

INSTITUTE for  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JULY  
2022

TORONTO  
ONTARIO



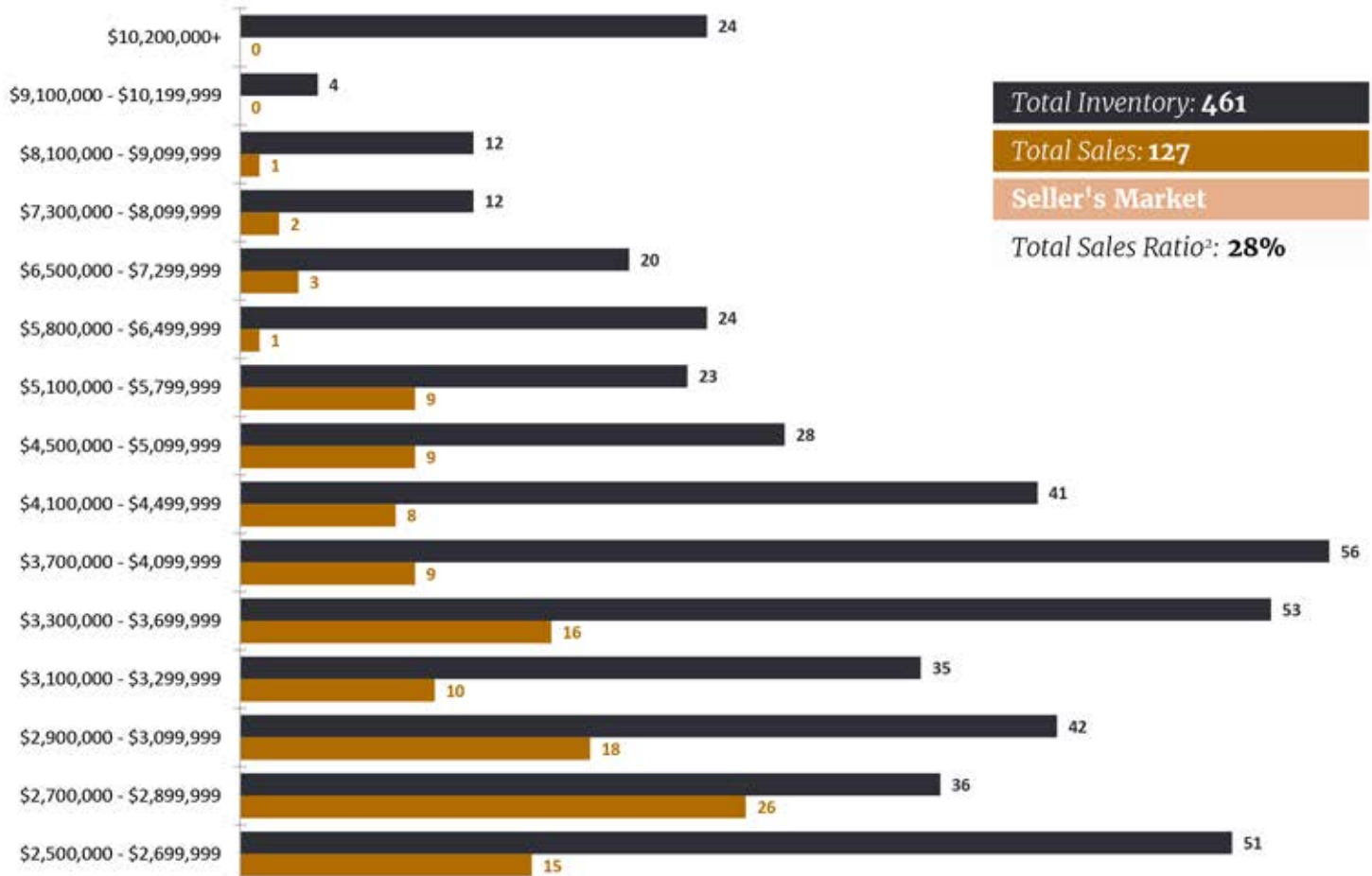
[collaborativerealestate.ca](https://collaborativerealestate.ca)

