

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

AUGUST  
2022

TORONTO  
ONTARIO



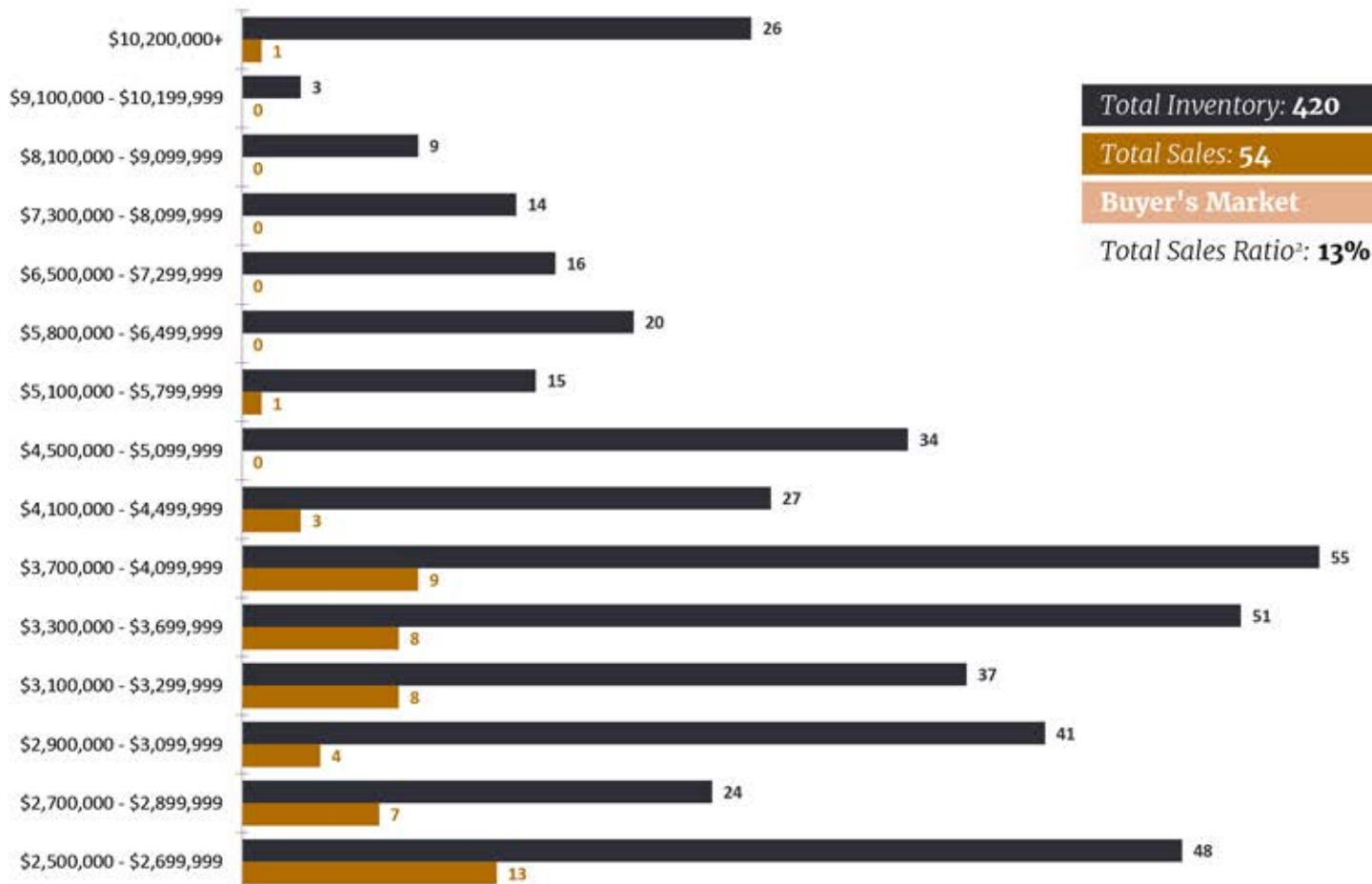
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

