

INSTITUTE for  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

JUNE  
2023

TORONTO  
ONTARIO

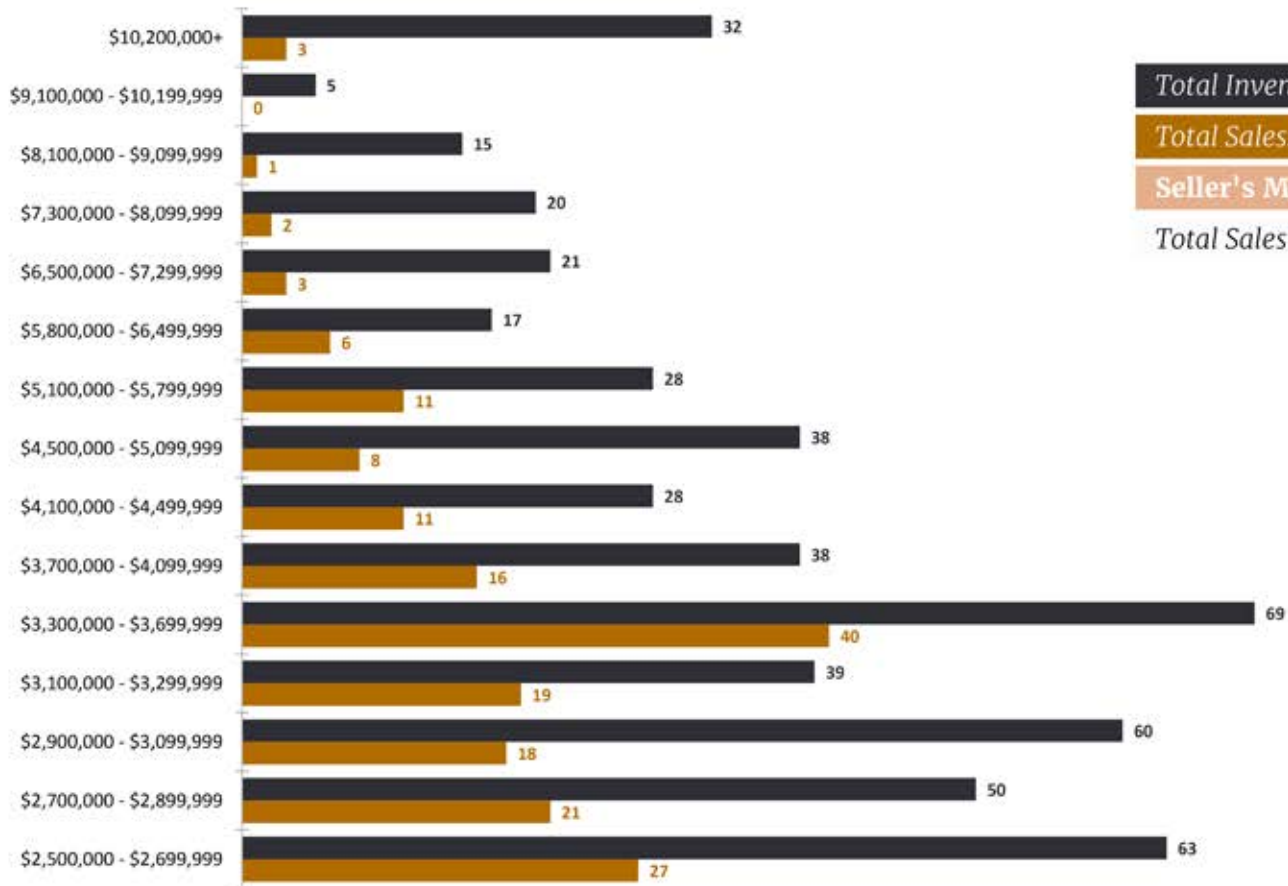


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### LUXURY INVENTORY VS. SALES | MAY 2023

