

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JULY
2021



collaborativerealestate.ca

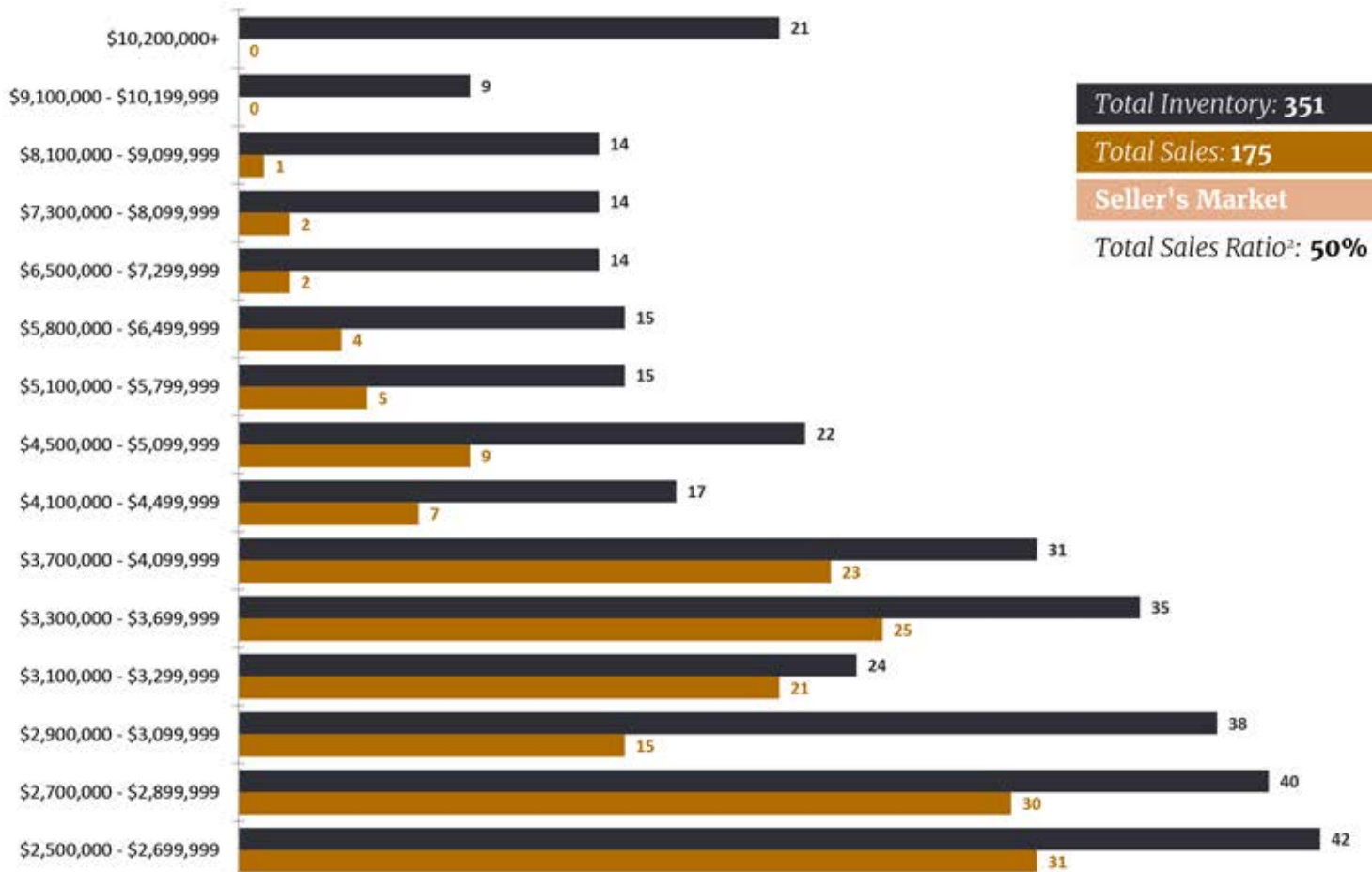
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | JUNE 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	3	0%
2 Bedrooms	\$2,696,542	5	2	2	7	29%
3 Bedrooms	\$2,875,000	5	4	29	54	54%
4 Bedrooms	\$3,200,000	8	5	107	159	67%
5 Bedrooms	\$3,385,000	9	6	34	82	41%
6+ Bedrooms	\$4,850,000	10	4	3	46	7%

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 | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
429	351

VARIANCE: **-18%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
115	175

VARIANCE: **52%**

SALES PRICE

Jun. 2020	Jun. 2021
\$3.10m	\$3.18m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
96.93%	98.60%

VARIANCE: **2%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
11	8

VARIANCE: **-27%**

TORONTO MARKET SUMMARY | JUNE 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **50% Sales Ratio**.
- Homes sold for a median of **98.60% of list price** in June 2021.
- The most active price band is **\$3,100,000-\$3,299,999**, where the sales ratio is **88%**.
- The median luxury sales price for single-family homes is **\$3,175,000**.
- The median days on market for June 2021 was **8** days, down from **11** in June 2020.