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

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

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



Total Inventory: **461**

Total Sales: **127**

Seller's Market

Total Sales Ratio<sup>2</sup>: **28%**

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	3	0%
2 Bedrooms	NA	NA	NA	0	4	0%
3 Bedrooms	\$2,810,000	7	4	21	77	27%
4 Bedrooms	\$3,200,000	8	5	73	230	32%
5 Bedrooms	\$4,025,000	9	5	25	103	24%
6+ Bedrooms	\$4,025,000	16	6	8	44	18%

<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 | JUNE

#### TOTAL INVENTORY

Jun. 2021	Jun. 2022
351	461

VARIANCE: **31%**

#### TOTAL SOLDS

Jun. 2021	Jun. 2022
175	127

VARIANCE: **-27%**

#### SALES PRICE

Jun. 2021	Jun. 2022
\$3.18m	\$3.20m

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

Jun. 2021	Jun. 2022
N/A	\$1,655

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Jun. 2021	Jun. 2022
98.60%	96.96%

VARIANCE: **-2%**

#### DAYS ON MARKET

Jun. 2021	Jun. 2022
8	8

VARIANCE: **0%**

## TORONTO MARKET SUMMARY | JUNE 2022

- The Toronto single-family luxury market is a **Seller's Market** with a **28% Sales Ratio**.
- Homes sold for a median of **96.96% of list price** in June 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **72%**.
- The median luxury sales price for single-family homes is **\$3,200,000**.
- The median days on market for June 2022 was **8** days, remaining the same from June 2021.

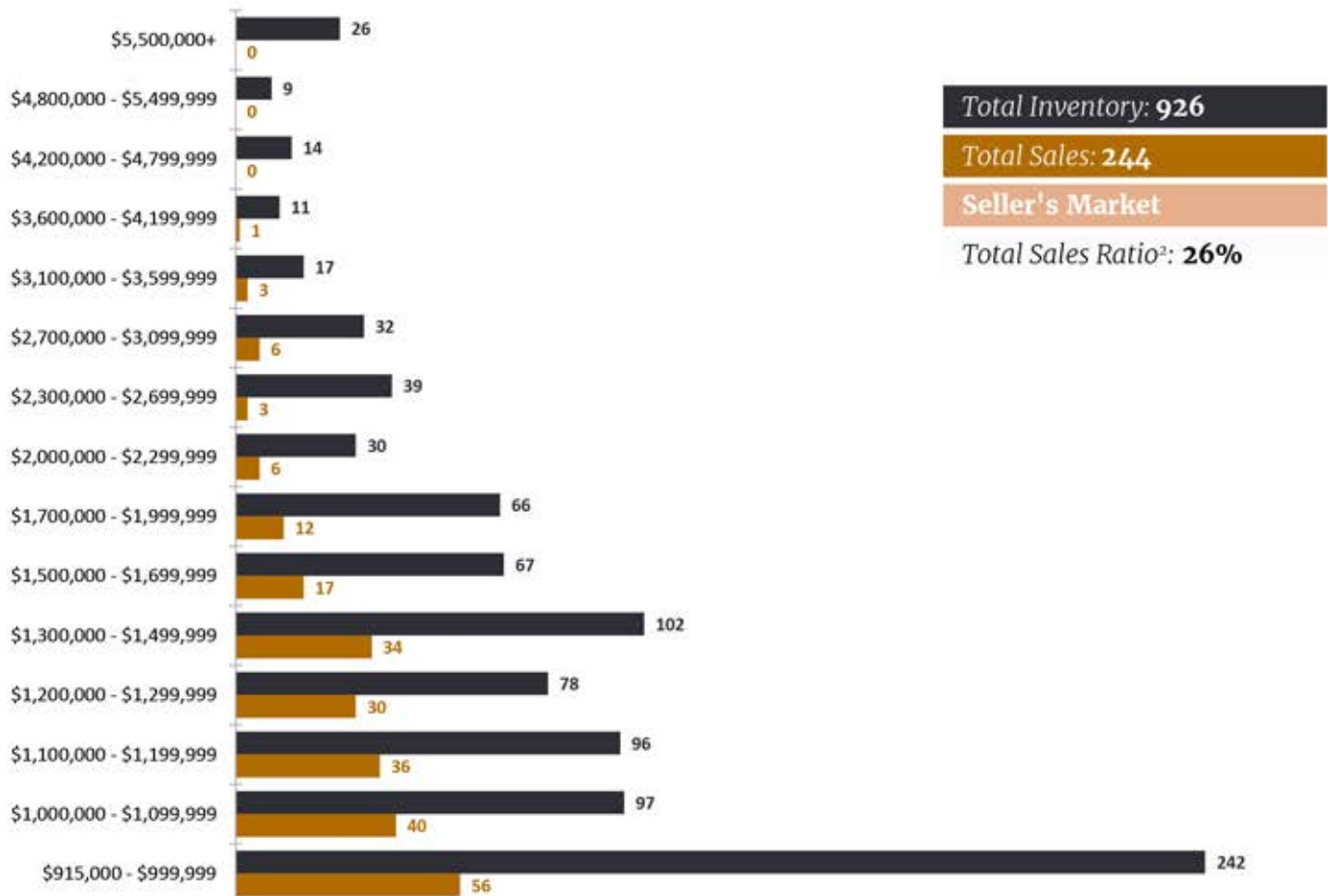
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JUNE 2022