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



Total Inventory: **420**

Total Sales: **54**

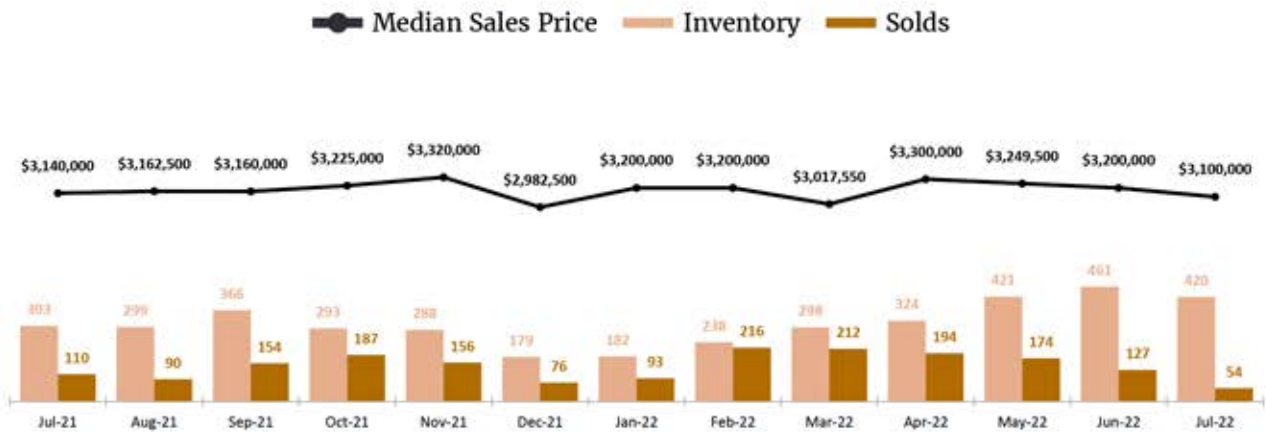
Buyer's Market

Total Sales Ratio<sup>2</sup>: **13%**

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	6	0%
2 Bedrooms	\$3,100,000	50	4	2	3	67%
3 Bedrooms	\$3,165,000	30	4	10	63	16%
4 Bedrooms	\$2,860,800	19	5	31	214	14%
5 Bedrooms	\$3,679,000	15	5	9	94	10%
6+ Bedrooms	\$11,425,000	82	11	2	40	5%

<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 | JULY

#### TOTAL INVENTORY

Jul. 2021	Jul. 2022
303	420

VARIANCE: **39%**

#### TOTAL SOLDS

Jul. 2021	Jul. 2022
110	54

VARIANCE: **-51%**

#### SALES PRICE

Jul. 2021	Jul. 2022
\$3.14m	\$3.10m

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

Jul. 2021	Jul. 2022
N/A	\$5,640

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Jul. 2021	Jul. 2022
96.97%	96.74%

VARIANCE: **0%**

#### DAYS ON MARKET

Jul. 2021	Jul. 2022
13	20

VARIANCE: **54%**

## TORONTO MARKET SUMMARY | JULY 2022

- The Toronto single-family luxury market is a **Buyer's Market** with a **13% Sales Ratio**.
- Homes sold for a median of **96.74% of list price** in July 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **29%**.
- The median luxury sales price for single-family homes is **\$3,100,000**.
- The median days on market for July 2022 was **20** days, up from **13** in July 2021.

