

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JUNE  
2021



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

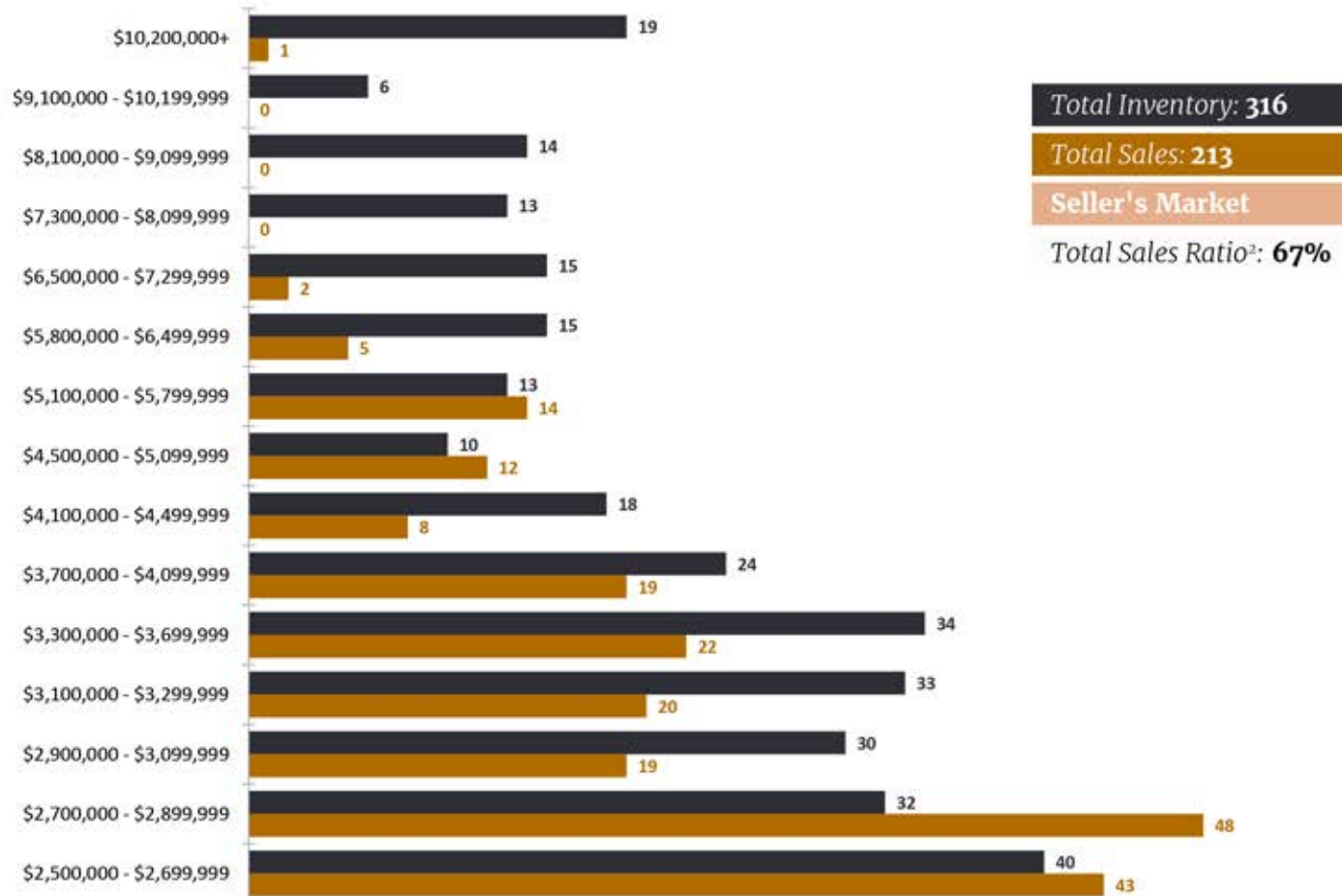
TORONTO  
ONTARIO

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

### LUXURY INVENTORY VS. SALES | MAY 2021

Inventory Sales

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



Total Inventory: **316**

Total Sales: **213**

Seller's Market

Total Sales Ratio<sup>2</sup>: **67%**

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	\$3,700,000	39	3	1	3	33%
2 Bedrooms	\$2,575,000	12	3	3	4	75%
3 Bedrooms	\$2,800,000	7	4	30	42	71%
4 Bedrooms	\$2,977,500	7	5	124	146	85%
5 Bedrooms	\$3,500,000	7	5	43	76	57%
6+ Bedrooms	\$3,550,000	7	5	11	45	24%

<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 | MAY

#### TOTAL INVENTORY

May 2020      May 2021  
**330**          **316**

VARIANCE: **-4%**

#### TOTAL SOLDS

May 2020      May 2021  
**47**            **213**

VARIANCE: **353%**

#### SALES PRICE

May 2020      May 2021  
**\$3.15m**      **\$3.05m**

VARIANCE: **-3%**

#### SALE PRICE PER SQFT.

May 2020      May 2021  
**N/A**          **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

May 2020      May 2021  
**96.57%**      **100.00%**

VARIANCE: **4%**

#### DAYS ON MARKET

May 2020      May 2021  
**13**            **7**

VARIANCE: **-46%**

## TORONTO MARKET SUMMARY | MAY 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **67% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2021.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **150%**.
- The median luxury sales price for single-family homes is **\$3,050,000**.
- The median days on market for May 2021 was **7** days, down from **13** in May 2020.

