

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JUNE  
2022



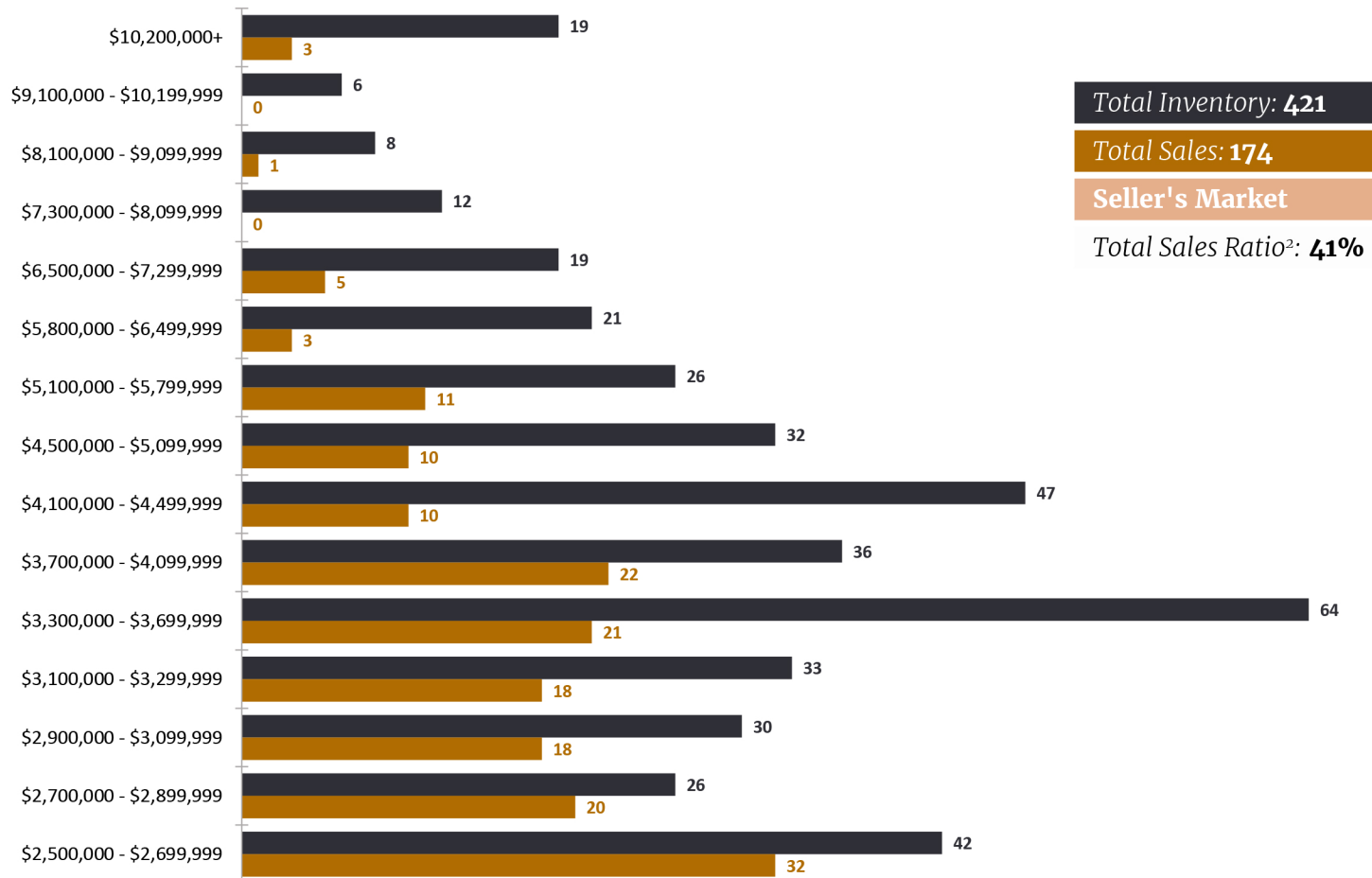
[collaborativerealestate.ca](http://collaborativerealestate.ca)

