

TORONTO ONTARIO

–October 2020–



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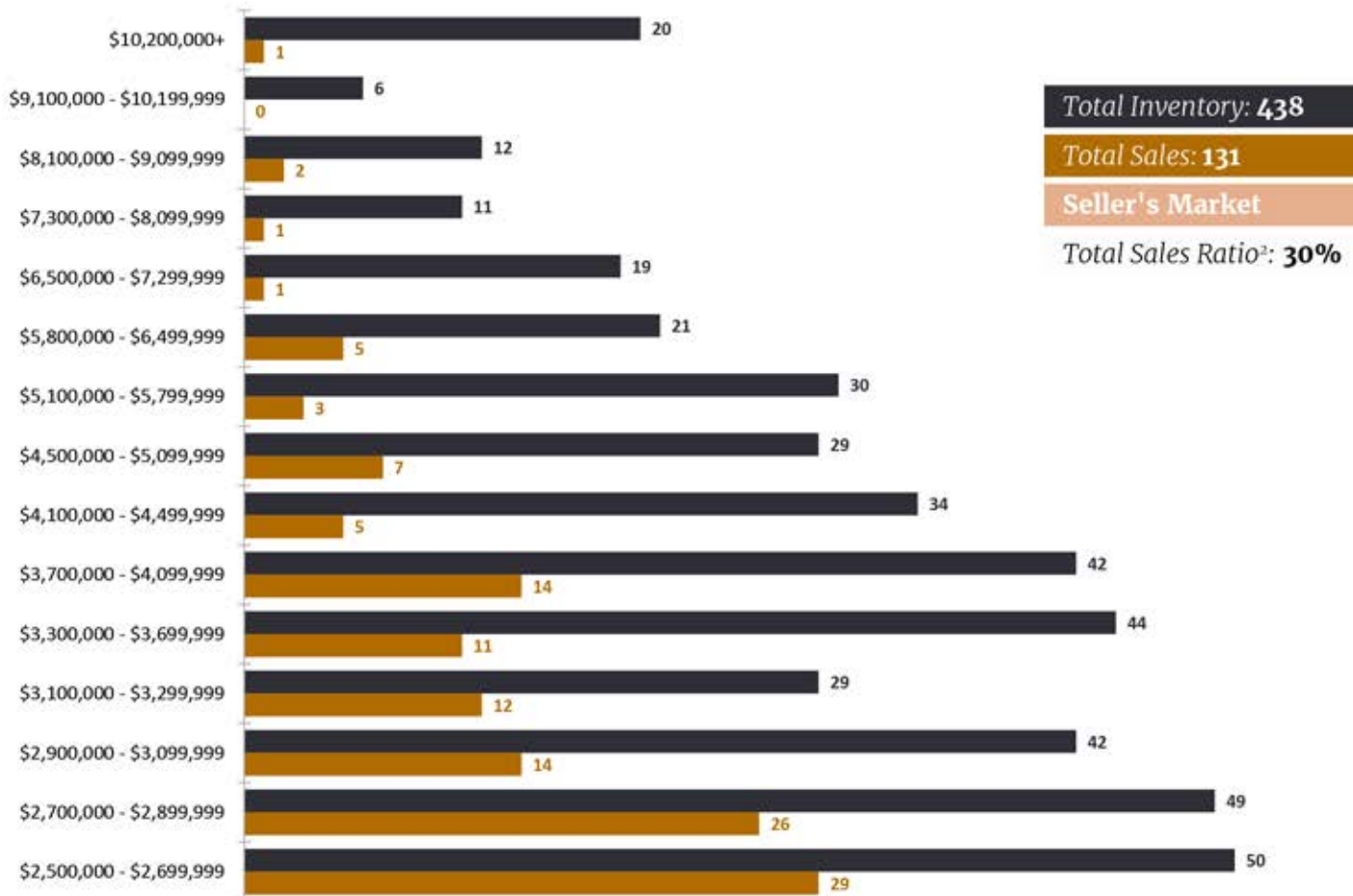
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

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



Total Inventory: **438**

Total Sales: **131**

Seller's Market

Total Sales Ratio²: **30%**

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	6	0%
2 Bedrooms	\$3,170,000	31	4	3	9	33%
3 Bedrooms	\$2,819,550	12	4	16	48	33%
4 Bedrooms	\$2,959,950	11	5	74	203	36%
5 Bedrooms	\$3,410,000	13	5	31	118	26%
6+ Bedrooms	\$3,595,000	28	6	7	53	13%

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

August	September
450	438

VARIANCE: **-3%**

SOLDS

August	September
122	131

VARIANCE: **7%**

SALES PRICE

August	September
\$3.25m	\$3.00m

VARIANCE: **-8%**

SALE PRICE PER SQFT.

August	September
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

August	September
96.99%	97.29%

VARIANCE: **0%**

DAYS ON MARKET

August	September
16	12

VARIANCE: **-25%**

TORONTO MARKET SUMMARY | SEPTEMBER 2020

- The Toronto single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **97.29% of list price** in September 2020.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **58%**.
- The median luxury sales price for single-family homes has decreased to **\$3,000,000**.
- The median days on market for September 2020 was **12** days, down from **16** in August 2020.

