

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2021



collaborativerealestate.ca

TORONTO

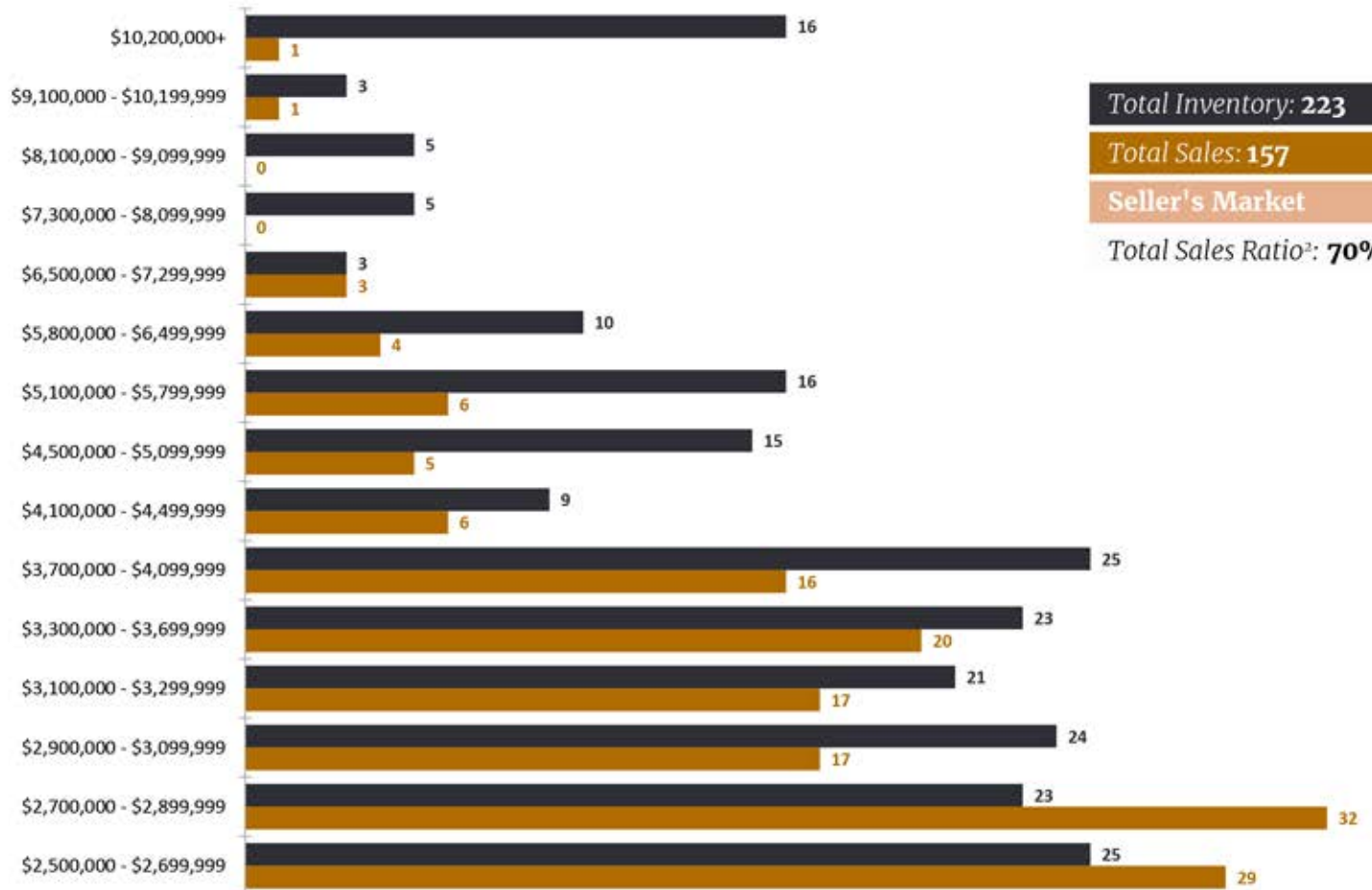
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2021