TORONTO  
ONTARIO

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

## LUXURY INVENTORY VS. SALES | MAY 2022

Inventory Sales

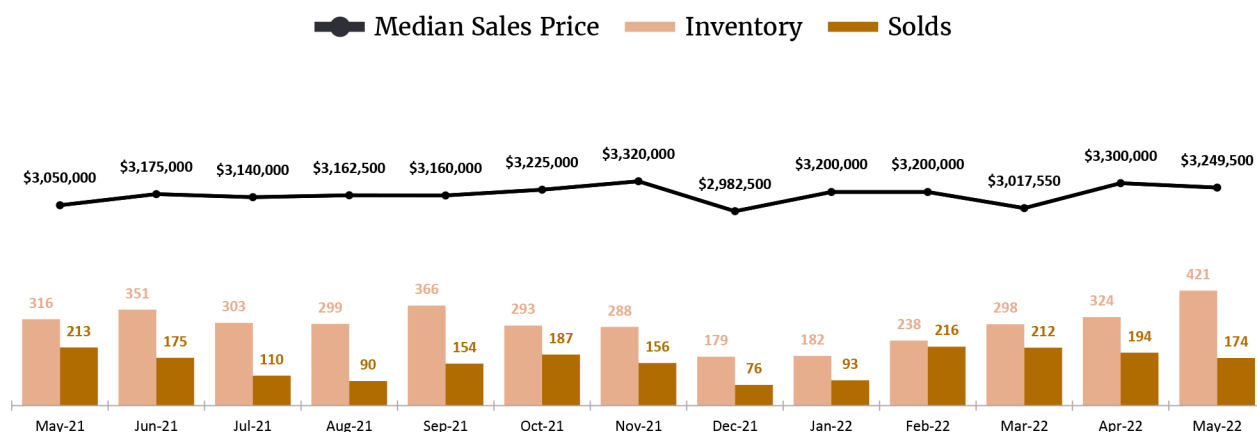
Luxury Benchmark Price<sup>1</sup>: **\$2,500,000**Total Inventory: **421**Total Sales: **174**

Seller's Market

Total Sales Ratio<sup>2</sup>: **41%**

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	\$2,700,000	5	3	3	8	38%
3 Bedrooms	\$2,845,000	6	4	31	67	46%
4 Bedrooms	\$3,395,000	6	5	96	208	46%
5 Bedrooms	\$4,020,000	6	5	35	93	38%
6+ Bedrooms	\$3,000,500	19	5	8	43	19%

<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 2021 May 2022

316 421

VARIANCE: 33%

## TOTAL SOLD

May 2021 May 2022

213 174

VARIANCE: -18%

## SALES PRICE

May 2021 May 2022

\$3.05m \$3.25m

VARIANCE: 7%

## SALE PRICE PER SQFT.

May 2021 May 2022

N/A \$5,830

VARIANCE: N/A

## SALE TO LIST PRICE RATIO

May 2021 May 2022

100.00% 100.15%

VARIANCE: 0%

## DAYS ON MARKET

May 2021 May 2022

7 6

VARIANCE: -14%

## TORONTO MARKET SUMMARY | MAY 2022

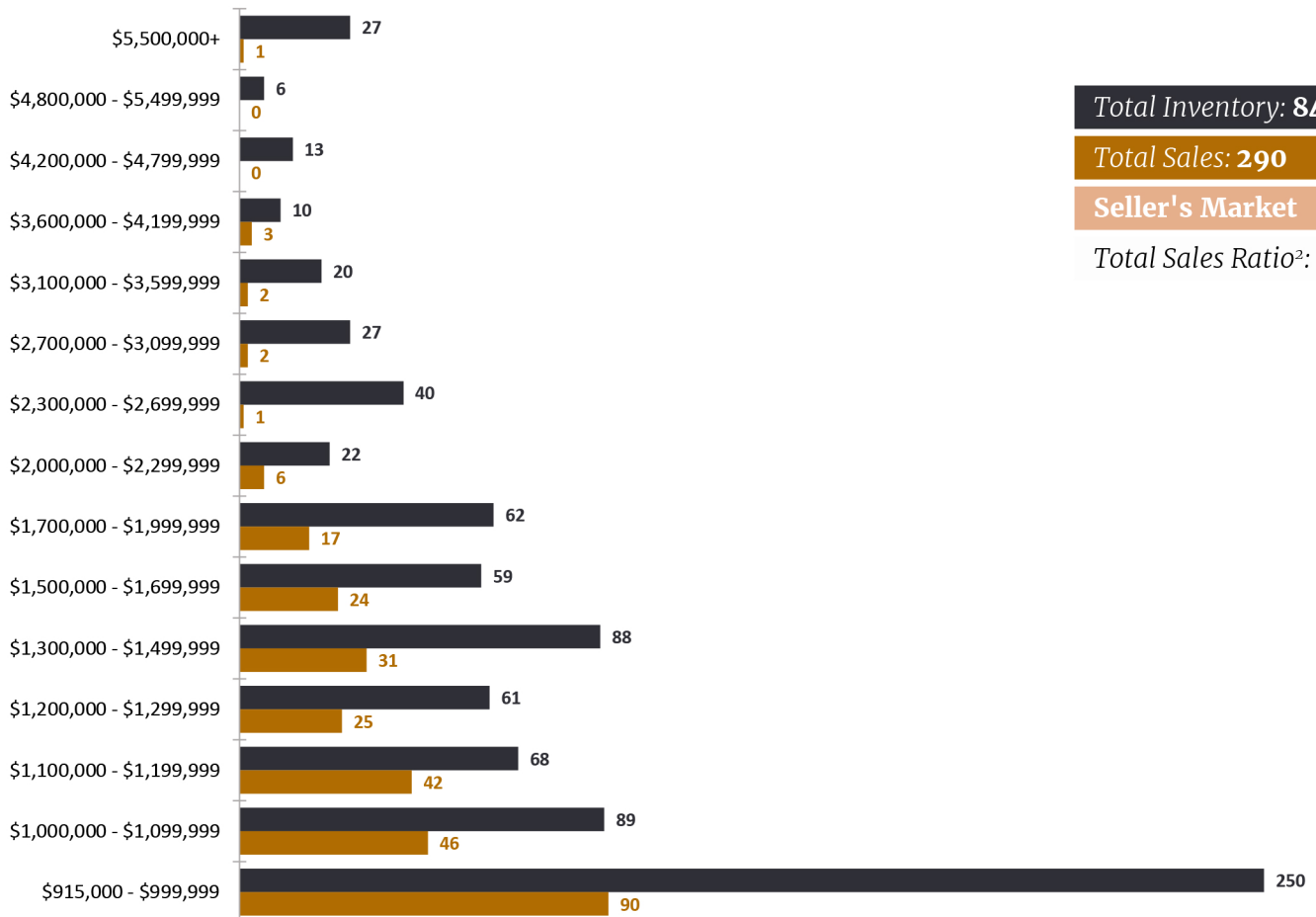
- The Toronto single-family luxury market is a **Seller's Market** with a **41% Sales Ratio**.
- Homes sold for a median of **100.15% of list price** in May 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **77%**.
- The median luxury sales price for single-family homes is **\$3,249,500**.
- The median days on market for May 2022 was **6** days, down from **7** in May 2021.

