

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2022

TORONTO
ONTARIO



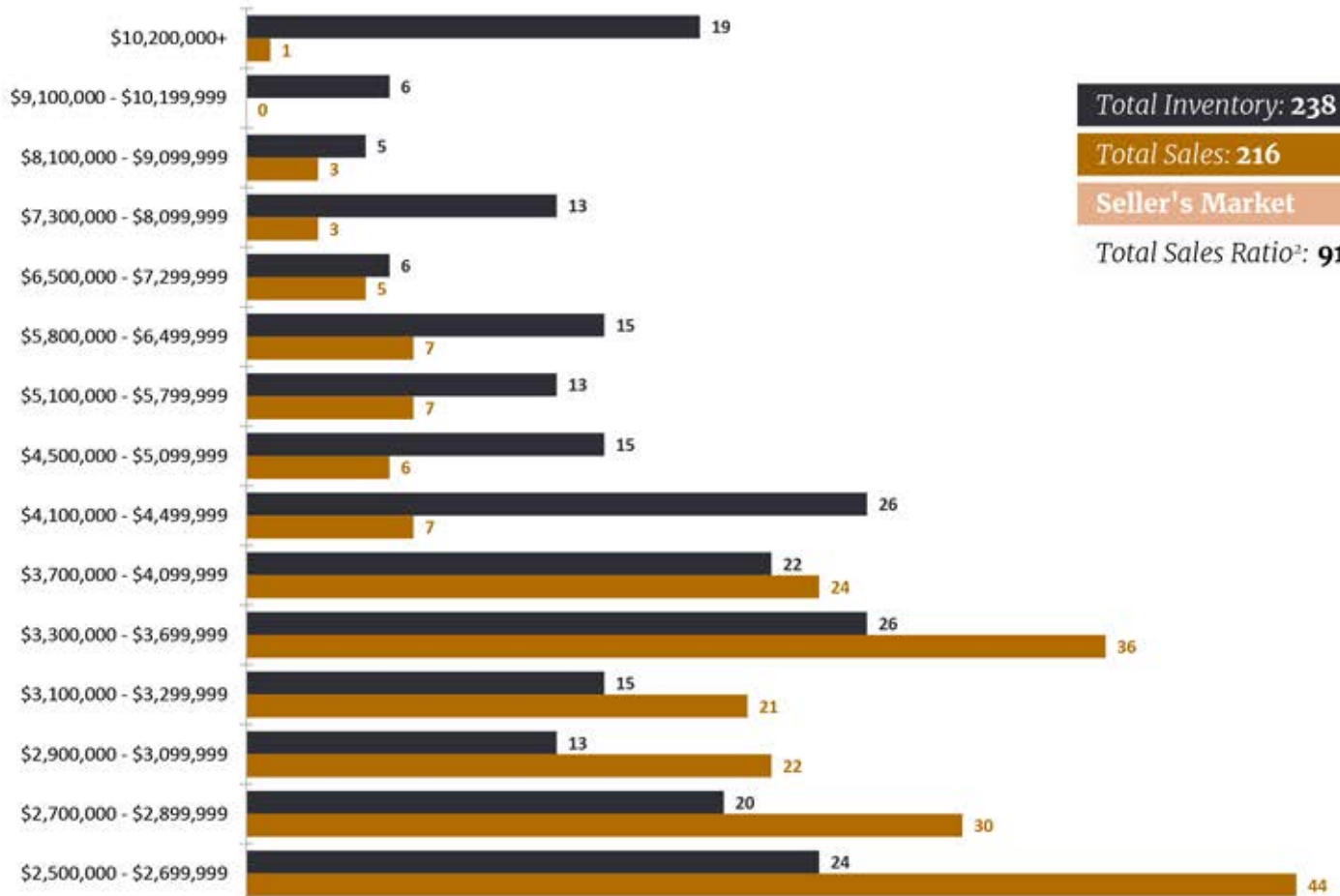
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

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



Total Inventory: **238**

Total Sales: **216**

Seller's Market

Total Sales Ratio²: **91%**

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	2	0%
2 Bedrooms	\$2,850,000	15	2	5	9	56%
3 Bedrooms	\$2,928,000	7	3	41	31	132%
4 Bedrooms	\$3,150,000	7	5	111	112	99%
5 Bedrooms	\$3,900,000	7	5	43	55	78%
6+ Bedrooms	\$3,390,500	8	5	16	29	55%

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. 2021	Feb. 2022
223	238

VARIANCE: **7%**

TOTAL SOLDS

Feb. 2021	Feb. 2022
157	216

VARIANCE: **38%**

SALES PRICE

Feb. 2021	Feb. 2022
\$3.10m	\$3.20m

VARIANCE: **3%**

SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
98.21%	104.36%

VARIANCE: **6%**

DAYS ON MARKET

Feb. 2021	Feb. 2022
10	7

VARIANCE: **-30%**

TORONTO MARKET SUMMARY | FEBRUARY 2022

- The Toronto single-family luxury market is a **Seller's Market** with a **91% Sales Ratio**.
- Homes sold for a median of **104.36% of list price** in February 2022.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **183%**.
- The median luxury sales price for single-family homes is **\$3,200,000**.
- The median days on market for February 2022 was **7** days, down from **10** in February 2021.

