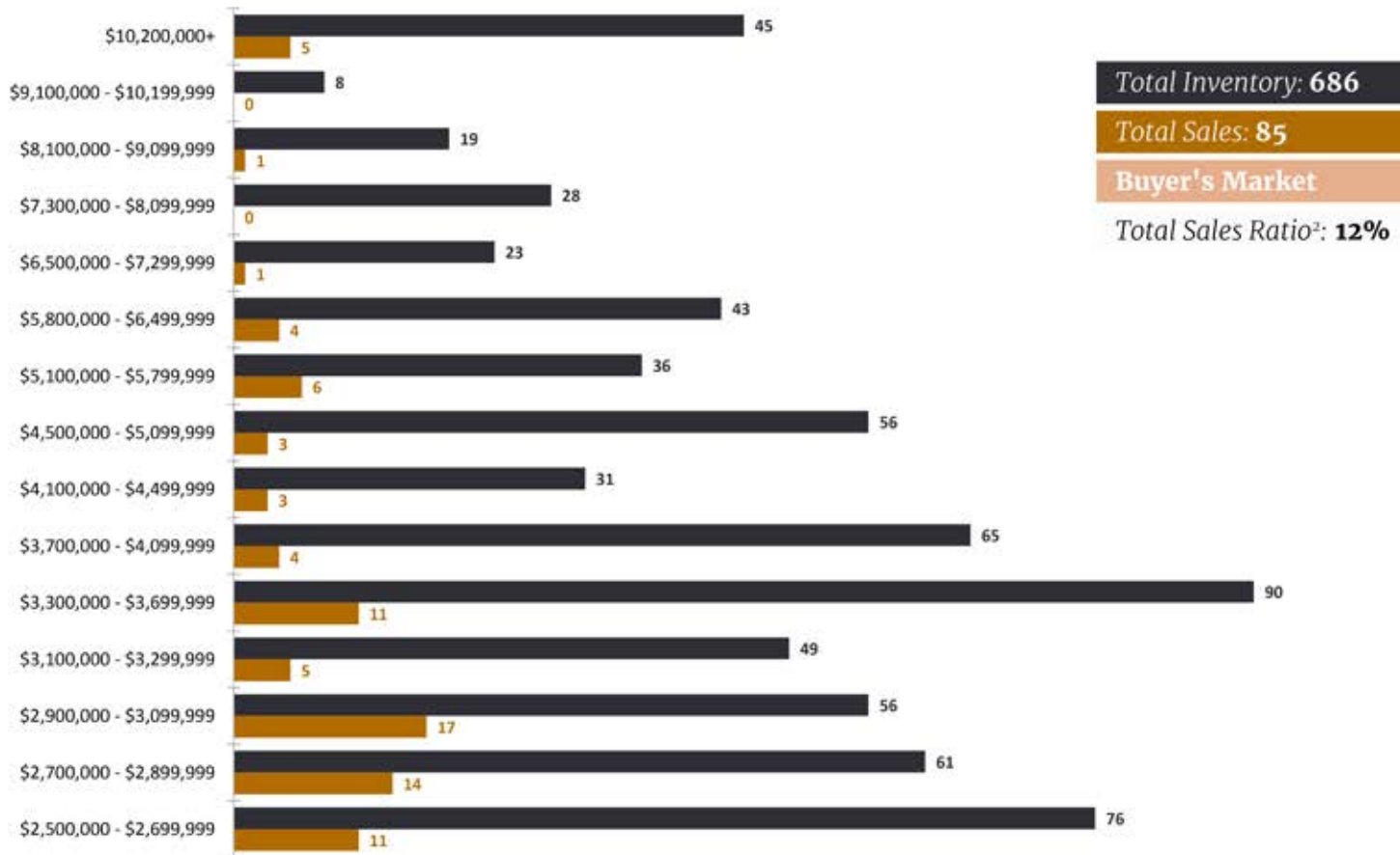


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### LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

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



Total Inventory: **686**

Total Sales: **85**

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-
0-1 Bedrooms	NA	NA	NA	0	4	0%
2 Bedrooms	\$3,000,000	1	4	1	13	8%
3 Bedrooms	\$2,956,500	8	4	20	94	21%
4 Bedrooms	\$3,130,000	12	5	41	362	11%
5 Bedrooms	\$3,280,021	19	5	18	165	11%
6+ Bedrooms	\$6,500,000	13	5	5	48	10%

<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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2022	Oct. 2023
403	686

VARIANCE: **70%**

#### TOTAL SOLDS

Oct. 2022	Oct. 2023
85	85

VARIANCE: **0%**

#### SALES PRICE

Oct. 2022	Oct. 2023
\$3.20m	\$3.10m

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Oct. 2022	Oct. 2023
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Oct. 2022	Oct. 2023
95.40%	95.88%

VARIANCE: **1%**

#### DAYS ON MARKET

Oct. 2022	Oct. 2023
13	12

VARIANCE: **-8%**

## TORONTO MARKET SUMMARY | OCTOBER 2023

- The Toronto single-family luxury market is a **Buyer's Market** with a **12% Sales Ratio**.
- Homes sold for a median of **95.88% of list price** in October 2023.
- The most active price band is **\$2,900,000-\$3,099,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is **\$3,100,000**.
- The median days on market for October 2023 was **12** days, down from **13** in October 2022.

