

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2022

TORONTO

ONTARIO



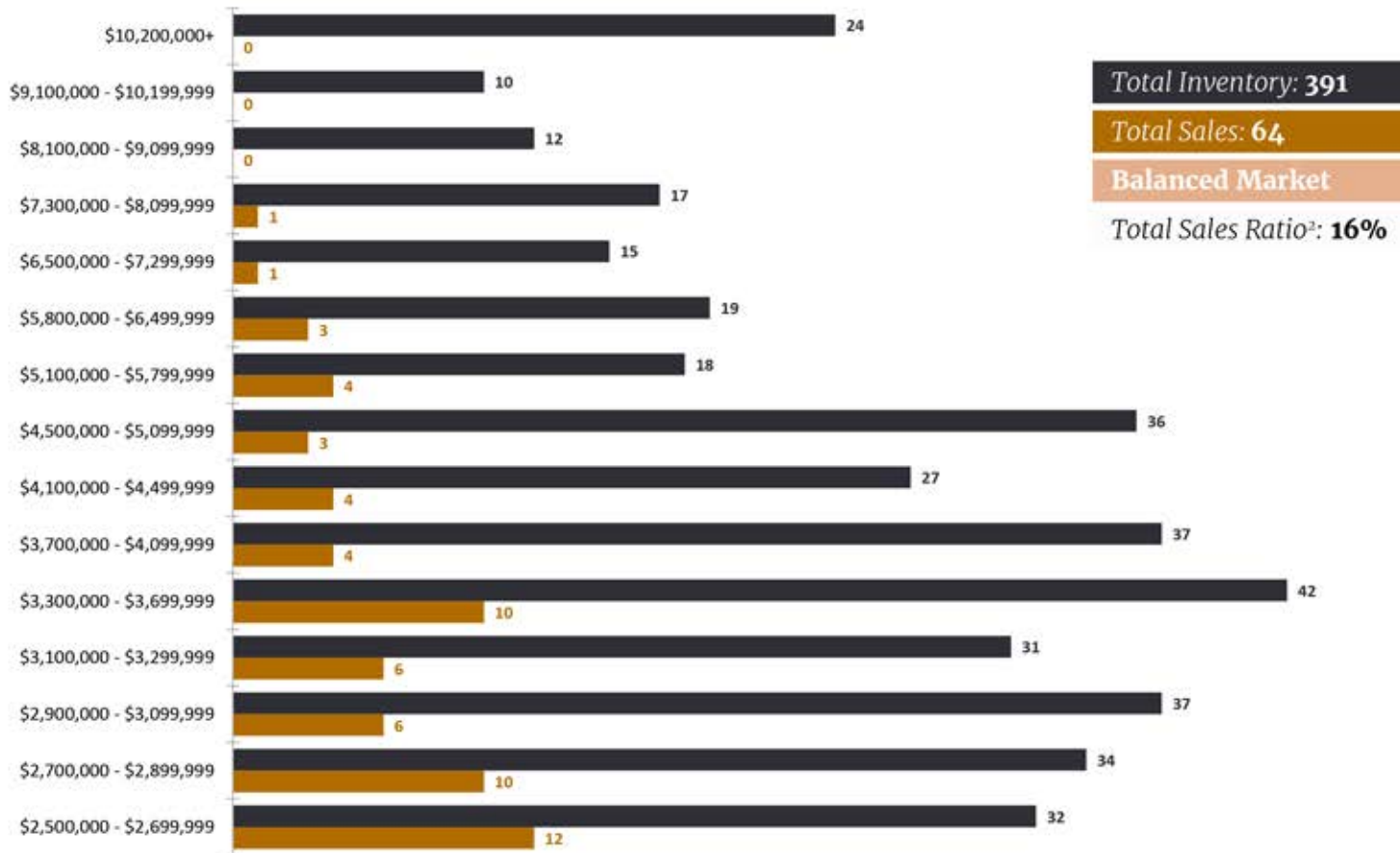
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

