

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022



collaborativerealestate.ca

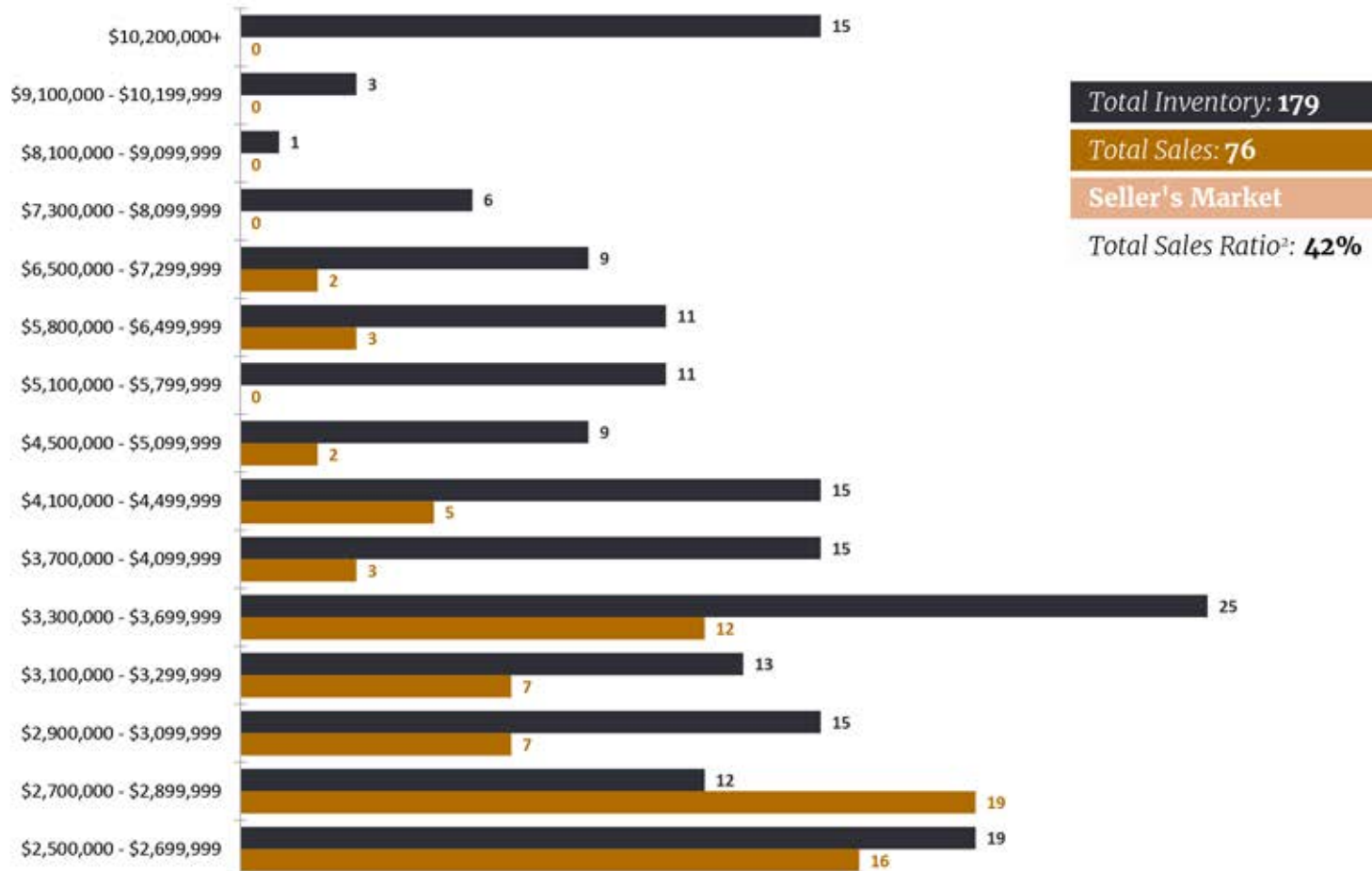
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

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	NA	NA	NA	0	5	0%
3 Bedrooms	\$2,675,500	8	4	14	23	61%
4 Bedrooms	\$3,093,500	16	5	44	72	61%
5 Bedrooms	\$3,169,500	20	5	15	54	28%
6+ Bedrooms	\$2,965,000	6	6	3	23	13%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2020	Dec. 2021
270	179

VARIANCE: **-34%**

TOTAL SOLDS

Dec. 2020	Dec. 2021
62	76

VARIANCE: **23%**

SALES PRICE

Dec. 2020	Dec. 2021
\$3.14m	\$2.98m

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
96.63%	98.22%

VARIANCE: **2%**

DAYS ON MARKET

Dec. 2020	Dec. 2021
40	13

VARIANCE: **-68%**

TORONTO MARKET SUMMARY | DECEMBER 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **42% Sales Ratio**.
- Homes sold for a median of **98.22% of list price** in December 2021.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **158%**.
- The median luxury sales price for single-family homes is **\$2,982,500**.
- The median days on market for December 2021 was **13** days, down from **40** in December 2020.