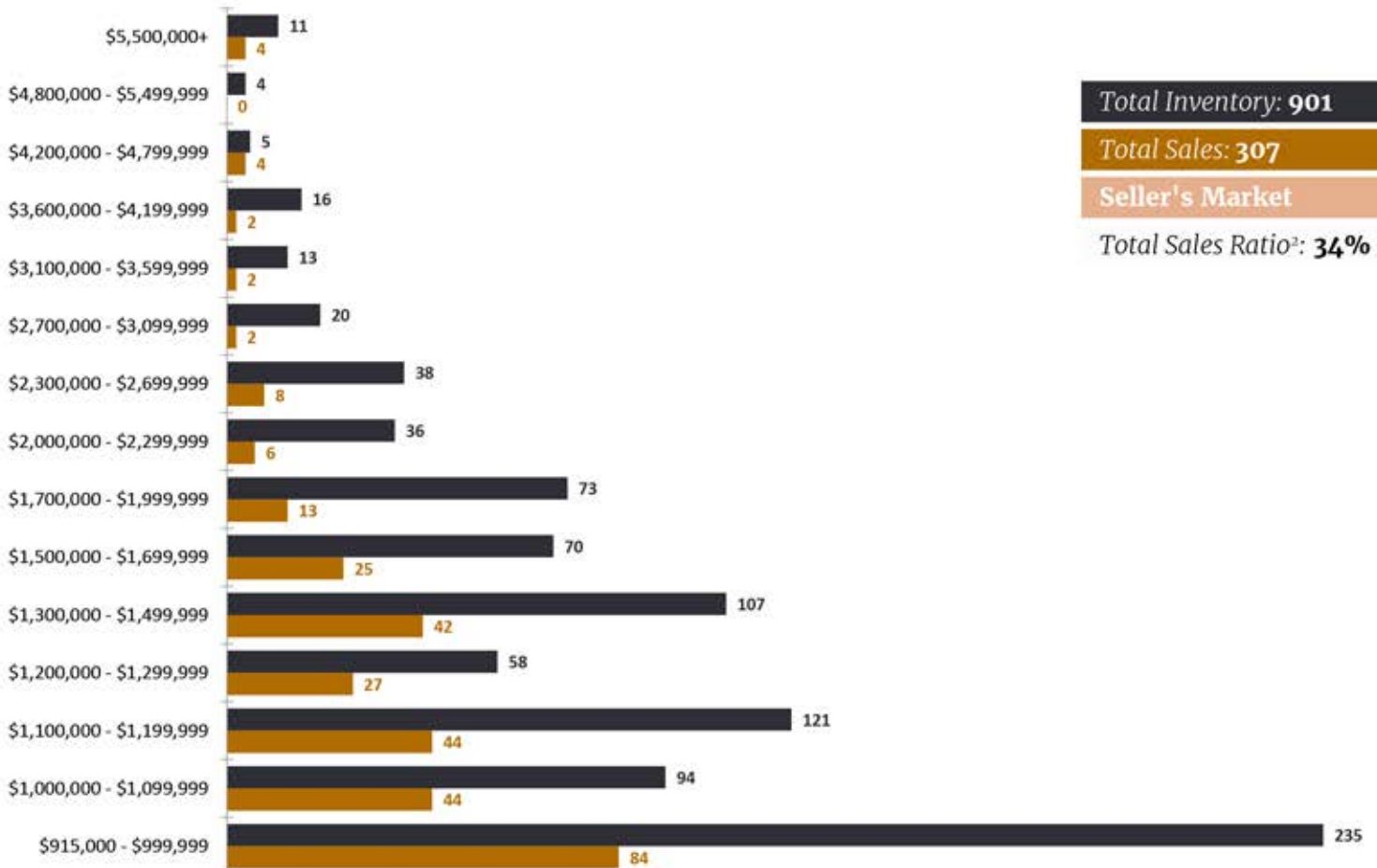
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

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



Total Inventory: **901**

Total Sales: **307**

Seller's Market

Total Sales Ratio²: **34%**

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	\$992,500	9	2	10	59	17%
2 Bedrooms	\$1,155,000	11	2	153	559	27%
3 Bedrooms	\$1,150,000	8	3	136	242	56%
4 Bedrooms	\$1,603,000	6	3	7	29	24%
5+ Bedrooms	\$1,445,000	9	3	1	10	10%

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

August	September
903	901

VARIANCE: **0%**

SOLDS

August	September
262	307

VARIANCE: **17%**

SALES PRICE

August	September
\$1.14m	\$1.15m

VARIANCE: **0%**

SALE PRICE PER SQFT.

August	September
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

August	September
99.18%	99.29%

VARIANCE: **0%**

DAYS ON MARKET

August	September
11	9

VARIANCE: **-18%**

TORONTO MARKET SUMMARY | SEPTEMBER 2020

- The Toronto attached luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **99.29% of list price** in September 2020.
- The most active price band is **\$4,200,000-\$4,799,999**, where the sales ratio is **80%**.
- The median luxury sales price for attached homes has increased to **\$1,150,000**.
- The median days on market for September 2020 was **9** days, down from **11** in August 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.