

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

FEBRUARY
2022



collaborativerealestate.ca

TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JANUARY 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	\$2,650,000	83	3	1	5	20%
3 Bedrooms	\$2,671,500	6	4	16	32	50%
4 Bedrooms	\$3,205,000	7	5	55	71	77%
5 Bedrooms	\$3,948,944	10	6	16	47	34%
6+ Bedrooms	\$4,690,000	63	6	5	25	20%

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 | JANUARY

TOTAL INVENTORY

Jan. 2021 Jan. 2022

251 182

VARIANCE: **-27%**

TOTAL SOLDS

Jan. 2021 Jan. 2022

66 93

VARIANCE: **41%**

SALES PRICE

Jan. 2021 Jan. 2022

\$3.05m \$3.20m

VARIANCE: **5%**

SALE PRICE PER SQFT.

Jan. 2021 Jan. 2022

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jan. 2021 Jan. 2022

96.38% 101.49%

VARIANCE: **5%**

DAYS ON MARKET

Jan. 2021 Jan. 2022

16 8

VARIANCE: **-50%**

TORONTO MARKET SUMMARY | JANUARY 2022

- The Toronto single-family luxury market is a **Seller's Market** with a **51% Sales Ratio**.
- Homes sold for a median of **101.49% of list price** in January 2022.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **110%**.
- The median luxury sales price for single-family homes is **\$3,200,000**.
- The median days on market for January 2022 was **8** days, down from **16** in January 2021.

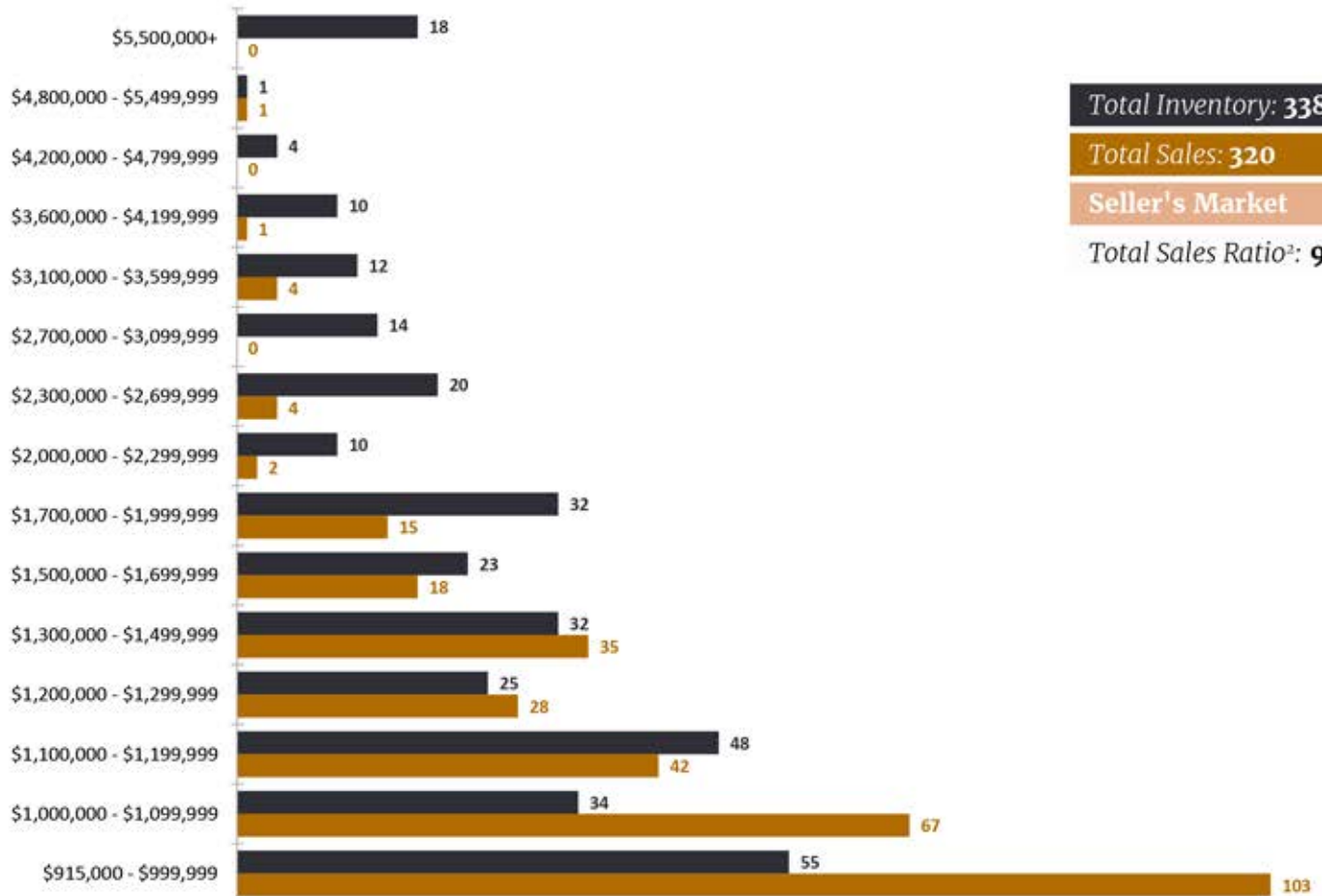
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JANUARY 2022

Inventory Sales

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



Total Inventory: **338**

Total Sales: **320**

Seller's Market

Total Sales Ratio²: **95%**

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	\$1,002,500	7	2	34	23	148%
2 Bedrooms	\$1,096,000	8	2	204	219	93%
3 Bedrooms	\$1,066,500	5	3	76	94	81%
4 Bedrooms	\$1,050,000	2	3	5	1	500%
5+ Bedrooms	\$1,060,000	4	4	1	1	100%

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 | JANUARY

TOTAL INVENTORY

Jan. 2021	Jan. 2022
515	338

VARIANCE: **-34%**

TOTAL SOLDS

Jan. 2021	Jan. 2022
204	320

VARIANCE: **57%**

SALES PRICE

Jan. 2021	Jan. 2022
\$1.07m	\$1.06m

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Jan. 2021	Jan. 2022
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jan. 2021	Jan. 2022
98.06%	102.66%

VARIANCE: **5%**

DAYS ON MARKET

Jan. 2021	Jan. 2022
13	7

VARIANCE: **-46%**

TORONTO MARKET SUMMARY | JANUARY 2022

- The Toronto attached luxury market is a **Seller's Market** with a **95% Sales Ratio**.
- Homes sold for a median of **102.66% of list price** in January 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **197%**.
- The median luxury sales price for attached homes is **\$1,062,500**.
- The median days on market for January 2022 was **7** days, down from **13** in January 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.