Inventory Sales

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



Total Inventory: **523**

Total Sales: **186**

Seller's Market

Total Sales Ratio<sup>2</sup>: **36%**

| Beds <sup>3</sup><br>-Range- | Price<br>-Median Sold- | DOM<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|------------------------------|------------------------|----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0-1 Bedrooms                 | NA                     | NA                   | NA                     | 0               | 5                    | 0%                              |
| 2 Bedrooms                   | \$3,438,000            | 4                    | 4                      | 3               | 8                    | 38%                             |
| 3 Bedrooms                   | \$3,050,000            | 6                    | 4                      | 27              | 86                   | 31%                             |
| 4 Bedrooms                   | \$3,310,888            | 7                    | 5                      | 109             | 270                  | 40%                             |
| 5 Bedrooms                   | \$3,586,500            | 9                    | 6                      | 38              | 102                  | 37%                             |
| 6+ Bedrooms                  | \$3,725,000            | 9                    | 5                      | 8               | 52                   | 15%                             |

<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 2022      May 2023

421      523

VARIANCE: 24%

#### TOTAL SOLDS

May 2022      May 2023

174      186

VARIANCE: 7%

#### SALES PRICE

May 2022      May 2023

\$3.25m      \$3.34m

VARIANCE: 3%

#### SALE PRICE PER SQFT.

May 2022      May 2023

N/A      N/A

VARIANCE: N/A

#### SALE TO LIST PRICE RATIO

May 2022      May 2023

100.15%      99.91%

VARIANCE: 0%

#### DAYS ON MARKET

May 2022      May 2023

6      7

VARIANCE: 17%

## TORONTO MARKET SUMMARY | MAY 2023

- The Toronto single-family luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **99.91% of list price** in May 2023.
- The most active price band is **\$3,300,000-\$3,699,999**, where the sales ratio is **58%**.
- The median luxury sales price for single-family homes is **\$3,337,500**.
- The median days on market for May 2023 was **7** days, up from **6** in May 2022.