Inventory Sales

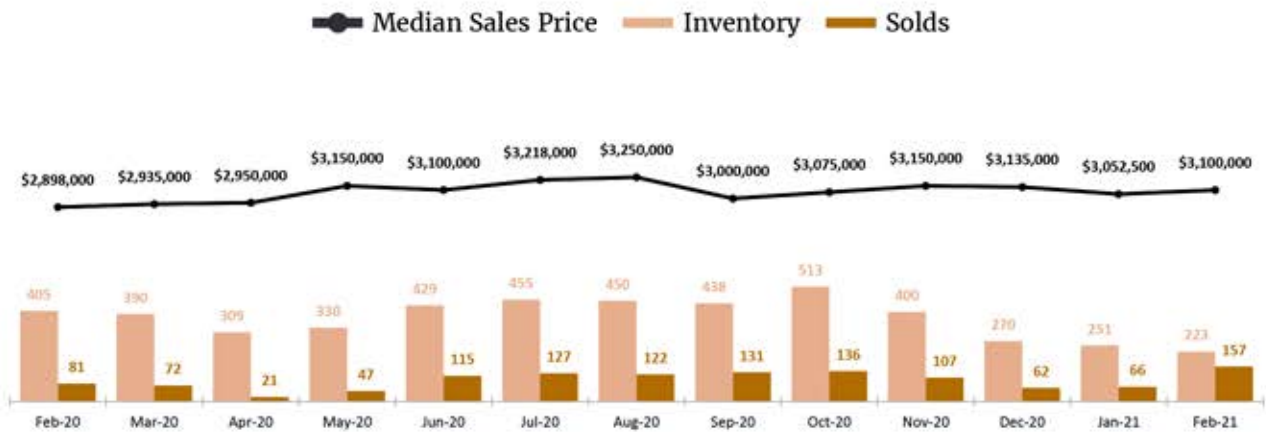
Luxury Benchmark Price¹: **\$2,500,000**



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	NA	NA	NA	0	2	0%
3 Bedrooms	\$2,800,000	7	4	5	8	63%
4 Bedrooms	\$3,000,000	12	4	29	35	83%
5 Bedrooms	\$3,100,000	8	5	75	77	97%
6+ Bedrooms	\$3,275,000	11	6	48	98	49%

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 | FEBRUARY

TOTAL INVENTORY

Feb. 2020 Feb. 2021
405 **223**

VARIANCE: **-45%**

TOTAL SOLDS

Feb. 2020 Feb. 2021
81 **157**

VARIANCE: **94%**

SALES PRICE

Feb. 2020 Feb. 2021
\$2.90m **\$3.10m**

VARIANCE: **7%**

SALE PRICE PER SQFT.

Feb. 2020 Feb. 2021
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2020 Feb. 2021
97.54% **98.21%**

VARIANCE: **1%**

DAYS ON MARKET

Feb. 2020 Feb. 2021
14 **10**

VARIANCE: **-29%**

TORONTO MARKET SUMMARY | FEBRUARY 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **70% Sales Ratio**.
- Homes sold for a median of **98.21% of list price** in February 2021.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **139%**.
- The median luxury sales price for single-family homes is **\$3,100,000**.
- The median days on market for February 2021 was **10** days, down from **14** in February 2020.

