

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

APRIL  
2022



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

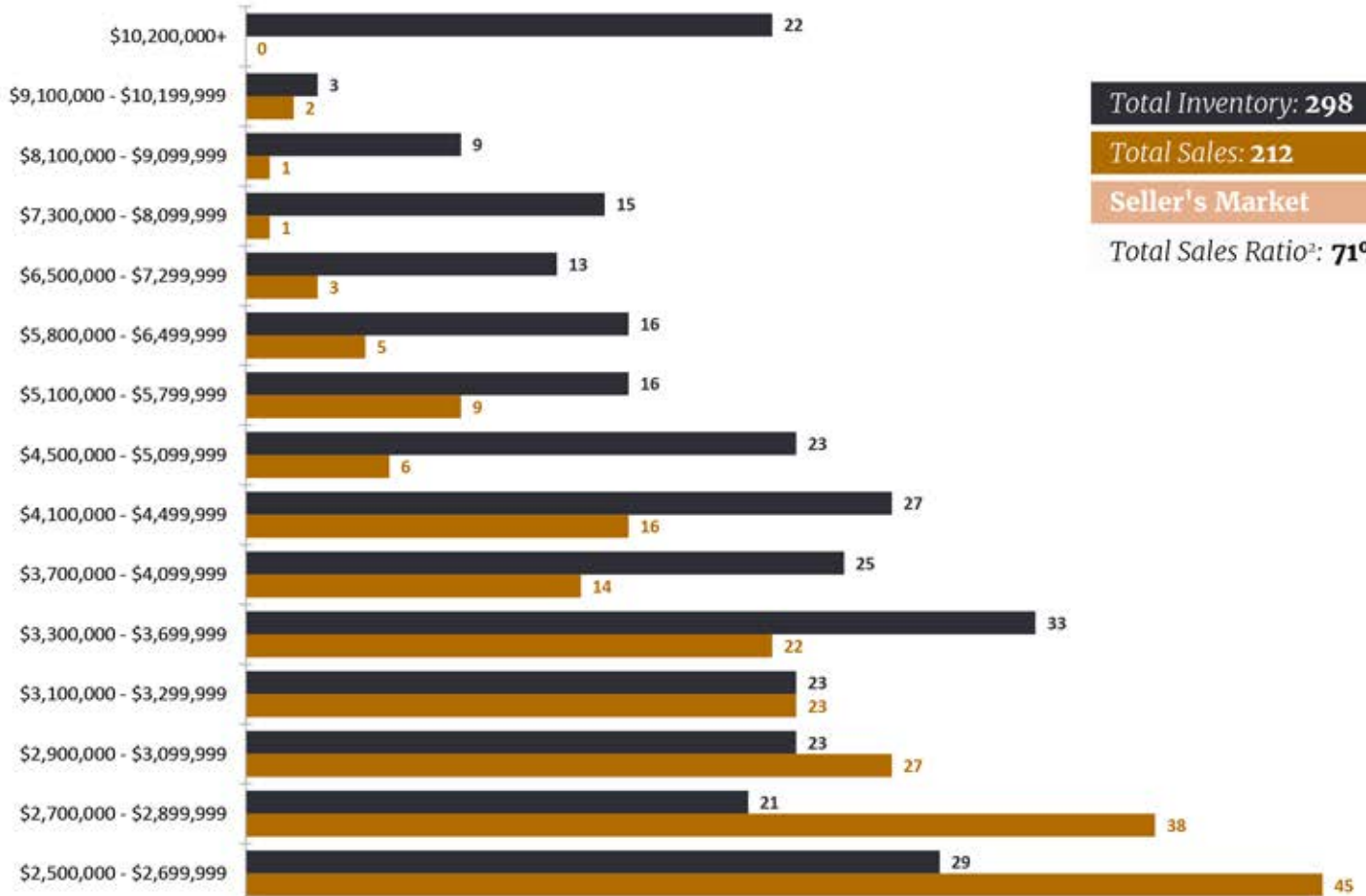
TORONTO  
ONTARIO

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

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

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



Total Inventory: **298**

Total Sales: **212**

Seller's Market

Total Sales Ratio<sup>2</sup>: **71%**

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	1	0%
2 Bedrooms	\$3,057,500	15	4	4	6	67%
3 Bedrooms	\$2,727,500	6	4	50	47	106%
4 Bedrooms	\$3,200,000	7	5	115	134	86%
5 Bedrooms	\$3,400,037	7	5	31	76	41%
6+ Bedrooms	\$3,100,000	23	5	11	34	32%

<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. 2021    Mar. 2022

268    298

VARIANCE: **11%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022

254    212

VARIANCE: **-17%**

#### SALES PRICE

Mar. 2021    Mar. 2022

\$3.12m    \$3.02m

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022

N/A    N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022

100.00%    106.88%

VARIANCE: **7%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022

7    7

VARIANCE: **0%**

## TORONTO MARKET SUMMARY | MARCH 2022

- The Toronto single-family luxury market is a **Seller's Market** with a **71% Sales Ratio**.
- Homes sold for a median of **106.88% of list price** in March 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **181%**.
- The median luxury sales price for single-family homes is **\$3,017,550**.
- The median days on market for March 2022 was **7** days, remaining the same from March 2021.