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



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	2	0%
2 Bedrooms	\$3,377,000	14	4	2	6	33%
3 Bedrooms	\$2,755,000	10	4	6	47	13%
4 Bedrooms	\$3,125,000	16	5	40	211	19%
5 Bedrooms	\$3,647,500	16	5	14	83	17%
6+ Bedrooms	\$4,562,500	25	5	2	42	5%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021 Nov. 2022

288 **391**

VARIANCE: **36%**

TOTAL SOLDS

Nov. 2021 Nov. 2022

156 **64**

VARIANCE: **-59%**

SALES PRICE

Nov. 2021 Nov. 2022

\$3.32m **\$3.26m**

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022

N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022

99.44% **96.22%**

VARIANCE: **-3%**

DAYS ON MARKET

Nov. 2021 Nov. 2022

8 **15**

VARIANCE: **88%**

TORONTO MARKET SUMMARY | NOVEMBER 2022

- The Toronto single-family luxury market is a **Balanced Market** with a **16% Sales Ratio**.
- Homes sold for a median of **96.22% of list price** in November 2022.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **38%**.
- The median luxury sales price for single-family homes is **\$3,259,000**.
- The median days on market for November 2022 was **15** days, up from **8** in November 2021.

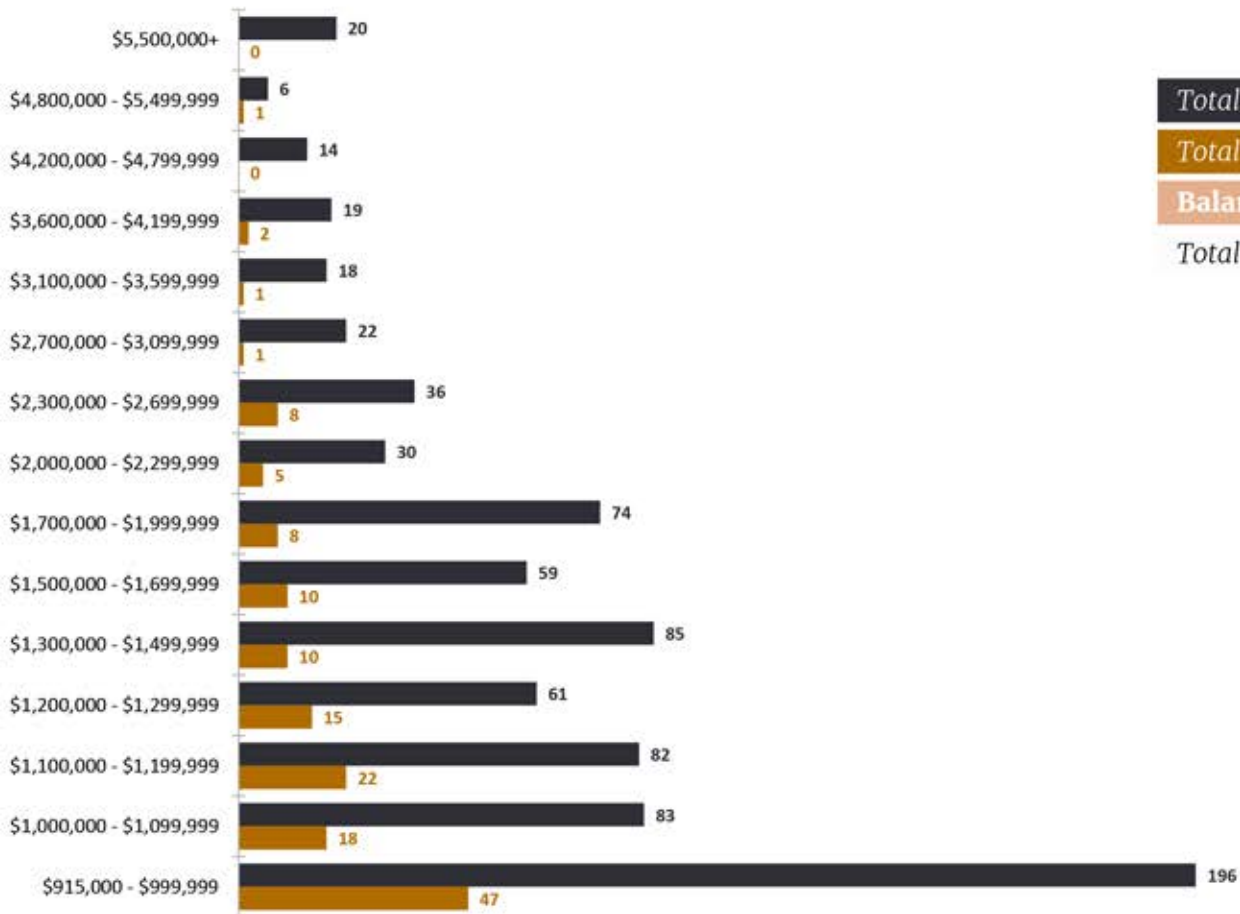
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | NOVEMBER 2022