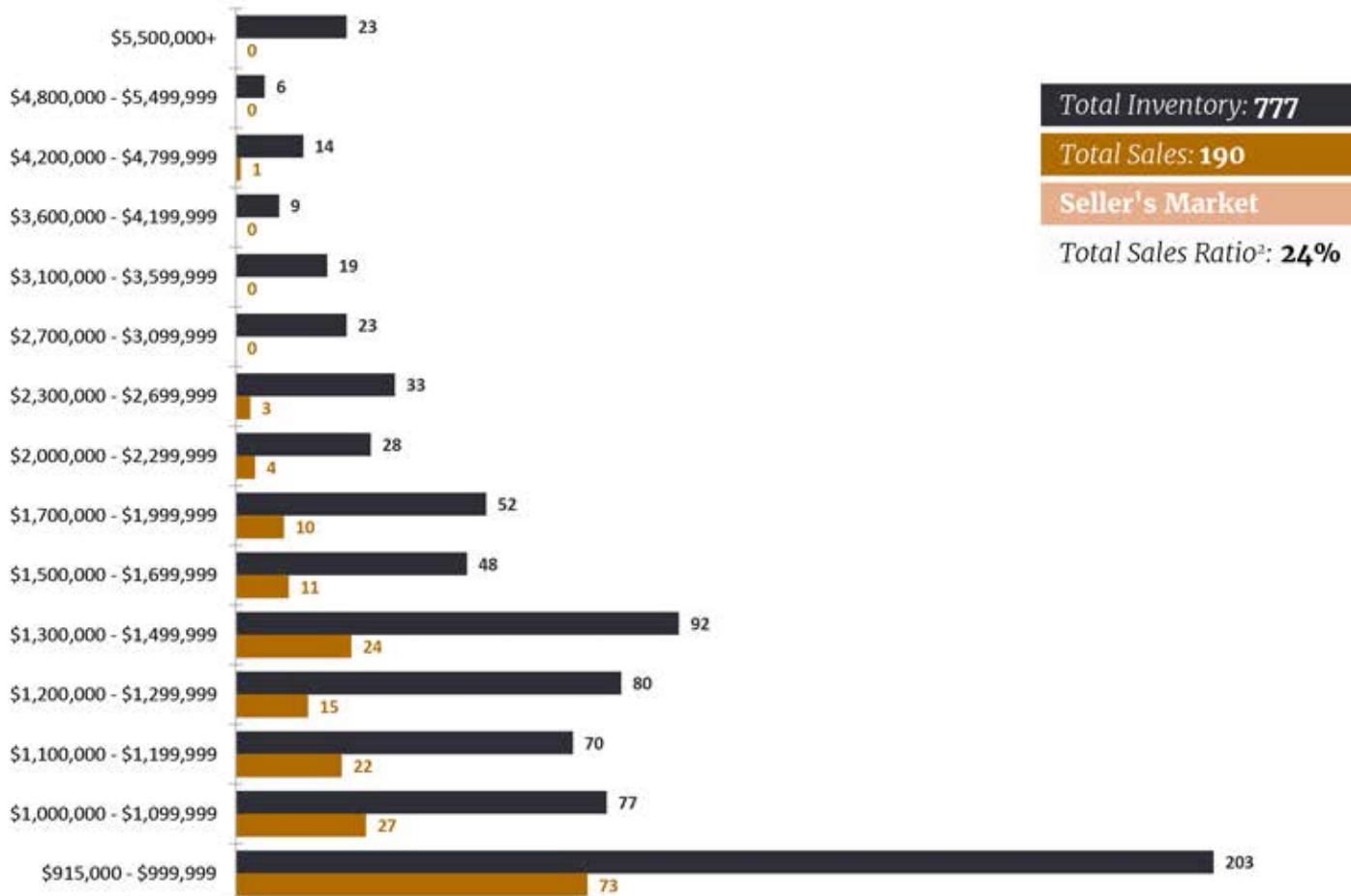
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

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



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	\$997,500	34	2	10	62	16%
2 Bedrooms	\$1,075,000	17	2	139	516	27%
3 Bedrooms	\$1,115,000	21	3	37	188	20%
4 Bedrooms	\$1,190,000	9	4	4	9	44%
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 | JULY

#### TOTAL INVENTORY

Jul. 2021      Jul. 2022  
**615**          **777**

VARIANCE: **26%**

#### TOTAL SOLDS

Jul. 2021      Jul. 2022  
**253**          **190**

VARIANCE: **-25%**

#### SALES PRICE

Jul. 2021      Jul. 2022  
**\$1.09m**      **\$1.08m**

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

Jul. 2021      Jul. 2022  
**N/A**          **\$4,782**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Jul. 2021      Jul. 2022  
**99.05%**      **97.59%**

VARIANCE: **-1%**

#### DAYS ON MARKET

Jul. 2021      Jul. 2022  
**14**              **17**

VARIANCE: **21%**

## TORONTO MARKET SUMMARY | JULY 2022

- The Toronto attached luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **97.59% of list price** in July 2022.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **36%**.
- The median luxury sales price for attached homes is **\$1,075,000**.
- The median days on market for July 2022 was **17** days, up from **14** in July 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.