

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

APRIL
2023

TORONTO
ONTARIO



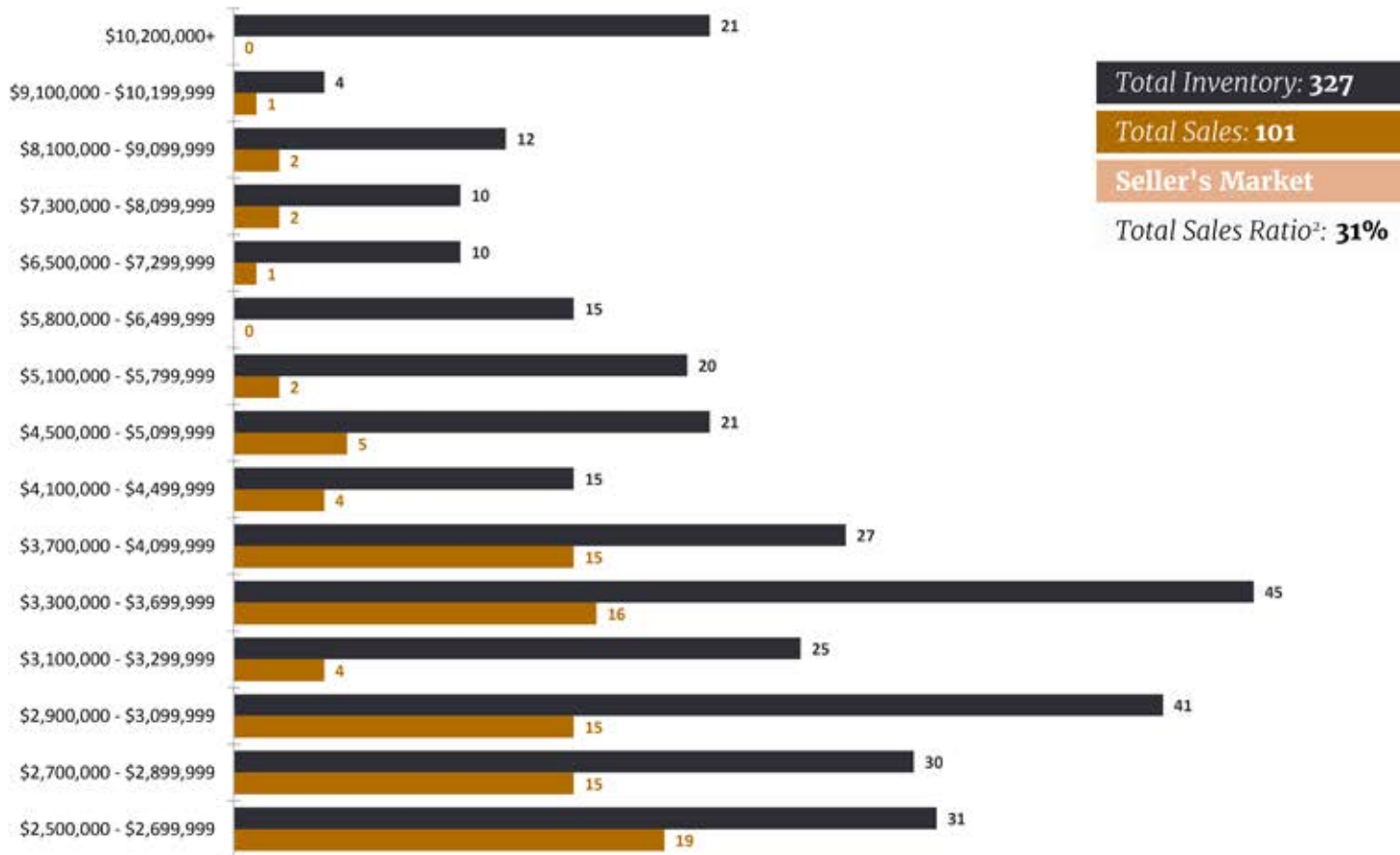
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