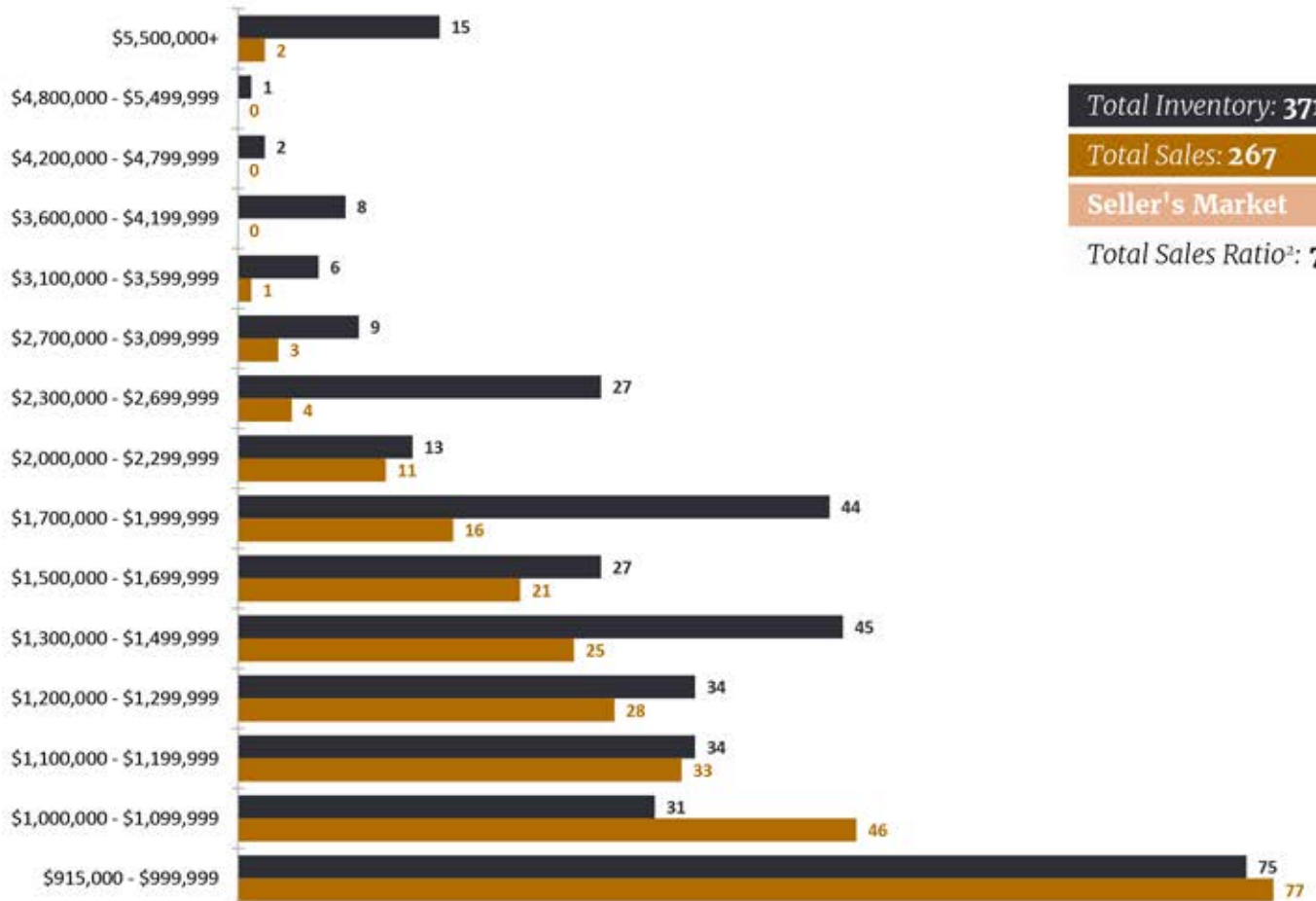
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties. All prices are in Canadian Dollars.

LUXURY INVENTORY VS. SALES | FEBRUARY 2021

Inventory Sales

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



Total Inventory: **371**

Total Sales: **267**

Seller's Market

Total Sales Ratio²: **72%**

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	\$1,050,000	29	2	5	7	71%
2 Bedrooms	\$1,087,000	8	2	109	154	71%
3 Bedrooms	\$1,129,900	11	2	121	171	71%
4 Bedrooms	\$1,390,000	10	3	27	37	73%
5+ Bedrooms	\$1,590,000	2	4	5	2	250%

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 | FEBRUARY

TOTAL INVENTORY

Feb. 2020	Feb. 2021
483	371

VARIANCE: **-23%**

TOTAL SOLD

Feb. 2020	Feb. 2021
277	267

VARIANCE: **-4%**

SALES PRICE

Feb. 2020	Feb. 2021
\$1.16m	\$1.12m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Feb. 2020	Feb. 2021
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2020	Feb. 2021
100.00%	99.23%

VARIANCE: **-1%**

DAYS ON MARKET

Feb. 2020	Feb. 2021
10	10

VARIANCE: **0%**

TORONTO MARKET SUMMARY | FEBRUARY 2021

- The Toronto attached luxury market is a **Seller's Market** with a **72% Sales Ratio**.
- Homes sold for a median of **99.23% of list price** in February 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **148%**.
- The median luxury sales price for attached homes is **\$1,122,000**.
- The median days on market for February 2021 was **10** days, remaining the same from February 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. All prices are in Canadian Dollars.