

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

APRIL  
2021

TORONTO  
ONTARIO



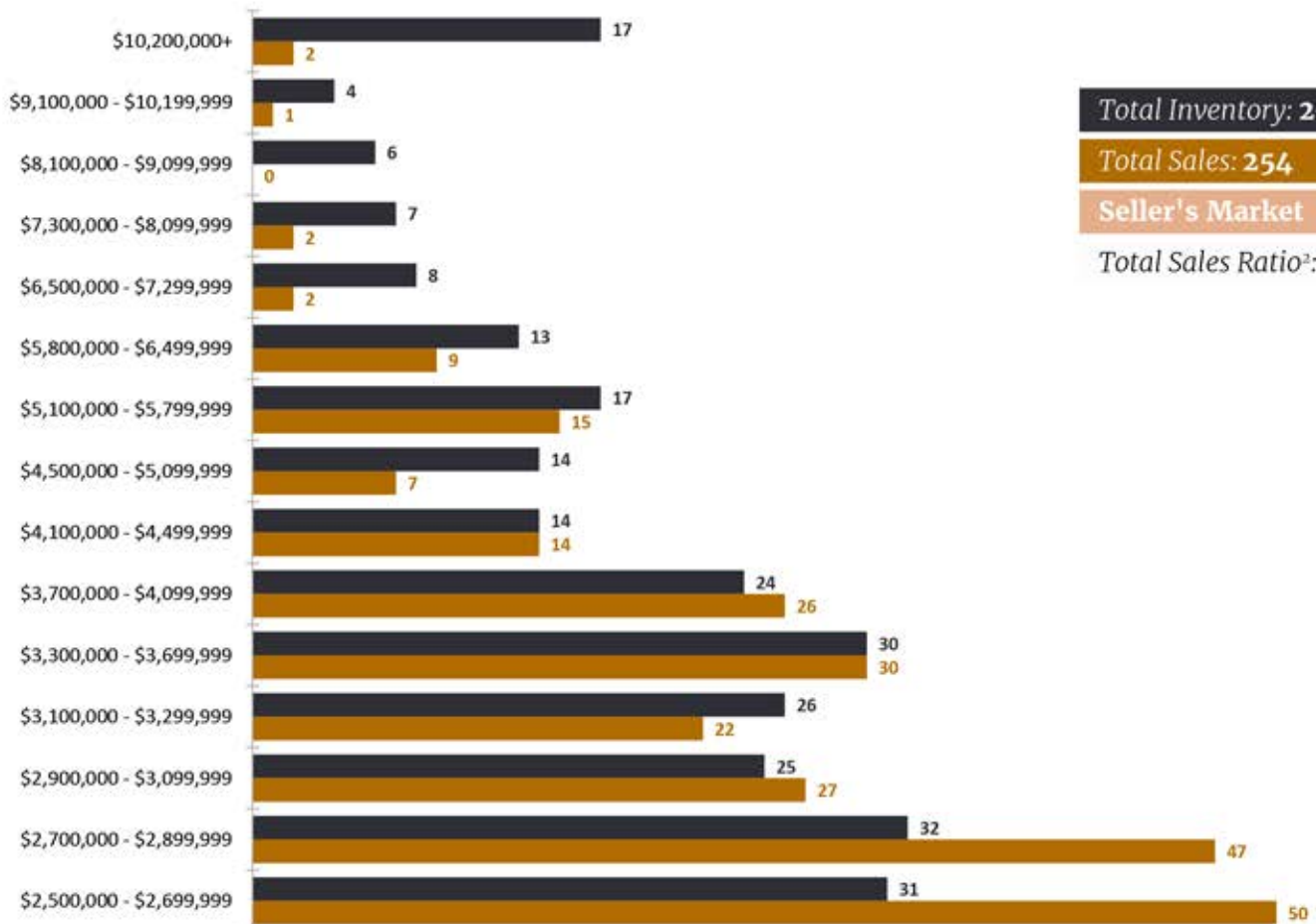
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | MARCH 2021

Inventory Sales

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



Total Inventory: **268**

Total Sales: **254**

Seller's Market

Total Sales Ratio<sup>2</sup>: **95%**

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	\$3,200,000	5	3	1	4	25%
2 Bedrooms	\$3,000,000	7	3	5	3	167%
3 Bedrooms	\$2,830,000	6	4	46	37	124%
4 Bedrooms	\$3,047,944	7	5	136	135	101%
5 Bedrooms	\$3,650,000	7	6	53	61	87%
6+ Bedrooms	\$4,190,000	7	5	12	28	43%

<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 | MARCH

#### TOTAL INVENTORY

Mar. 2020    Mar. 2021

**390**      **268**

VARIANCE: **-31%**

#### TOTAL SOLDS

Mar. 2020    Mar. 2021

**72**      **254**

VARIANCE: **253%**

#### SALES PRICE

Mar. 2020    Mar. 2021

**\$2.94m**    **\$3.12m**

VARIANCE: **6%**

#### SALE PRICE PER SQFT.

Mar. 2020    Mar. 2021

**N/A**      **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Mar. 2020    Mar. 2021

**96.54%**    **100.00%**

VARIANCE: **4%**

#### DAYS ON MARKET

Mar. 2020    Mar. 2021

**15**      **7**

VARIANCE: **-53%**

## TORONTO MARKET SUMMARY | MARCH 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **95% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **161%**.
- The median luxury sales price for single-family homes is **\$3,120,000**.
- The median days on market for March 2021 was **7** days, down from **15** in March 2020.

