

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JANUARY  
2023

TORONTO  
ONTARIO



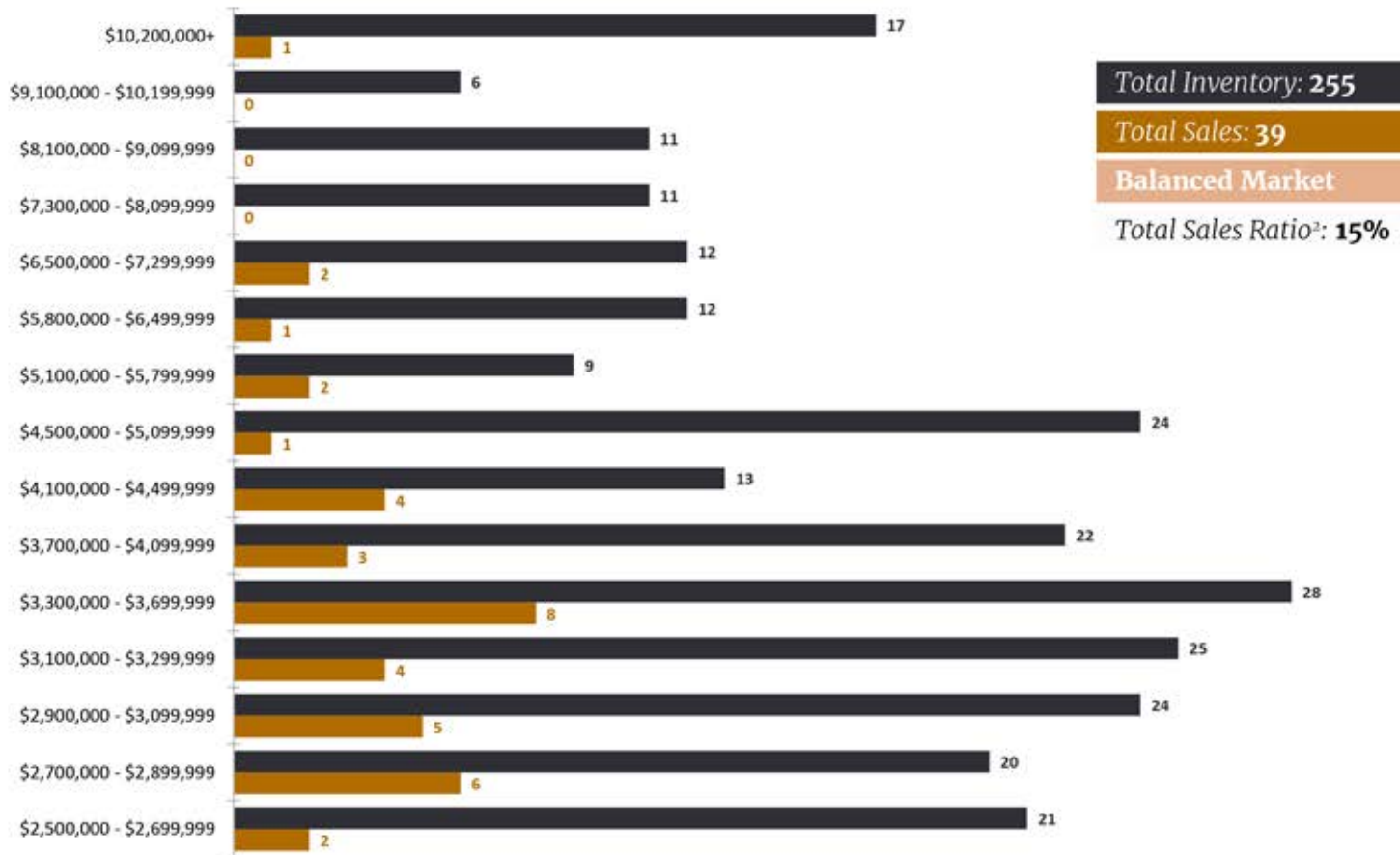
[collaborativerealestate.ca](http://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

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



Total Inventory: **255**

Total Sales: **39**

Balanced Market

Total Sales Ratio<sup>2</sup>: **15%**

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	2	0%
2 Bedrooms	NA	NA	NA	0	6	0%
3 Bedrooms	\$3,175,000	44	4	4	32	13%
4 Bedrooms	\$3,191,400	29	6	22	132	17%
5 Bedrooms	\$3,968,500	23	5	10	56	18%
6+ Bedrooms	\$4,150,000	24	6	3	27	11%

<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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2021    Dec. 2022  
**179**        **255**

VARIANCE: **42%**

#### TOTAL SOLDS

Dec. 2021    Dec. 2022  
**76**        **39**

VARIANCE: **-49%**

#### SALES PRICE

Dec. 2021    Dec. 2022  
**\$2.98m**    **\$3.46m**

VARIANCE: **16%**

#### SALE PRICE PER SQFT.

Dec. 2021    Dec. 2022  
**N/A**        **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Dec. 2021    Dec. 2022  
**98.22%**    **93.28%**

VARIANCE: **-5%**

#### DAYS ON MARKET

Dec. 2021    Dec. 2022  
**13**        **29**

VARIANCE: **123%**

## TORONTO MARKET SUMMARY | DECEMBER 2022

- The Toronto single-family luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **93.28% of list price** in December 2022.
- The most active price band is **\$4,100,000-\$4,499,999**, where the sales ratio is **31%**.
- The median luxury sales price for single-family homes is **\$3,460,000**.
- The median days on market for December 2022 was **29** days, up from **13** in December 2021.

