

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

AUGUST
2021



collaborativerealestate.ca

TORONTO

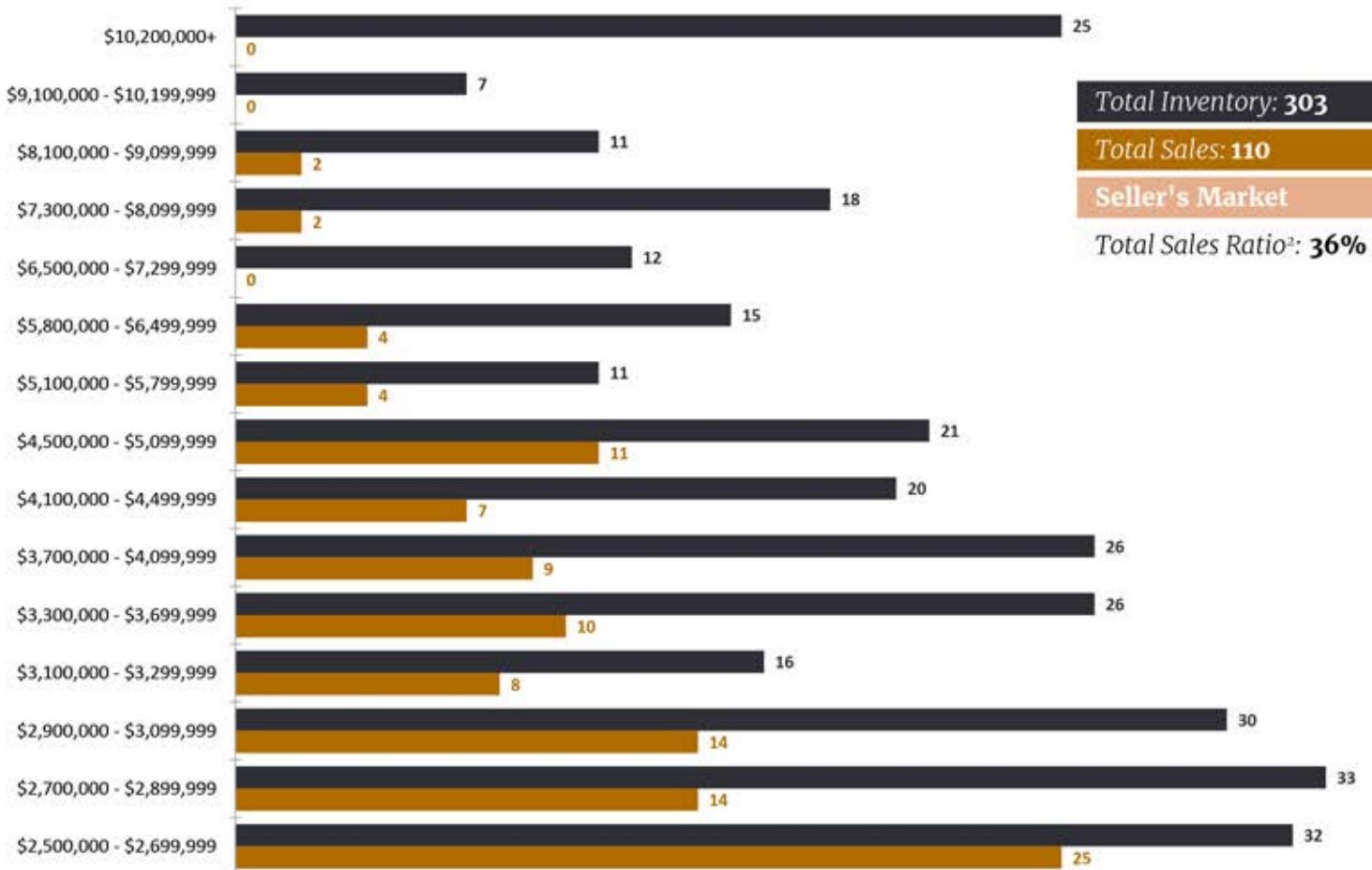
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

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



Total Inventory: **303**

Total Sales: **110**

Seller's Market

Total Sales Ratio²: **36%**

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	\$2,766,000	20	3	2	7	29%
3 Bedrooms	\$2,825,000	8	4	16	40	40%
4 Bedrooms	\$3,140,000	13	5	64	121	53%
5 Bedrooms	\$4,010,000	19	6	23	80	29%
6+ Bedrooms	\$3,100,000	17	6	5	52	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 | JULY

TOTAL INVENTORY

Jul. 2020	Jul. 2021
455	303

VARIANCE: **-33%**

TOTAL SOLDS

Jul. 2020	Jul. 2021
127	110

VARIANCE: **-13%**

SALES PRICE

Jul. 2020	Jul. 2021
\$3.22m	\$3.14m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Jul. 2020	Jul. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jul. 2020	Jul. 2021
96.91%	96.97%

VARIANCE: **0%**

DAYS ON MARKET

Jul. 2020	Jul. 2021
20	13

VARIANCE: **-35%**

TORONTO MARKET SUMMARY | JULY 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **96.97% of list price** in July 2021.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **78%**.
- The median luxury sales price for single-family homes is **\$3,140,000**.
- The median days on market for July 2021 was **13** days, down from **20** in July 2020.