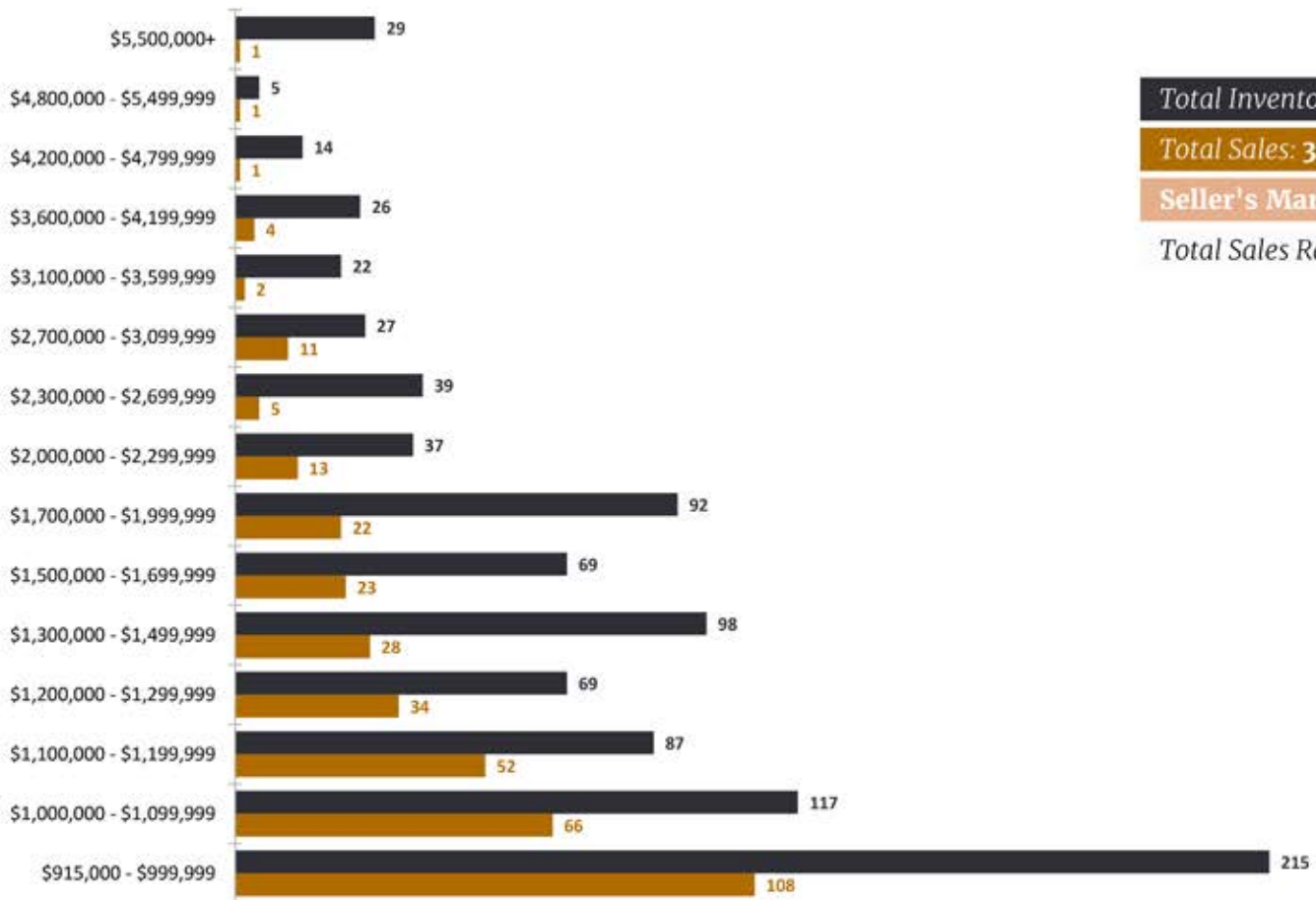
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | MAY 2023

Inventory Sales

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



Total Inventory: **946**

Total Sales: **371**

Seller's Market

Total Sales Ratio<sup>2</sup>: **39%**

| Beds <sup>3</sup><br>-Range- | Price<br>-Median Sold- | DOM<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|------------------------------|------------------------|----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 Bedrooms                   | NA                     | NA                   | NA                     | 0               | 1                    | 0%                              |
| 1 Bedrooms                   | \$995,000              | 9                    | 1                      | 29              | 74                   | 39%                             |
| 2 Bedrooms                   | \$1,100,944            | 10                   | 2                      | 264             | 589                  | 45%                             |
| 3 Bedrooms                   | \$1,188,500            | 10                   | 3                      | 74              | 270                  | 27%                             |
| 4 Bedrooms                   | \$1,420,000            | 7                    | 4                      | 4               | 10                   | 40%                             |
| 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 2022      May 2023

842      946

VARIANCE: **12%**

#### TOTAL SOLDS

May 2022      May 2023

290      371

VARIANCE: **28%**

#### SALES PRICE

May 2022      May 2023

\$1.10m      \$1.10m

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

May 2022      May 2023

N/A      N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

May 2022      May 2023

100.00%      99.04%

VARIANCE: **-1%**

#### DAYS ON MARKET

May 2022      May 2023

9      10

VARIANCE: **11%**

## TORONTO MARKET SUMMARY | MAY 2023

- The Toronto attached luxury market is a **Seller's Market** with a **39% Sales Ratio**.
- Homes sold for a median of **99.04% of list price** in May 2023.
- The most active price band is **\$1,100,000-\$1,199,999**, where the sales ratio is **60%**.
- The median luxury sales price for attached homes is **\$1,100,000**.
- The median days on market for May 2023 was **10** days, up from **9** in May 2022.

<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.