

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2023



collaborativerealestate.ca

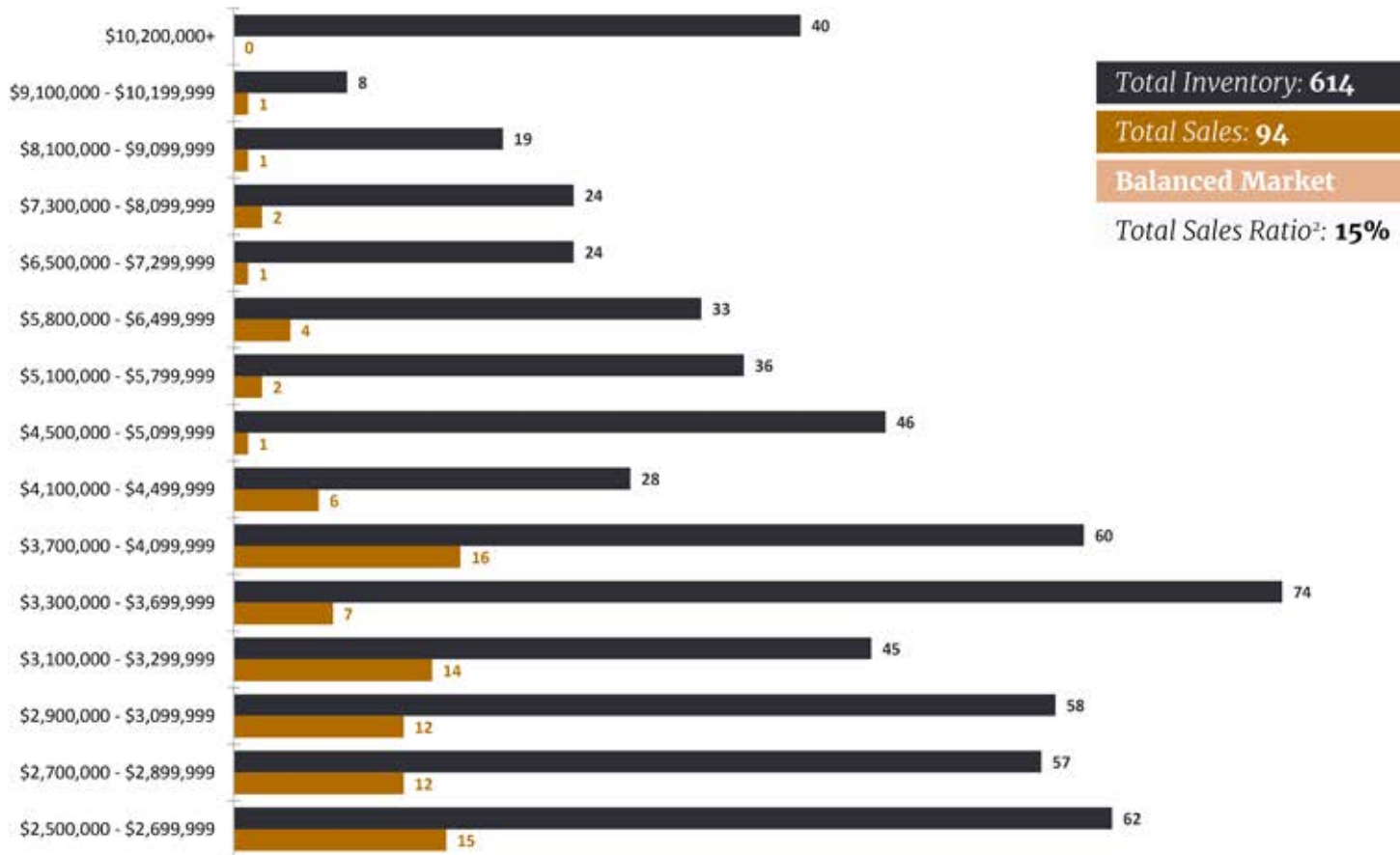
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2023

Inventory Sales

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



Bed 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	6	0%
2 Bedrooms	NA	NA	NA	0	13	0%
3 Bedrooms	\$3,050,000	7	3	15	99	15%
4 Bedrooms	\$3,129,000	7	5	65	305	21%
5 Bedrooms	\$4,128,000	15	5	13	143	9%
6+ Bedrooms	\$6,300,000	9	6	1	48	2%

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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2022 Sept. 2023

430 614

VARIANCE: **43%**

TOTAL SOLDS

Sept. 2022 Sept. 2023

75 94

VARIANCE: **25%**

SALES PRICE

Sept. 2022 Sept. 2023

\$3.18m \$3.16m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Sept. 2022 Sept. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2022 Sept. 2023

96.74% 97.28%

VARIANCE: **1%**

DAYS ON MARKET

Sept. 2022 Sept. 2023

8 8

VARIANCE: **0%**

TORONTO MARKET SUMMARY | SEPTEMBER 2023

- The Toronto single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **97.28% of list price** in September 2023.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **31%**.
- The median luxury sales price for single-family homes is **\$3,160,000**.
- The median days on market for September 2023 was **8** days, remaining the same from September 2022.

