

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

DECEMBER  
2021



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

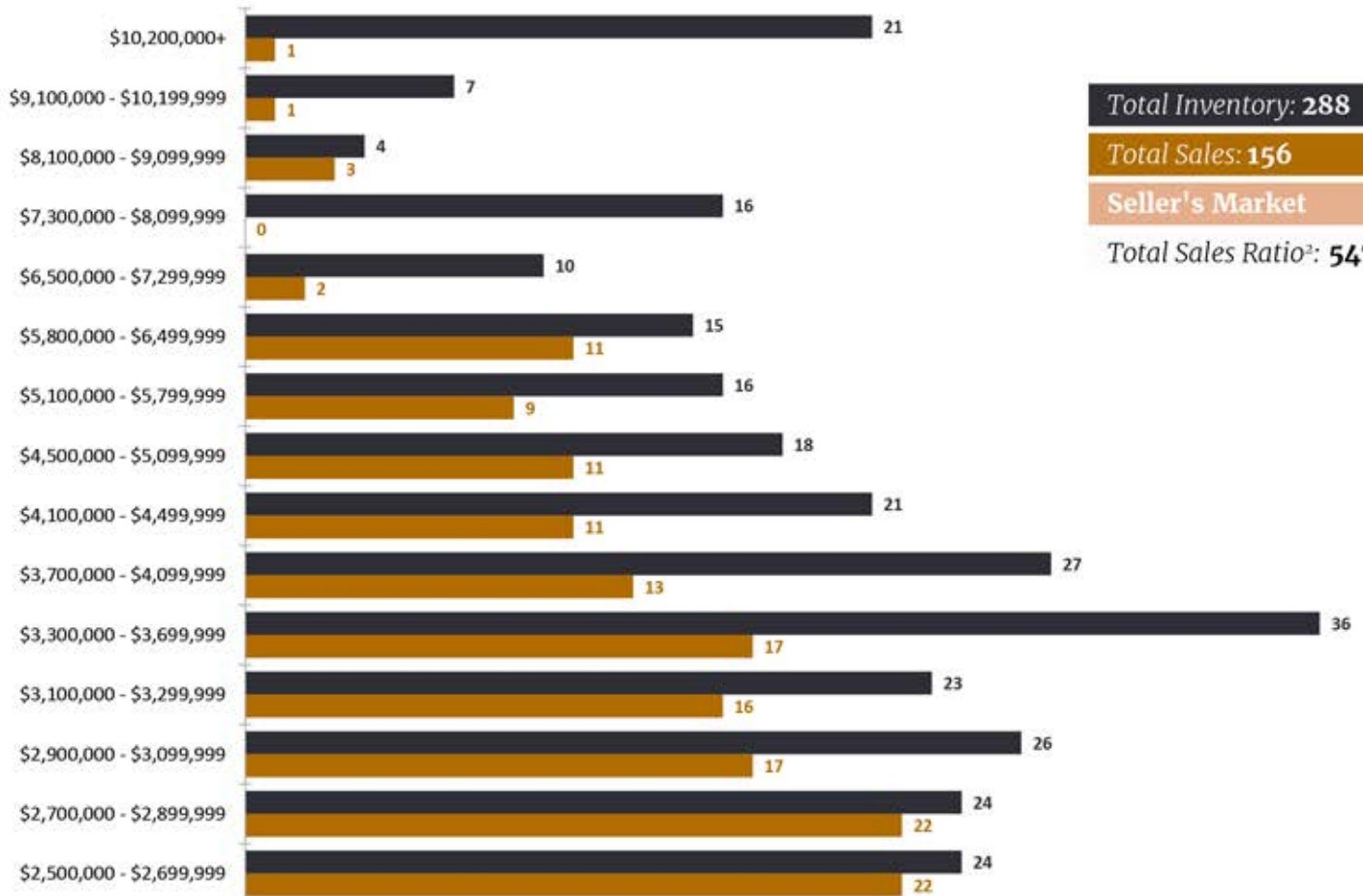
TORONTO  
ONTARIO

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **288**

Total Sales: **156**

Seller's Market

Total Sales Ratio<sup>2</sup>: **54%**

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	\$2,625,000	25	2	1	2	50%
2 Bedrooms	NA	NA	NA	0	6	0%
3 Bedrooms	\$2,860,000	7	4	27	47	57%
4 Bedrooms	\$3,275,000	8	5	93	126	74%
5 Bedrooms	\$4,100,000	11	5	27	75	36%
6+ Bedrooms	\$5,500,000	21	6	7	32	22%

<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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020	Nov. 2021
<b>400</b>	<b>288</b>

VARIANCE: **-28%**

#### TOTAL SOLDS

Nov. 2020	Nov. 2021
<b>107</b>	<b>156</b>

VARIANCE: **46%**

#### SALES PRICE

Nov. 2020	Nov. 2021
<b>\$3.15m</b>	<b>\$3.32m</b>

VARIANCE: **5%**

#### SALE PRICE PER SQFT.

Nov. 2020	Nov. 2021
<b>N/A</b>	<b>N/A</b>

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Nov. 2020	Nov. 2021
<b>96.05%</b>	<b>99.44%</b>

VARIANCE: **4%**

#### DAYS ON MARKET

Nov. 2020	Nov. 2021
<b>28</b>	<b>8</b>

VARIANCE: **-71%**

### TORONTO MARKET SUMMARY | NOVEMBER 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **54% Sales Ratio**.
- Homes sold for a median of **99.44% of list price** in November 2021.
- The most active price bands are **\$2,500,000-\$2,699,999** and **\$2,700,000-\$2,899,999**, where the sales ratio is **92%**.
- The median luxury sales price for single-family homes is **\$3,320,000**.
- The median days on market for November 2021 was **8** days, down from **28** in November 2020.