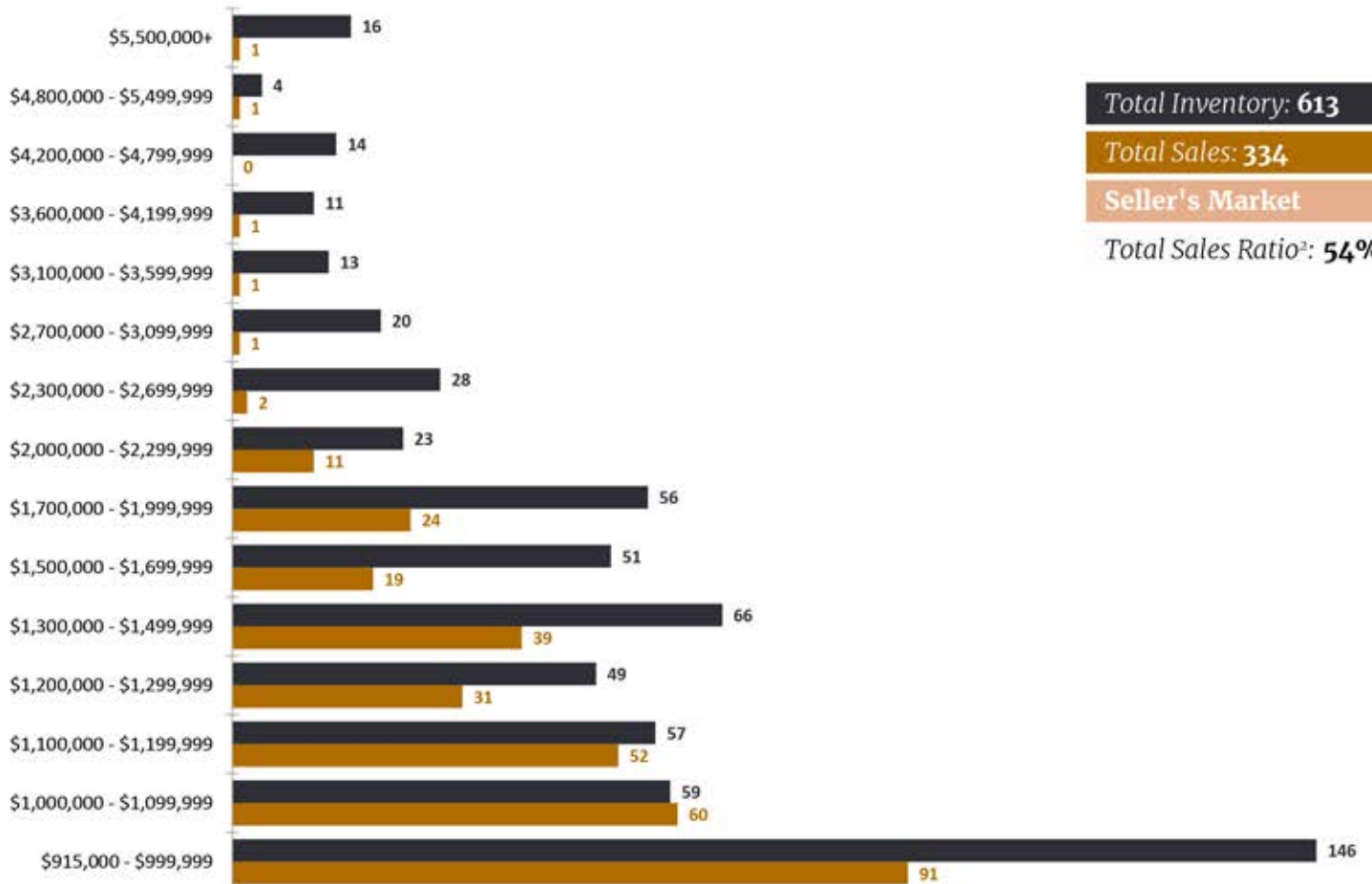
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MAY 2021

Inventory Sales

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



Total Inventory: **613**

Total Sales: **334**

Seller's Market

Total Sales Ratio<sup>2</sup>: **54%**

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	\$1,020,900	7	2	18	37	49%
2 Bedrooms	\$1,100,000	8	2	250	405	62%
3 Bedrooms	\$1,205,000	9	3	62	164	38%
4 Bedrooms	\$1,108,500	17	3	4	6	67%
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 | MAY

#### TOTAL INVENTORY

May 2020      May 2021

489              613

VARIANCE: **25%**

#### TOTAL SOLDS

May 2020      May 2021

130              334

VARIANCE: **157%**

#### SALES PRICE

May 2020      May 2021

\$1.13m          \$1.12m

VARIANCE: **-1%**

#### SALE PRICE PER SQFT.

May 2020      May 2021

N/A              N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

May 2020      May 2021

98.06%        100.00%

VARIANCE: **2%**

#### DAYS ON MARKET

May 2020      May 2021

12              8

VARIANCE: **-33%**

## TORONTO MARKET SUMMARY | MAY 2021

- The Toronto attached luxury market is a **Seller's Market** with a **54% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **102%**.
- The median luxury sales price for attached homes is **\$1,122,500**.
- The median days on market for May 2021 was **8** days, down from **12** in May 2020.

<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.