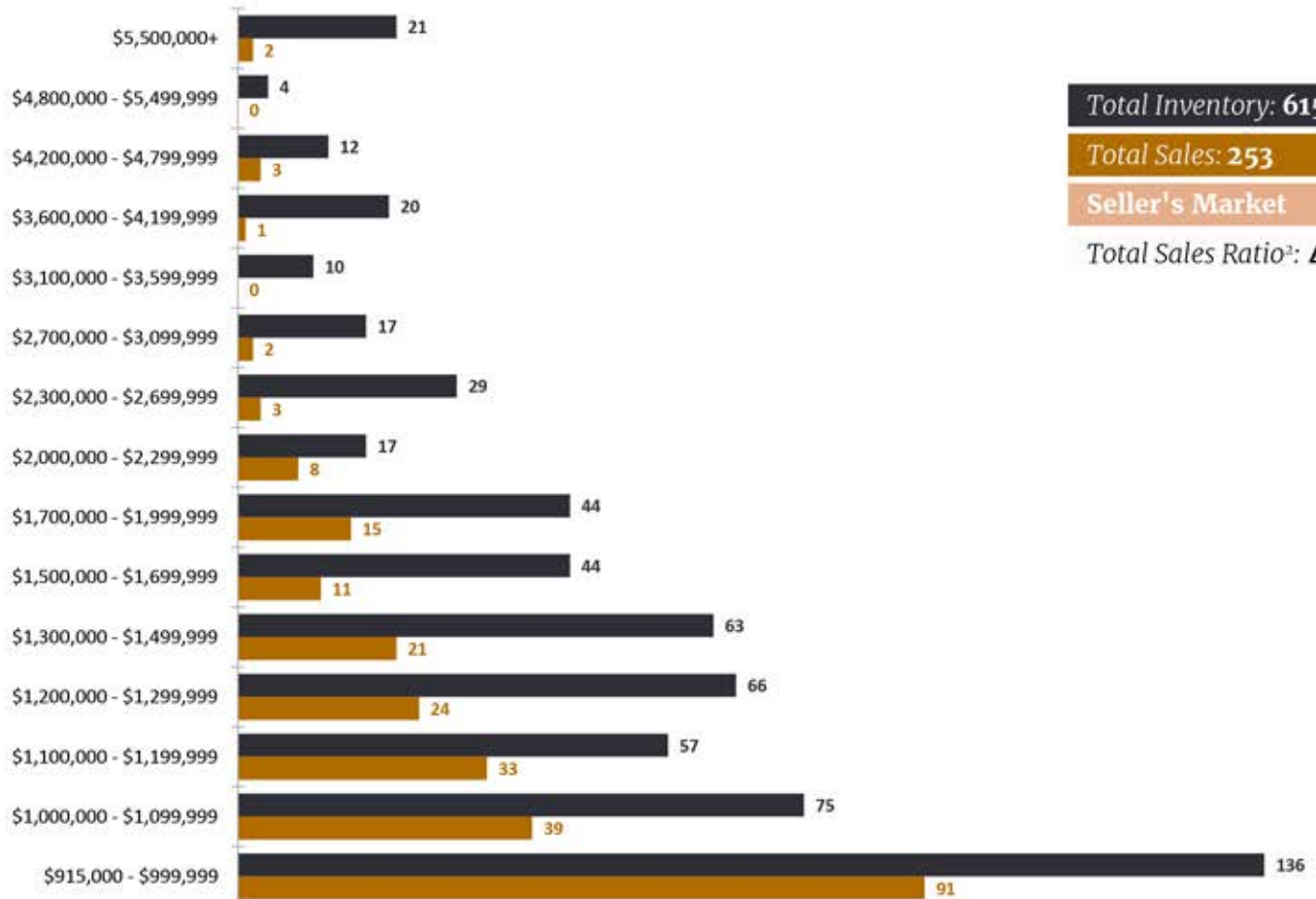
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JULY 2021

Inventory Sales

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



Total Inventory: **615**

Total Sales: **253**

Seller's Market

Total Sales Ratio²: **41%**

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	0	NA
1 Bedrooms	\$1,005,563	12	2	16	37	43%
2 Bedrooms	\$1,058,000	16	2	186	426	44%
3 Bedrooms	\$1,168,000	13	3	49	144	34%
4 Bedrooms	\$1,520,000	6	4	2	6	33%
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 | JULY

TOTAL INVENTORY

Jul. 2020: 859
Jul. 2021: 615

VARIANCE: -28%

TOTAL SOLDS

Jul. 2020: 298
Jul. 2021: 253

VARIANCE: -15%

SALES PRICE

Jul. 2020: \$1.15m
Jul. 2021: \$1.09m

VARIANCE: -5%

SALE PRICE PER SQFT.

Jul. 2020: N/A
Jul. 2021: N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Jul. 2020: 99.24%
Jul. 2021: 99.05%

VARIANCE: 0%

DAYS ON MARKET

Jul. 2020: 10
Jul. 2021: 14

VARIANCE: 40%

TORONTO MARKET SUMMARY | JULY 2021

- The Toronto attached luxury market is a **Seller's Market** with a **41% Sales Ratio**.
- Homes sold for a median of **99.05% of list price** in July 2021.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **67%**.
- The median luxury sales price for attached homes is **\$1,085,000**.
- The median days on market for July 2021 was **14** days, up from **10** in July 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.