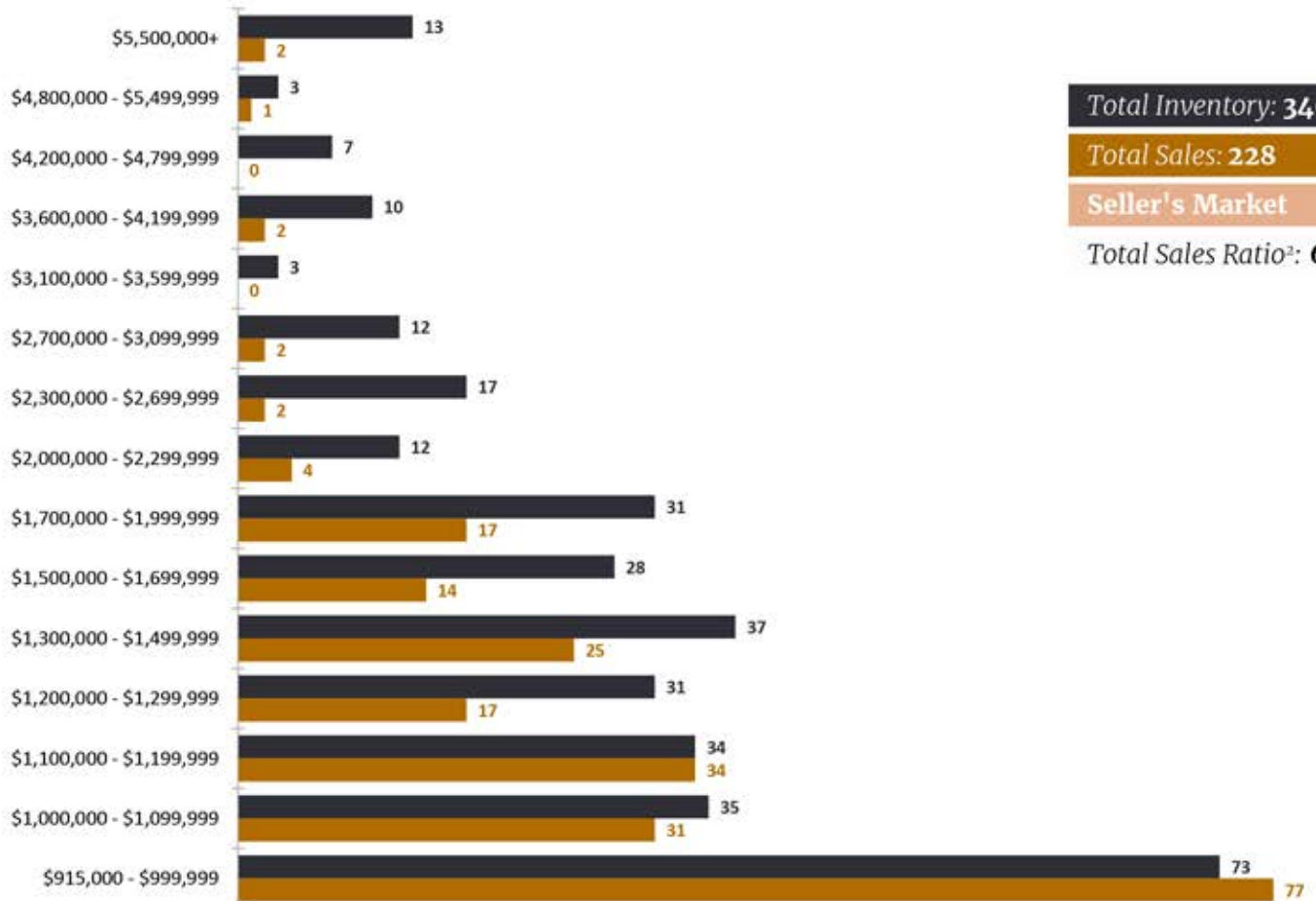
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

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



Total Inventory: **346**

Total Sales: **228**

Seller's Market

Total Sales Ratio²: **66%**

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	\$1,077,500	9	2	14	25	56%
2 Bedrooms	\$1,071,000	19	2	168	225	75%
3 Bedrooms	\$1,270,000	19	3	42	91	46%
4 Bedrooms	\$943,500	4	3	4	3	133%
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 | DECEMBER

TOTAL INVENTORY

Dec. 2020	Dec. 2021
582	346

VARIANCE: **-41%**

TOTAL SOLDS

Dec. 2020	Dec. 2021
208	228

VARIANCE: **10%**

SALES PRICE

Dec. 2020	Dec. 2021
\$1.10m	\$1.11m

VARIANCE: **1%**

SALE PRICE PER SQFT.

Dec. 2020	Dec. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Dec. 2020	Dec. 2021
98.00%	98.71%

VARIANCE: **1%**

DAYS ON MARKET

Dec. 2020	Dec. 2021
28	18

VARIANCE: **-36%**

TORONTO MARKET SUMMARY | DECEMBER 2021

- The Toronto attached luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **98.71% of list price** in December 2021.
- The most active price band is **\$915,000-\$999,999**, where the sales ratio is **105%**.
- The median luxury sales price for attached homes is **\$1,110,001**.
- The median days on market for December 2021 was **18** days, down from **28** in December 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.