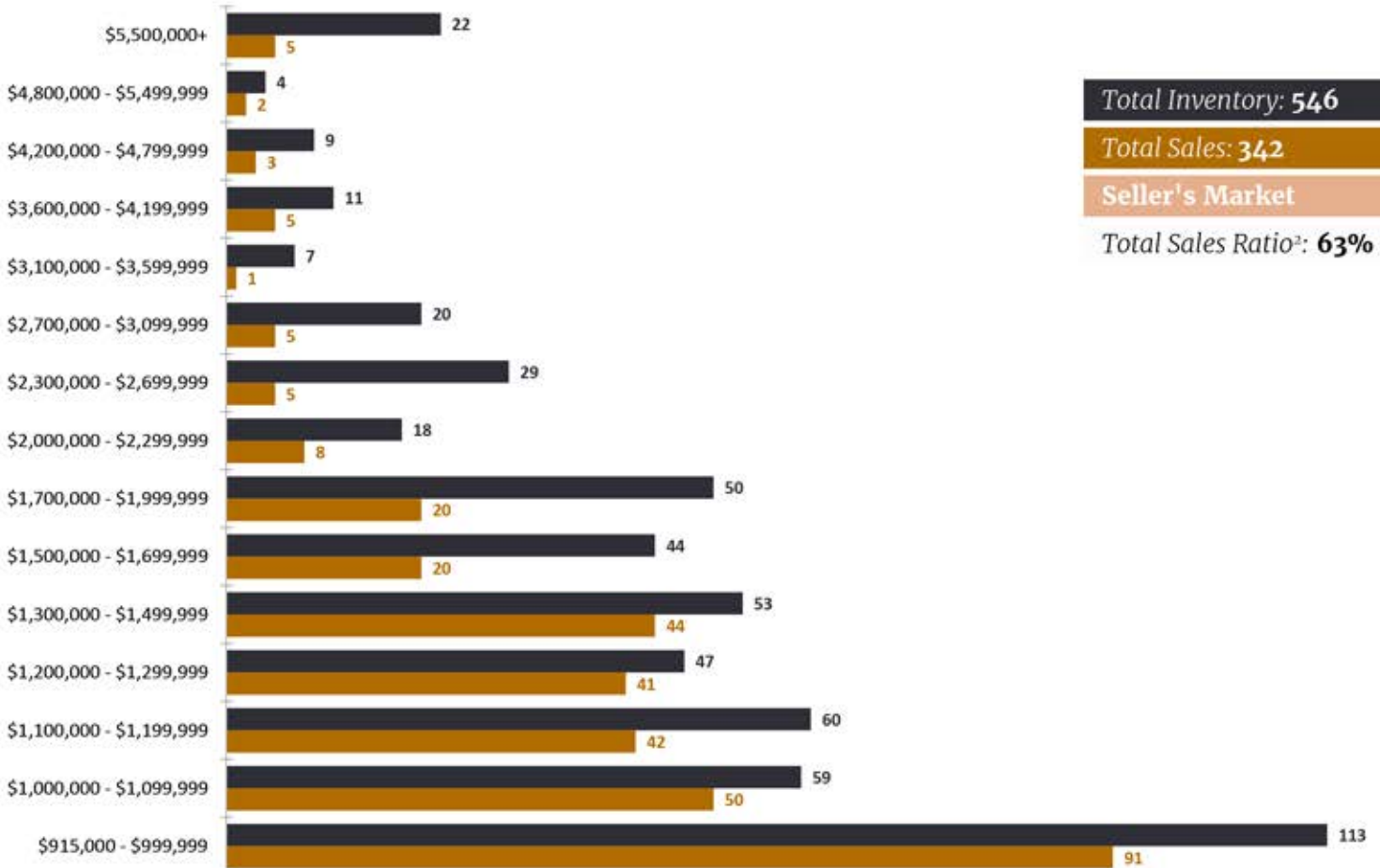
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | NOVEMBER 2021

Inventory Sales

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



Total Inventory: **546**

Total Sales: **342**

Seller's Market

Total Sales Ratio<sup>2</sup>: **63%**

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	\$1,078,750	18	2	24	43	56%
2 Bedrooms	\$1,170,000	13	2	217	361	60%
3 Bedrooms	\$1,200,000	13	3	97	134	72%
4 Bedrooms	\$1,287,500	23	4	4	5	80%
5+ Bedrooms	NA	NA	NA	0	3	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 | NOVEMBER

#### TOTAL INVENTORY

Nov. 2020	Nov. 2021
891	546

VARIANCE: **-39%**

#### TOTAL SOLD

Nov. 2020	Nov. 2021
233	342

VARIANCE: **47%**

#### SALES PRICE

Nov. 2020	Nov. 2021
\$1.13m	\$1.18m

VARIANCE: **4%**

#### SALE PRICE PER SQFT.

Nov. 2020	Nov. 2021
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Nov. 2020	Nov. 2021
97.90%	100.00%

VARIANCE: **2%**

#### DAYS ON MARKET

Nov. 2020	Nov. 2021
16	13

VARIANCE: **-19%**

### TORONTO MARKET SUMMARY | NOVEMBER 2021

- The Toronto attached luxury market is a **Seller's Market** with a **63% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in November 2021.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **87%**.
- The median luxury sales price for attached homes is **\$1,175,000**.
- The median days on market for November 2021 was **13** days, down from **16** in November 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.