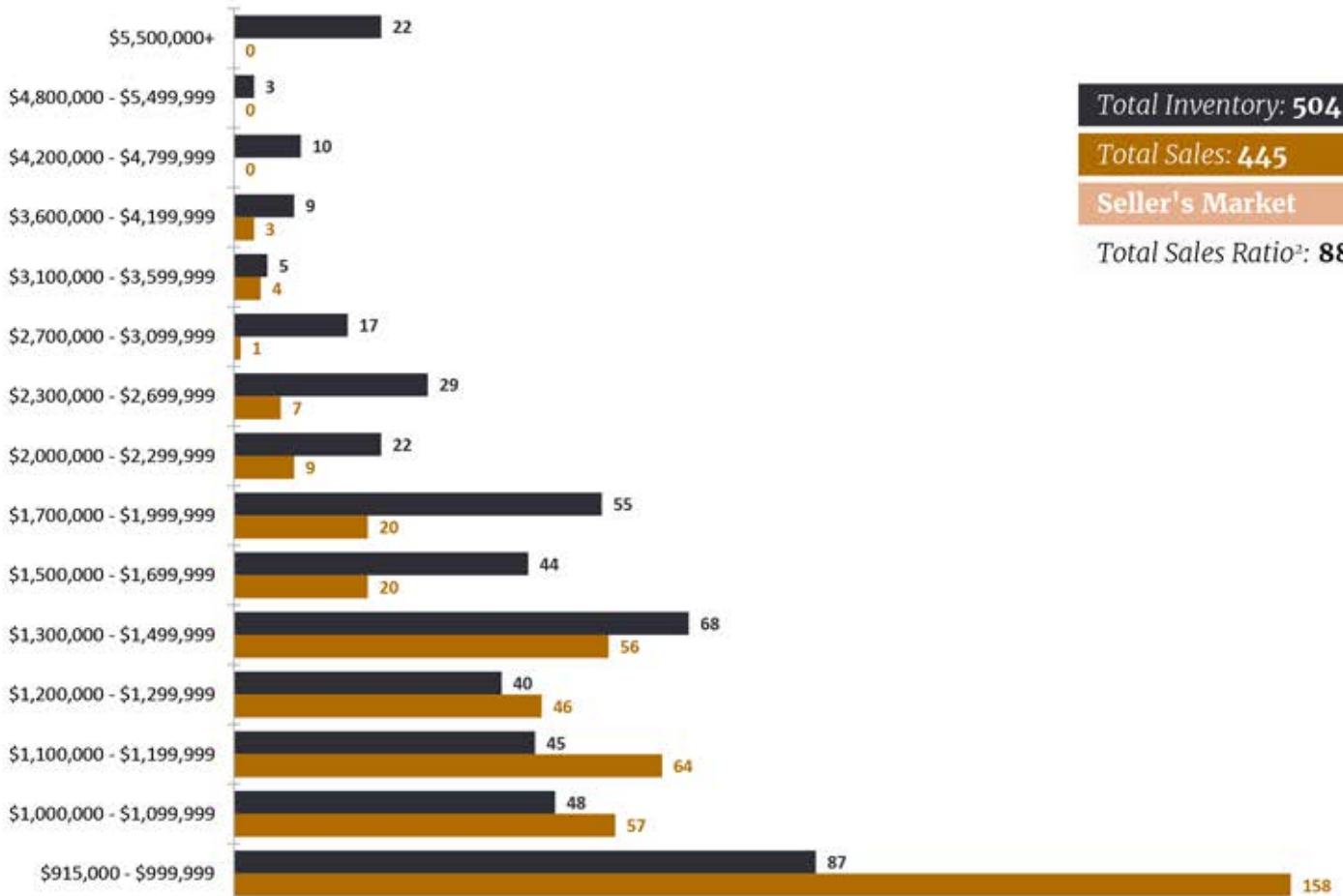
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MARCH 2021

Inventory Sales

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



Total Inventory: **504**

Total Sales: **445**

Seller's Market

Total Sales Ratio<sup>2</sup>: **88%**

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	0	NA
1 Bedrooms	\$996,250	10	2	30	30	100%
2 Bedrooms	\$1,070,000	8	2	315	328	96%
3 Bedrooms	\$1,200,000	7	3	96	138	70%
4 Bedrooms	\$1,200,000	8	4	4	7	57%
5+ Bedrooms	NA	NA	NA	0	1	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 | MARCH

#### TOTAL INVENTORY

Mar. 2020    Mar. 2021  
**396**      **504**

VARIANCE: **27%**

#### TOTAL SOLD

Mar. 2020    Mar. 2021  
**179**      **445**

VARIANCE: **149%**

#### SALES PRICE

Mar. 2020    Mar. 2021  
**\$1.13m**    **\$1.10m**

VARIANCE: **-2%**

#### SALE PRICE PER SQFT.

Mar. 2020    Mar. 2021  
**N/A**      **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Mar. 2020    Mar. 2021  
**99.62%**    **100.00%**

VARIANCE: **0%**

#### DAYS ON MARKET

Mar. 2020    Mar. 2021  
**9**          **8**

VARIANCE: **-11%**

## TORONTO MARKET SUMMARY | MARCH 2021

- The Toronto attached luxury market is a **Seller's Market** with a **88% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in March 2021.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **182%**.
- The median luxury sales price for attached homes is **\$1,100,000**.
- The median days on market for March 2021 was **8** days, down from **9** in March 2020.

<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.