<sup>3</sup>Square foot table does not account for listings and sells 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 2022

Inventory Sales

Luxury Benchmark Price<sup>1</sup>: **\$915,000**Total Inventory: **842**Total Sales: **290**

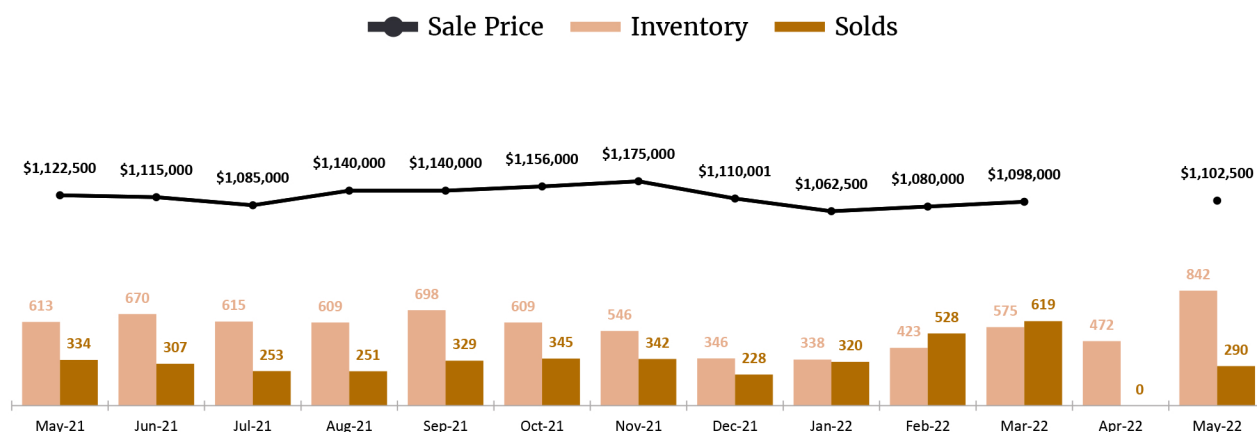
Seller's Market

Total Sales Ratio<sup>2</sup>: **34%**

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	\$1,050,000	12	2	24	82	29%
2 Bedrooms	\$1,100,000	9	2	210	548	38%
3 Bedrooms	\$1,225,000	11	3	52	194	27%
4 Bedrooms	\$975,000	5	3	4	16	25%
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 | MAY

## TOTAL INVENTORY

May 2021    May 2022

613    842

VARIANCE: 37%

## TOTAL SOLDs

May 2021    May 2022

334    290

VARIANCE: -13%

## SALES PRICE

May 2021    May 2022

\$1.12m    \$1.10m

VARIANCE: -2%

## SALE PRICE PER SQFT.

May 2021    May 2022

N/A    \$5,314

VARIANCE: N/A

## SALE TO LIST PRICE RATIO

May 2021    May 2022

100.00%    100.00%

VARIANCE: 0%

## DAYS ON MARKET

May 2021    May 2022

8    9

VARIANCE: 13%

## TORONTO MARKET SUMMARY | MAY 2022

- The Toronto attached luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2022.
- The most active price band is **\$1,100,000–\$1,199,999**, where the sales ratio is **62%**.
- The median luxury sales price for attached homes is **\$1,102,500**.
- The median days on market for May 2022 was **9** days, up from **8** in May 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.