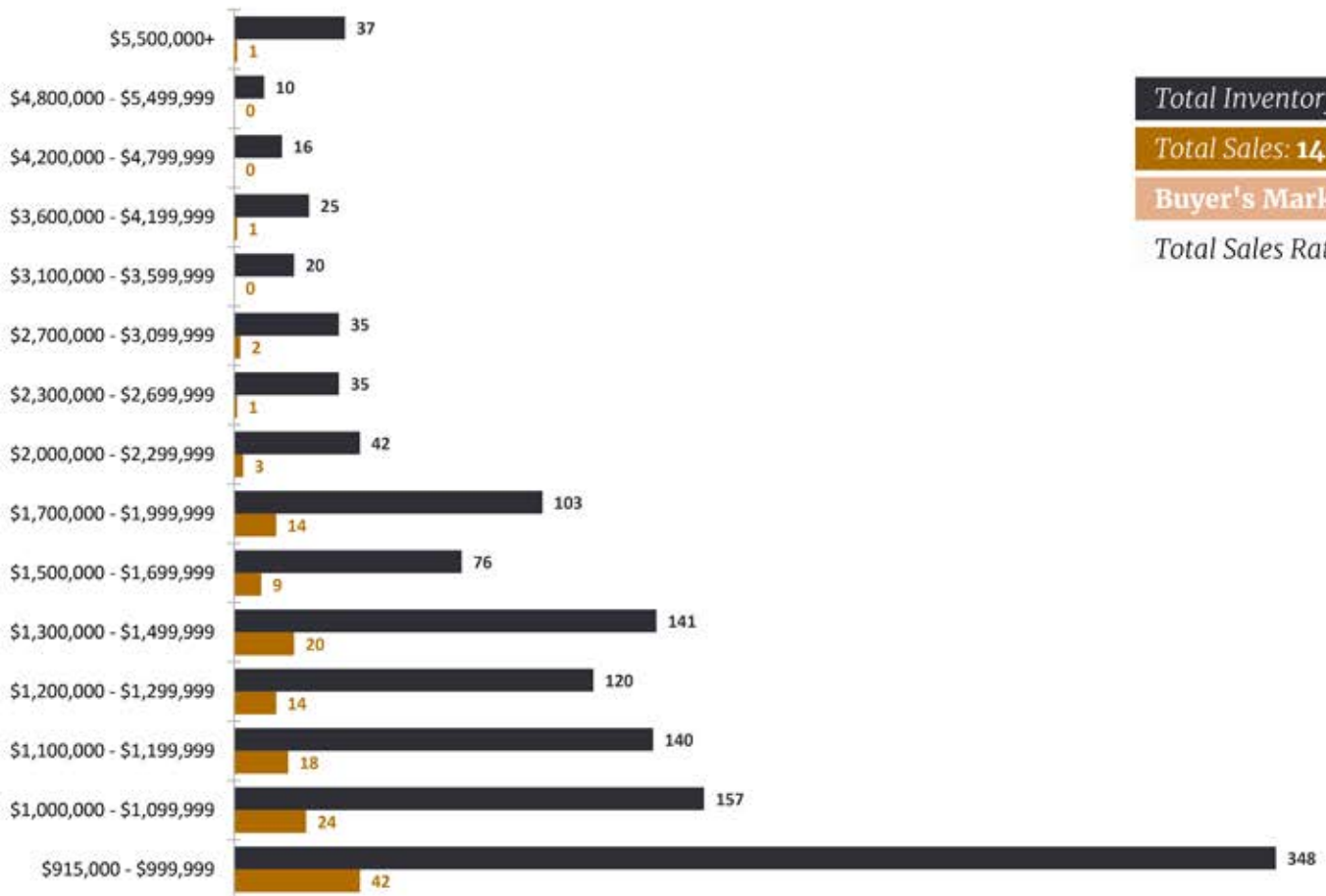
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | OCTOBER 2023

Inventory Sales

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



Total Inventory: **1,305**

Total Sales: **149**

Buyer's Market

Total Sales Ratio<sup>2</sup>: **11%**

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	\$1,000,000	25	2	8	106	8%
2 Bedrooms	\$1,111,500	16	2	108	830	13%
3 Bedrooms	\$1,260,000	18	3	31	348	9%
4 Bedrooms	\$1,387,500	13	4	2	16	13%
5+ Bedrooms	NA	NA	NA	0	2	0%

<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 | OCTOBER

#### TOTAL INVENTORY

Oct. 2022      Oct. 2023  
**775**      **1,305**

VARIANCE: **68%**

#### TOTAL SOLDS

Oct. 2022      Oct. 2023  
**166**      **149**

VARIANCE: **-10%**

#### SALES PRICE

Oct. 2022      Oct. 2023  
**\$1.10m**      **\$1.13m**

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Oct. 2022      Oct. 2023  
**N/A**      **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Oct. 2022      Oct. 2023  
**97.64%**      **97.35%**

VARIANCE: **0%**

#### DAYS ON MARKET

Oct. 2022      Oct. 2023  
**17**      **16**

VARIANCE: **-6%**

## TORONTO MARKET SUMMARY | OCTOBER 2023

- The Toronto attached luxury market is a **Buyer's Market** with a **11% Sales Ratio**.
- Homes sold for a median of **97.35% of list price** in October 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **15%**.
- The median luxury sales price for attached homes is **\$1,128,000**.
- The median days on market for October 2023 was **16** days, down from **17** in October 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.