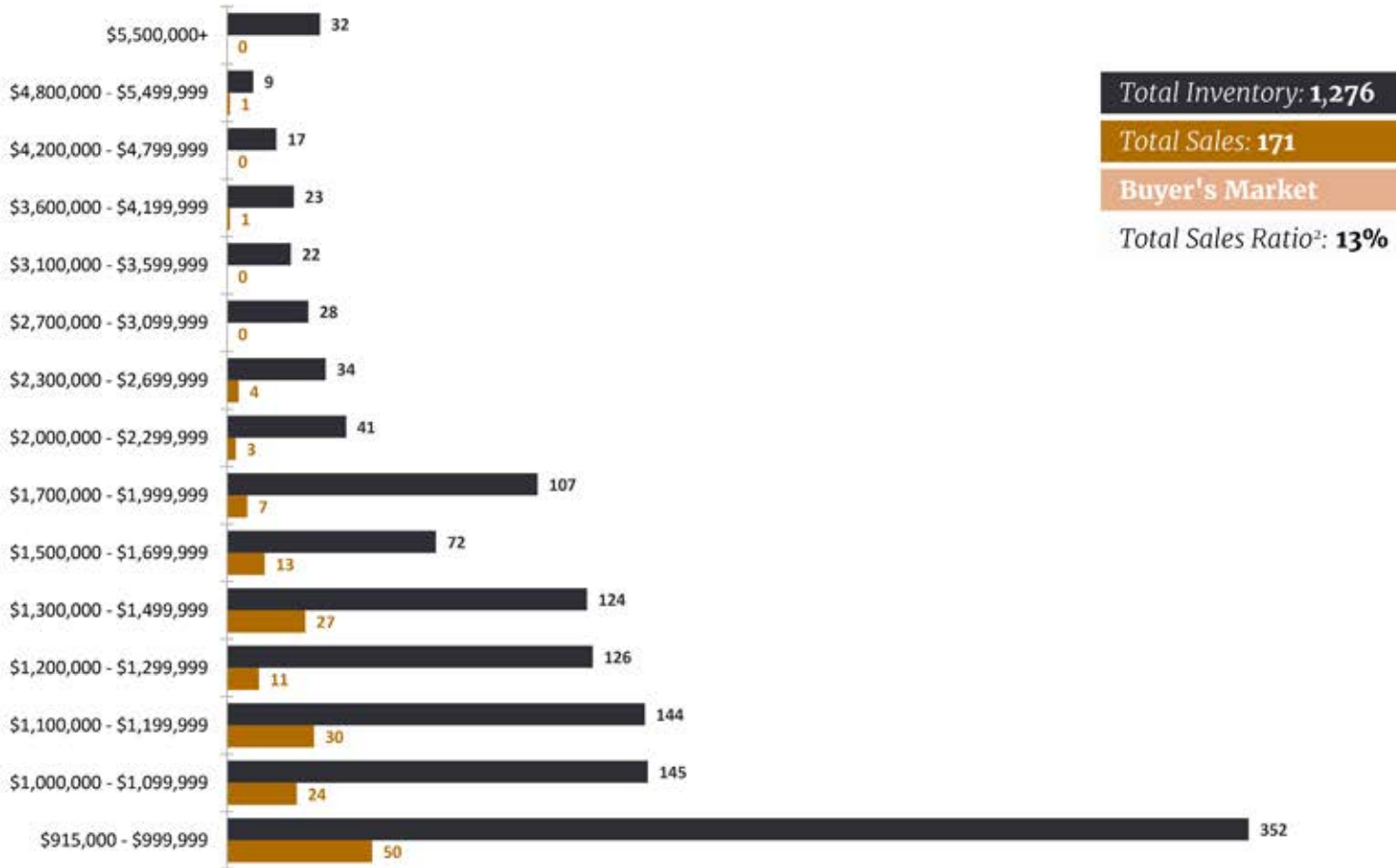
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2023

Inventory Sales

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



Total Inventory: **1,276**

Total Sales: **171**

Buyer's Market

Total Sales Ratio²: **13%**

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	3	0%
1 Bedrooms	\$1,240,000	18	2	8	102	8%
2 Bedrooms	\$1,120,000	12	2	121	833	15%
3 Bedrooms	\$1,146,000	17	3	40	318	13%
4 Bedrooms	\$1,196,000	7	4	2	18	11%
5+ Bedrooms	NA	NA	NA	0	2	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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2022 Sept. 2023

775 1,276

VARIANCE: **65%**

TOTAL SOLD

Sept. 2022 Sept. 2023

190 171

VARIANCE: **-10%**

SALES PRICE

Sept. 2022 Sept. 2023

\$1.15m \$1.13m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Sept. 2022 Sept. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Sept. 2022 Sept. 2023

97.41% 98.10%

VARIANCE: **1%**

DAYS ON MARKET

Sept. 2022 Sept. 2023

17 13

VARIANCE: **-24%**

TORONTO MARKET SUMMARY | SEPTEMBER 2023

- The Toronto attached luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **98.10% of list price** in September 2023.
- The most active price band is **\$1,300,000-\$1,499,999**, where the sales ratio is **22%**.
- The median luxury sales price for attached homes is **\$1,128,000**.
- The median days on market for September 2023 was **13** days, down from **17** in September 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.