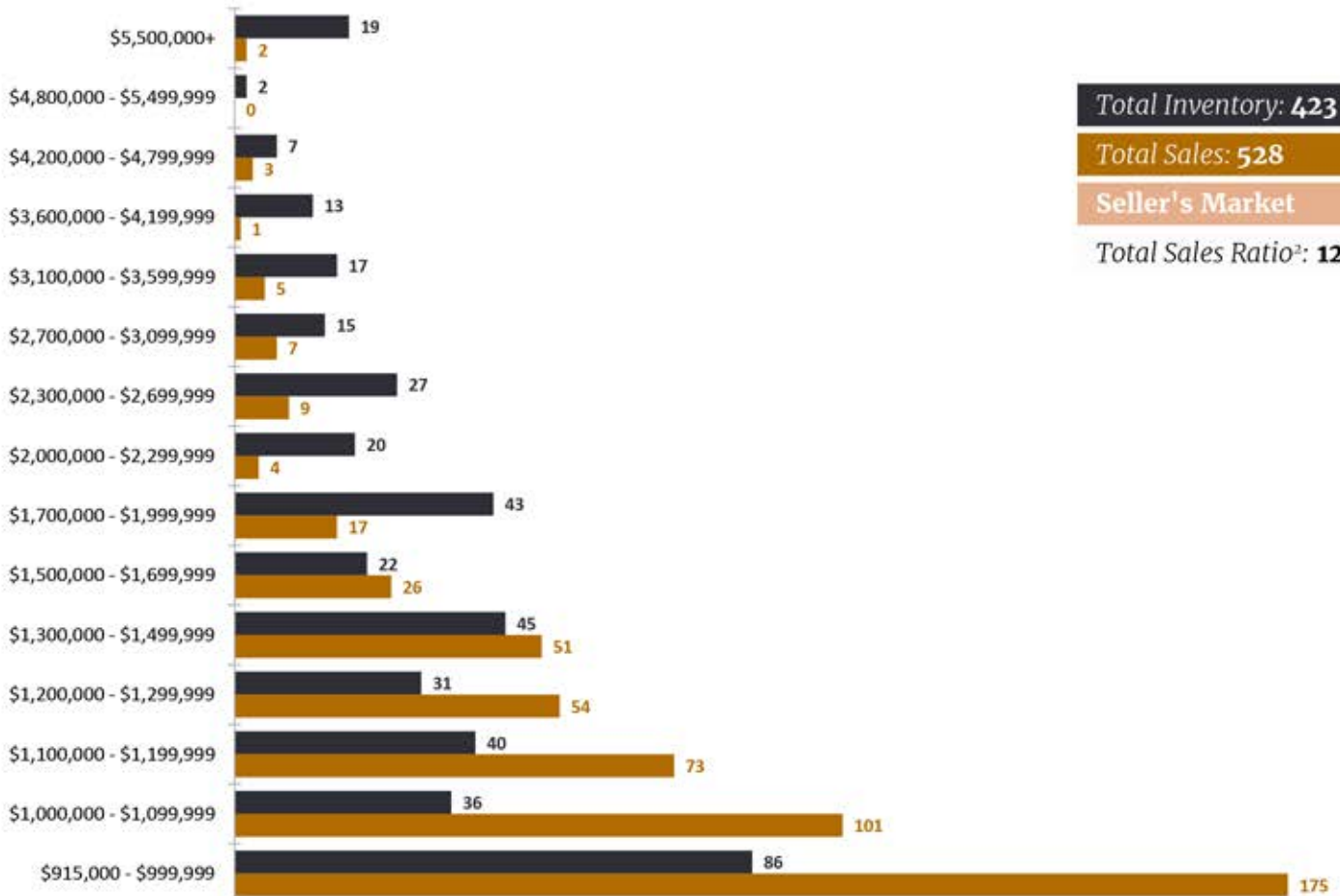
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | FEBRUARY 2022

Inventory Sales

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



Total Inventory: **423**

Total Sales: **528**

Seller's Market

Total Sales Ratio²: **125%**

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	\$997,000	6	2	61	35	174%
2 Bedrooms	\$1,080,000	7	2	347	283	123%
3 Bedrooms	\$1,150,125	7	3	108	97	111%
4 Bedrooms	\$1,109,000	7	3	12	7	171%
5+ Bedrooms	NA	NA	NA	0	1	0%

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. 2021	Feb. 2022
371	423

VARIANCE: **14%**

TOTAL SOLDS

Feb. 2021	Feb. 2022
267	528

VARIANCE: **98%**

SALES PRICE

Feb. 2021	Feb. 2022
\$1.12m	\$1.08m

VARIANCE: **-4%**

SALE PRICE PER SQFT.

Feb. 2021	Feb. 2022
N/A	N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2021	Feb. 2022
99.23%	112.02%

VARIANCE: **13%**

DAYS ON MARKET

Feb. 2021	Feb. 2022
10	7

VARIANCE: **-30%**

TORONTO MARKET SUMMARY | FEBRUARY 2022

- The Toronto attached luxury market is a **Seller's Market** with a **125% Sales Ratio**.
- Homes sold for a median of **112.02% of list price** in February 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **281%**.
- The median luxury sales price for attached homes is **\$1,080,000**.
- The median days on market for February 2022 was **7** days, down from **10** in February 2021.

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.