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



Total Inventory: **327**

Total Sales: **101**

Seller's Market

Total Sales Ratio²: **31%**

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	3	0%
2 Bedrooms	\$2,998,000	37	3	1	5	20%
3 Bedrooms	\$2,899,444	10	4	16	47	34%
4 Bedrooms	\$3,051,000	7	5	65	172	38%
5 Bedrooms	\$4,602,500	13	7	16	70	23%
6+ Bedrooms	\$4,050,000	44	9	3	30	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 REVIEW | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

298 327

VARIANCE: **10%**

TOTAL SOLDS

Mar. 2022 Mar. 2023

212 101

VARIANCE: **-52%**

SALES PRICE

Mar. 2022 Mar. 2023

\$3.02m \$3.18m

VARIANCE: **5%**

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

106.88% 97.18%

VARIANCE: **-9%**

DAYS ON MARKET

Mar. 2022 Mar. 2023

7 9

VARIANCE: **29%**

TORONTO MARKET SUMMARY | MARCH 2023

- The Toronto single-family luxury market is a **Seller's Market** with a **31% Sales Ratio**.
- Homes sold for a median of **97.18% of list price** in March 2023.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **61%**.
- The median luxury sales price for single-family homes is **\$3,180,000**.
- The median days on market for March 2023 was **9** days, up from **7** in March 2022.

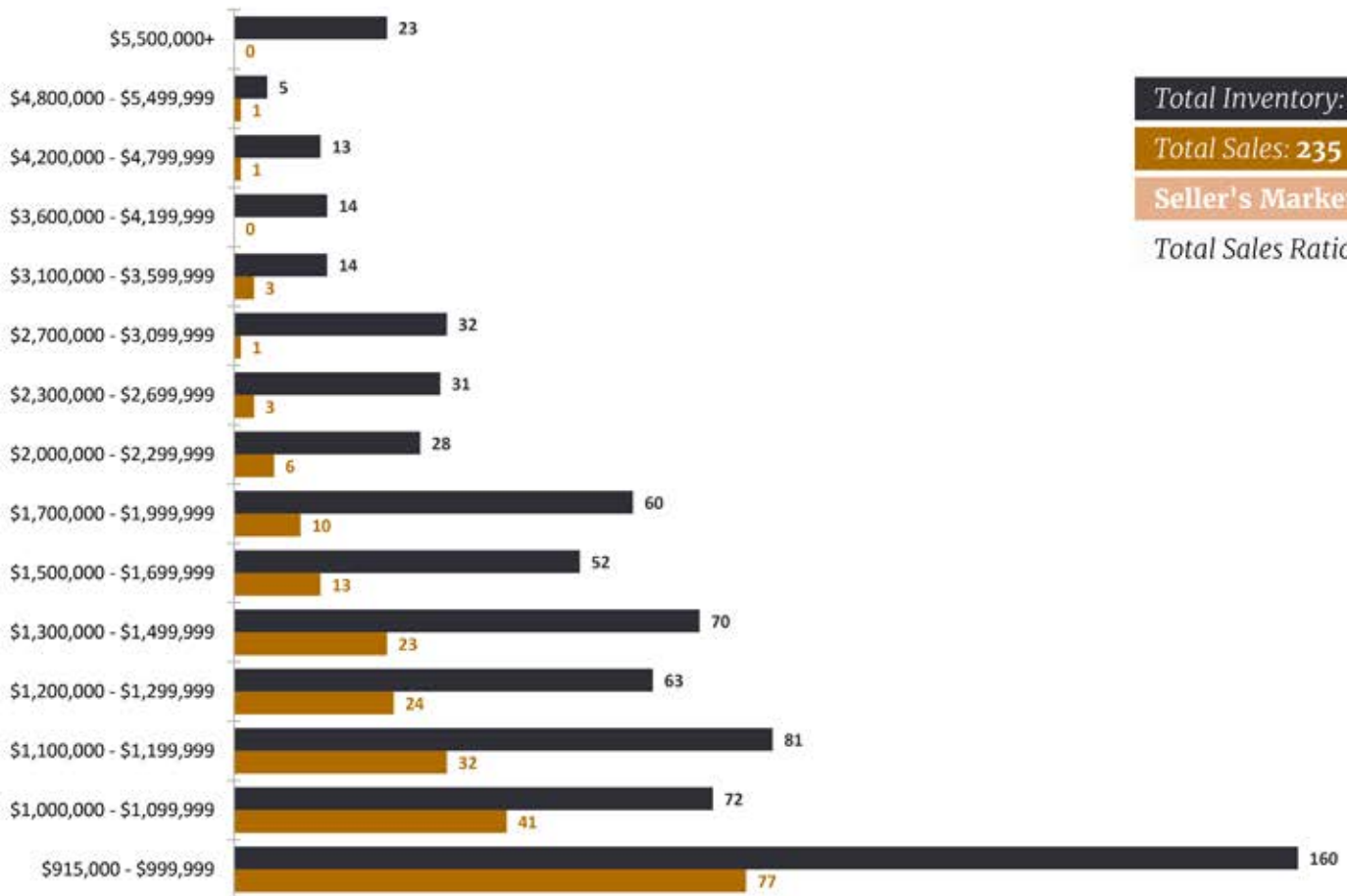
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | MARCH 2023