Inventory Sales

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



Total Inventory: **805**

Total Sales: **148**

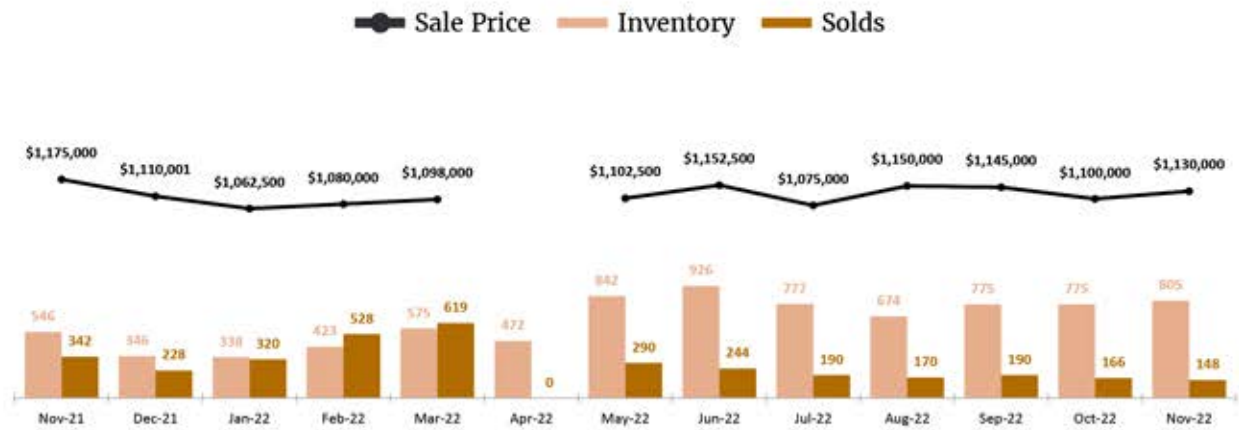
Balanced Market

Total Sales Ratio²: **18%**

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	\$1,060,000	13	2	6	53	11%
2 Bedrooms	\$1,113,750	16	2	106	552	19%
3 Bedrooms	\$1,170,700	19	3	34	185	18%
4 Bedrooms	\$1,669,000	26	4	2	14	14%
5+ Bedrooms	NA	NA	NA	0	1	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2021 Nov. 2022
546 **805**

VARIANCE: **47%**

TOTAL SOLDS

Nov. 2021 Nov. 2022
342 **148**

VARIANCE: **-57%**

SALES PRICE

Nov. 2021 Nov. 2022
\$1.18m **\$1.13m**

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Nov. 2021 Nov. 2022
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Nov. 2021 Nov. 2022
100.00% **97.35%**

VARIANCE: **-3%**

DAYS ON MARKET

Nov. 2021 Nov. 2022
13 **17**

VARIANCE: **31%**

TORONTO MARKET SUMMARY | NOVEMBER 2022

- The Toronto attached luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **97.35% of list price** in November 2022.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **27%**.
- The median luxury sales price for attached homes is **\$1,130,000**.
- The median days on market for November 2022 was **17** days, up from **13** in November 2021.

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.