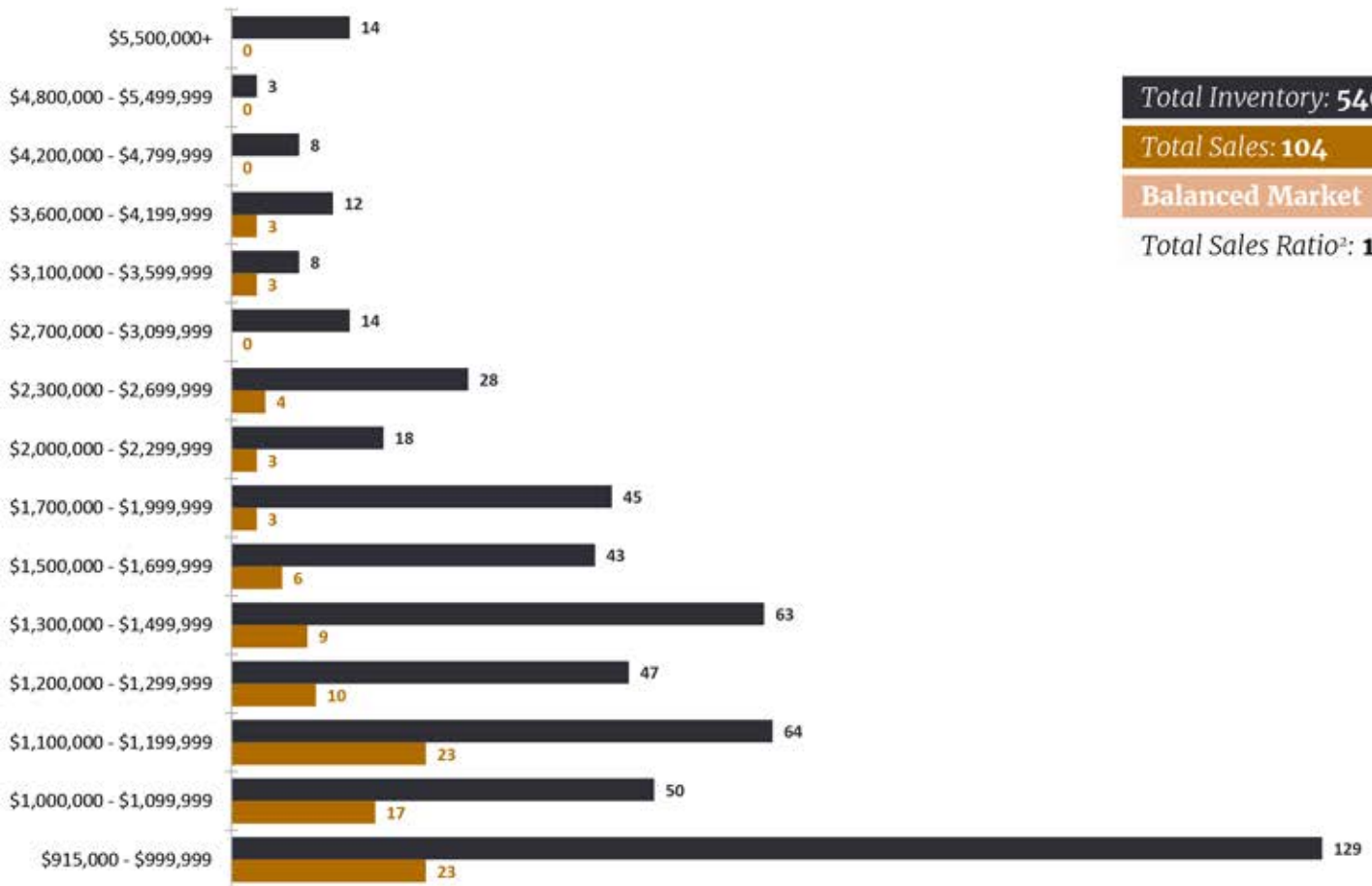
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | DECEMBER 2022

Inventory Sales

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



Total Inventory: **546**

Total Sales: **104**

Balanced Market

Total Sales Ratio<sup>2</sup>: **19%**

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	\$1,047,500	14	2	8	40	20%
2 Bedrooms	\$1,130,000	22	2	68	376	18%
3 Bedrooms	\$1,186,000	21	3	26	123	21%
4 Bedrooms	\$1,460,000	31	4	2	6	33%
5+ Bedrooms	NA	NA	NA	0	1	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 | DECEMBER

#### TOTAL INVENTORY

Dec. 2021    Dec. 2022  
**346**    **546**

VARIANCE: **58%**

#### TOTAL SOLDS

Dec. 2021    Dec. 2022  
**228**    **104**

VARIANCE: **-54%**

#### SALES PRICE

Dec. 2021    Dec. 2022  
**\$1.11m**    **\$1.15m**

VARIANCE: **4%**

#### SALE PRICE PER SQFT.

Dec. 2021    Dec. 2022  
**N/A**    **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Dec. 2021    Dec. 2022  
**98.71%**    **96.70%**

VARIANCE: **-2%**

#### DAYS ON MARKET

Dec. 2021    Dec. 2022  
**18**    **21**

VARIANCE: **17%**

## TORONTO MARKET SUMMARY | DECEMBER 2022

- The Toronto attached luxury market is a **Balanced Market** with a **19% Sales Ratio**.
- Homes sold for a median of **96.70% of list price** in December 2022.
- The most active price band is **\$3,100,000-\$3,599,999**, where the sales ratio is **38%**.
- The median luxury sales price for attached homes is **\$1,150,000**.
- The median days on market for December 2022 was **21** days, up from **18** in December 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.