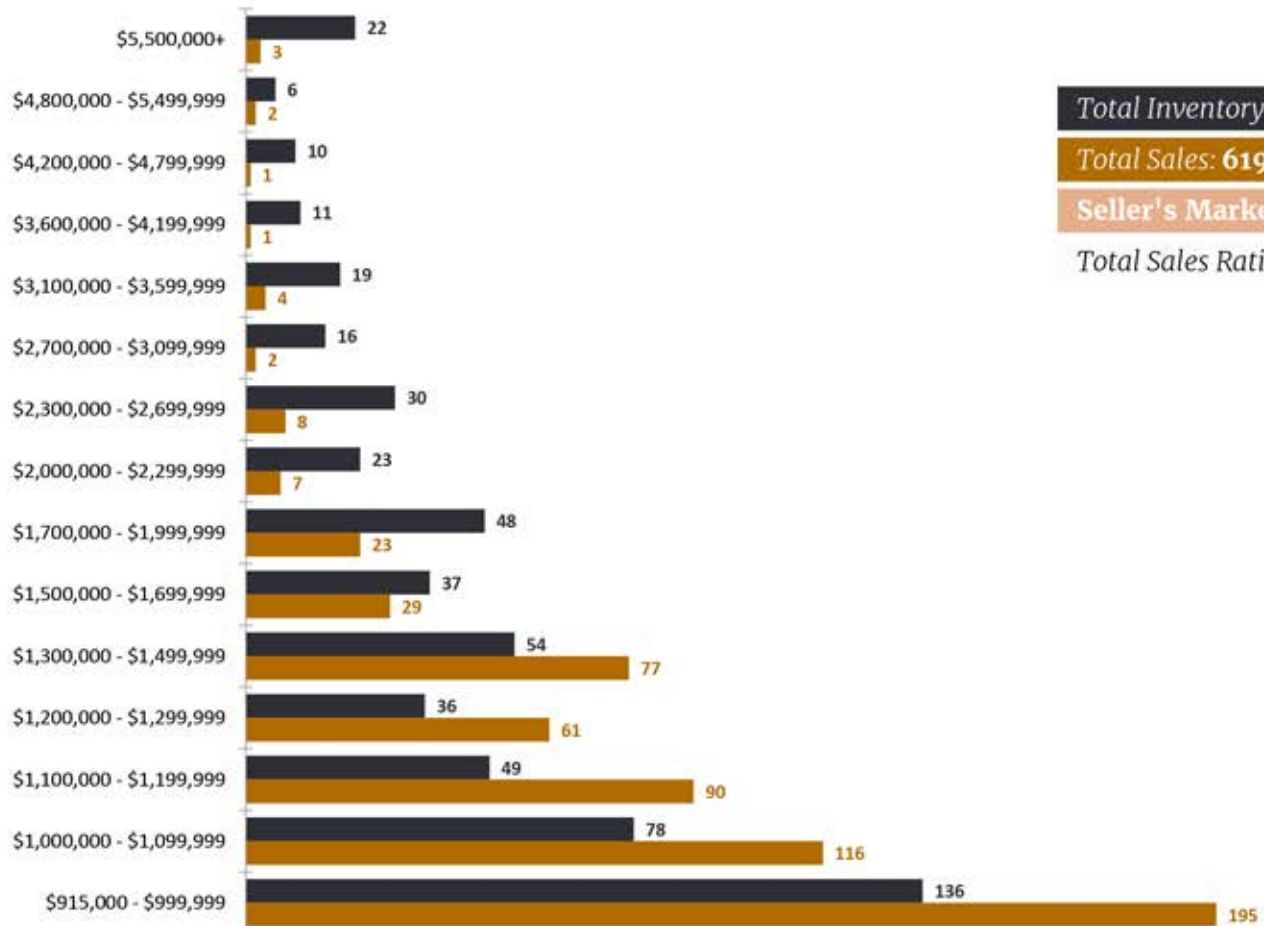
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MARCH 2022

Inventory Sales

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



Total Inventory: **575**

Total Sales: **619**

Seller's Market

Total Sales Ratio<sup>2</sup>: **108%**

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	\$977,500	6	1	54	58	93%
2 Bedrooms	\$1,100,000	7	2	405	372	109%
3 Bedrooms	\$1,150,050	7	3	144	131	110%
4 Bedrooms	\$1,001,444	9	3	16	12	133%
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 | MARCH

#### TOTAL INVENTORY

Mar. 2021    Mar. 2022  
**504**      **575**

VARIANCE: **14%**

#### TOTAL SOLDS

Mar. 2021    Mar. 2022  
**445**      **619**

VARIANCE: **39%**

#### SALES PRICE

Mar. 2021    Mar. 2022  
**\$1.10m**    **\$1.10m**

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Mar. 2021    Mar. 2022  
**N/A**      **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Mar. 2021    Mar. 2022  
**100.00%**    **110.23%**

VARIANCE: **10%**

#### DAYS ON MARKET

Mar. 2021    Mar. 2022  
**8**      **7**

VARIANCE: **-13%**

## TORONTO MARKET SUMMARY | MARCH 2022

- The Toronto attached luxury market is a **Seller's Market** with a **108% Sales Ratio**.
- Homes sold for a median of **110.23% of list price** in March 2022.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **184%**.
- The median luxury sales price for attached homes is **\$1,098,000**.
- The median days on market for March 2022 was **7** days, down from **8** in March 2021.

<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.