Inventory Sales

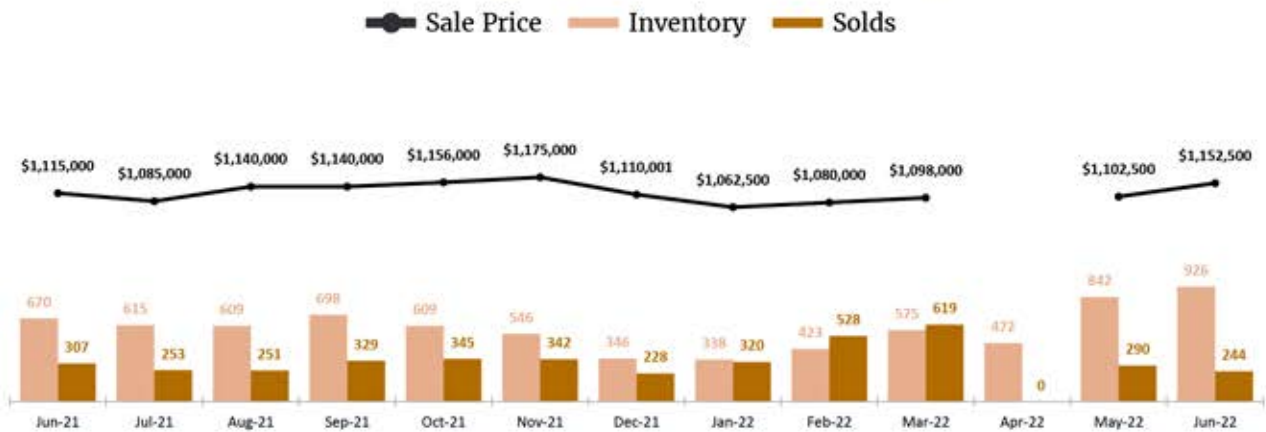
Luxury Benchmark Price<sup>1</sup>: **\$915,000**



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	\$1,065,000	15	1	15	76	20%
2 Bedrooms	\$1,128,005	10	2	162	635	26%
3 Bedrooms	\$1,235,000	10	3	59	205	29%
4 Bedrooms	\$1,284,444	11	4	8	8	100%
5+ Bedrooms	NA	NA	NA	0	2	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 | JUNE

#### TOTAL INVENTORY

Jun. 2021      Jun. 2022

670              926

VARIANCE: **38%**

#### TOTAL SOLDS

Jun. 2021      Jun. 2022

307              244

VARIANCE: **-21%**

#### SALES PRICE

Jun. 2021      Jun. 2022

\$1.12m          \$1.15m

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Jun. 2021      Jun. 2022

N/A              \$4,711

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Jun. 2021      Jun. 2022

99.69%          98.38%

VARIANCE: **-1%**

#### DAYS ON MARKET

Jun. 2021      Jun. 2022

10                11

VARIANCE: **10%**

## TORONTO MARKET SUMMARY | JUNE 2022

- The Toronto attached luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **98.38% of list price** in June 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **41%**.
- The median luxury sales price for attached homes is **\$1,152,500**.
- The median days on market for June 2022 was **11** days, up from **10** in June 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.