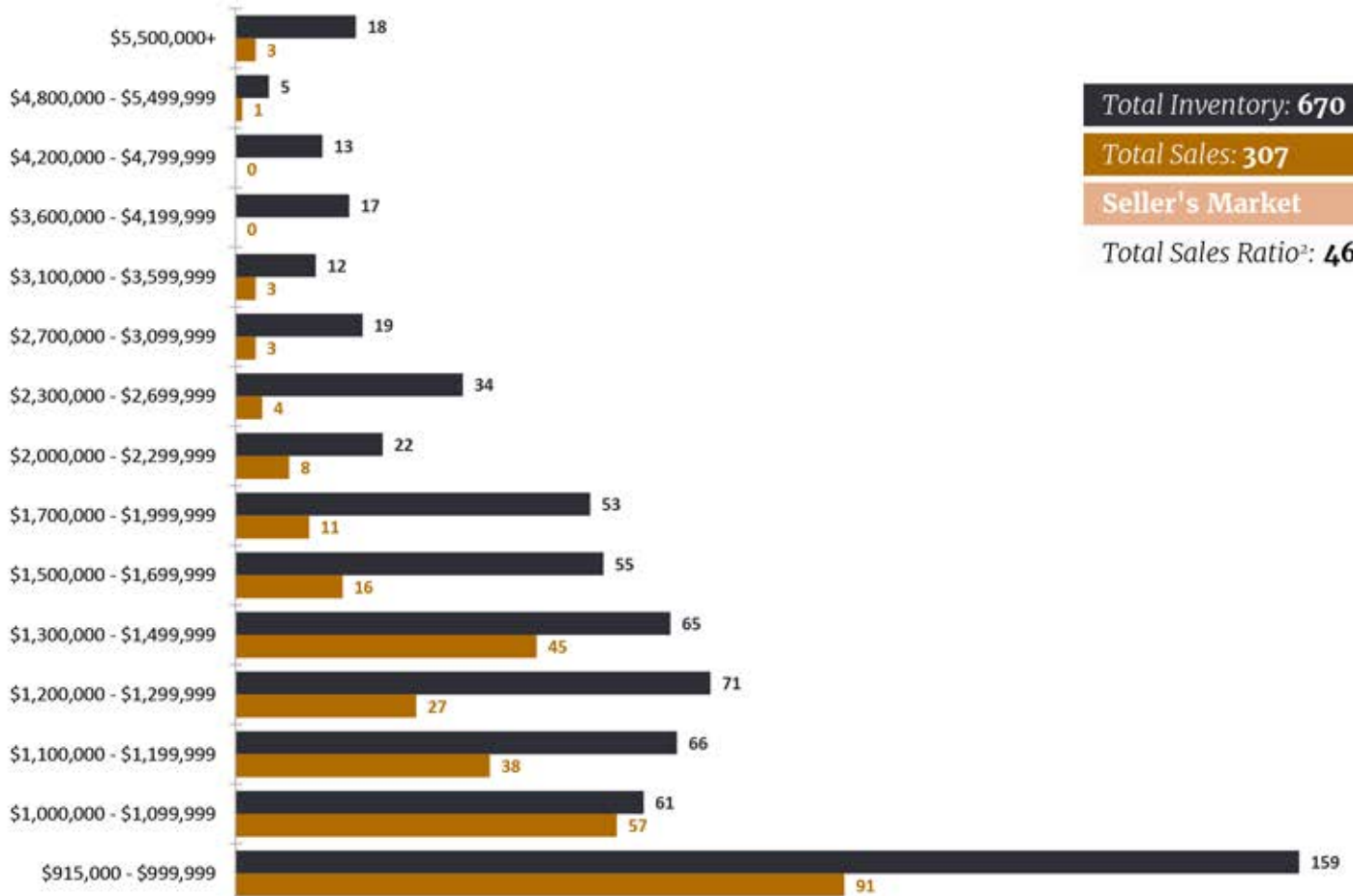
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | JUNE 2021

Inventory Sales

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



Total Inventory: **670**

Total Sales: **307**

Seller's Market

Total Sales Ratio²: **46%**

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	\$1,037,567	7	2	22	46	48%
2 Bedrooms	\$1,086,500	10	2	222	471	47%
3 Bedrooms	\$1,275,000	12	3	62	145	43%
4 Bedrooms	\$1,330,000	10	3	1	6	17%
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 | JUNE

TOTAL INVENTORY

Jun. 2020	Jun. 2021
715	670

VARIANCE: **-6%**

TOTAL SOLDS

Jun. 2020	Jun. 2021
251	307

VARIANCE: **22%**

SALES PRICE

Jun. 2020	Jun. 2021
\$1.15m	\$1.12m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Jun. 2020	Jun. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Jun. 2020	Jun. 2021
99.38%	99.69%

VARIANCE: **0%**

DAYS ON MARKET

Jun. 2020	Jun. 2021
8	10

VARIANCE: **25%**

TORONTO MARKET SUMMARY | JUNE 2021

- The Toronto attached luxury market is a **Seller's Market** with a **46% Sales Ratio**.
- Homes sold for a median of **99.69% of list price** in June 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **93%**.
- The median luxury sales price for attached homes is **\$1,115,000**.
- The median days on market for June 2021 was **10** days, up from **8** in June 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.