Inventory Sales

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



Total Inventory: **718**

Total Sales: **235**

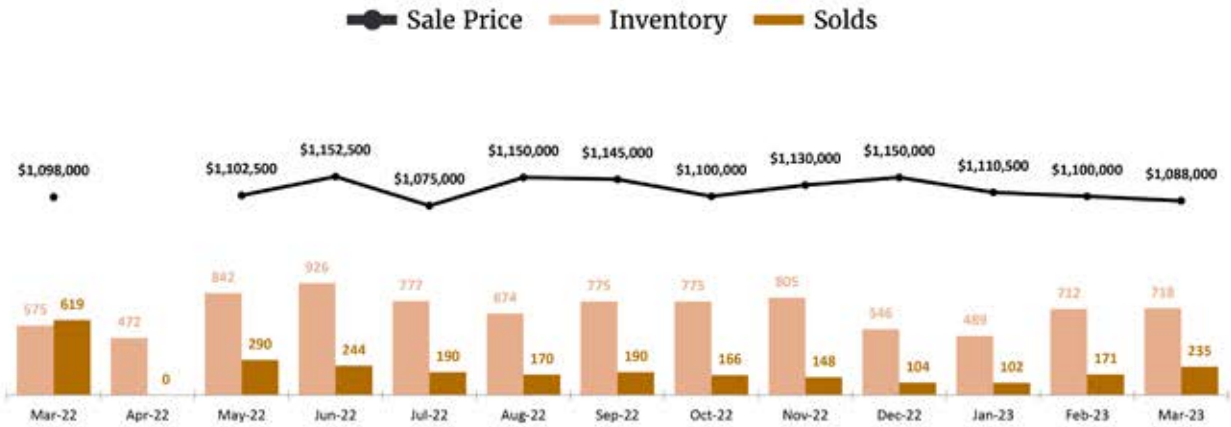
Seller's Market

Total Sales Ratio²: **33%**

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	1	0%
1 Bedrooms	\$1,026,000	23	1	8	78	10%
2 Bedrooms	\$1,053,000	11	2	172	449	38%
3 Bedrooms	\$1,261,450	12	3	54	178	30%
4 Bedrooms	\$1,275,000	13	3	1	10	10%
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 | MARCH

TOTAL INVENTORY

Mar. 2022 Mar. 2023

575 718

VARIANCE: 25%

TOTAL SOLDS

Mar. 2022 Mar. 2023

619 235

VARIANCE: -62%

SALES PRICE

Mar. 2022 Mar. 2023

\$1.10m \$1.09m

VARIANCE: -1%

SALE PRICE PER SQFT.

Mar. 2022 Mar. 2023

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Mar. 2022 Mar. 2023

110.23% 98.60%

VARIANCE: -11%

DAYS ON MARKET

Mar. 2022 Mar. 2023

7 12

VARIANCE: 71%

TORONTO MARKET SUMMARY | MARCH 2023

- The Toronto attached luxury market is a **Seller's Market** with a **33% Sales Ratio**.
- Homes sold for a median of **98.60% of list price** in March 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **57%**.
- The median luxury sales price for attached homes is **\$1,088,000**.
- The median days on market for March 2023 was **12** days, up from **7** in March 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.