

INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2023

TORONTO
ONTARIO



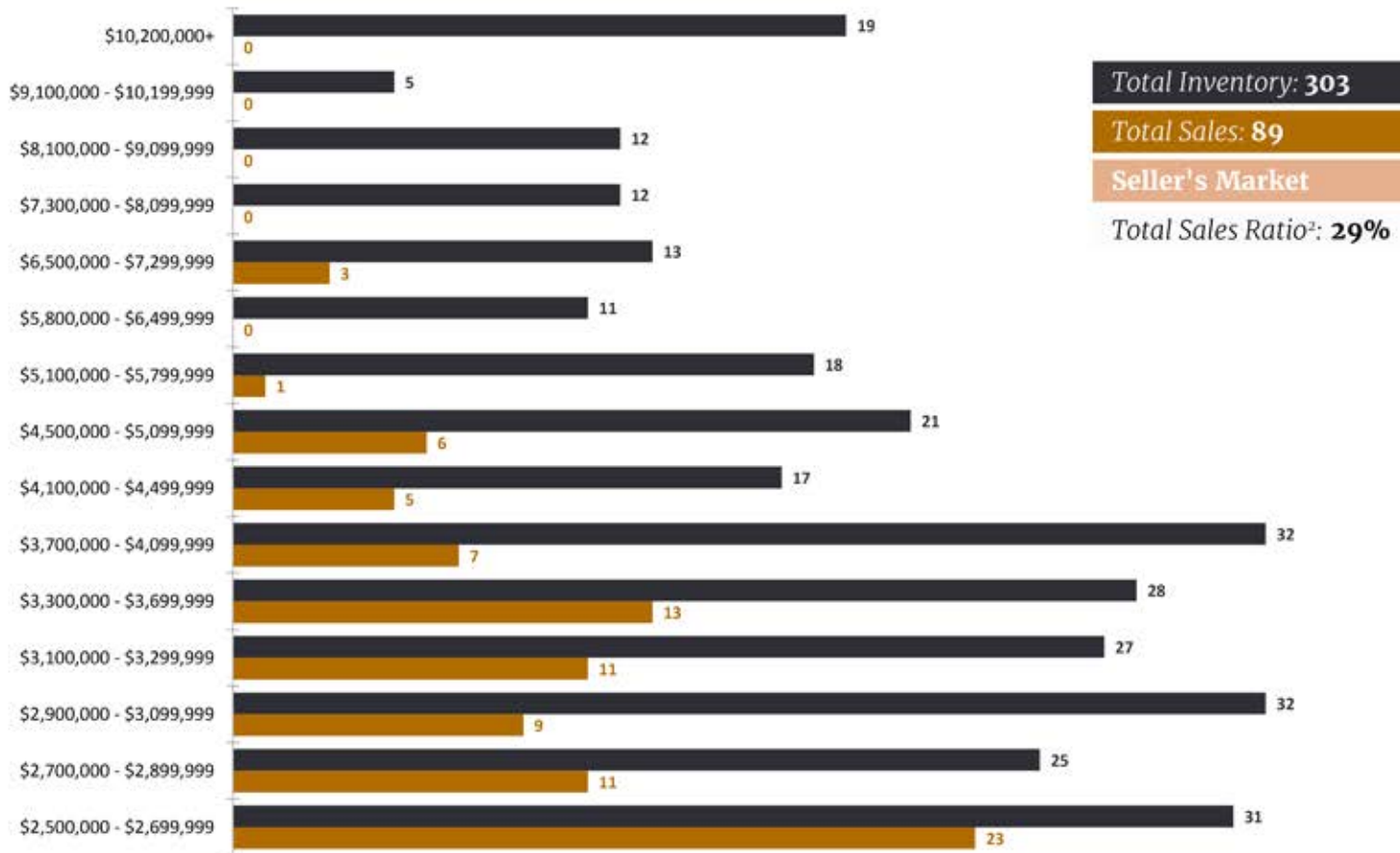
collaborativerealestate.ca

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 2023

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	2	0%
2 Bedrooms	NA	NA	NA	0	6	0%
3 Bedrooms	\$3,013,000	12	4	12	39	31%
4 Bedrooms	\$3,120,000	10	5	61	166	37%
5 Bedrooms	\$3,690,444	12	6	12	64	19%
6+ Bedrooms	\$2,944,165	12	5	4	26	15%

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. 2022 Feb. 2023
238 **303**

VARIANCE: **27%**

TOTAL SOLDS

Feb. 2022 Feb. 2023
216 **89**

VARIANCE: **-59%**

SALES PRICE

Feb. 2022 Feb. 2023
\$3.20m **\$3.12m**

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Feb. 2022 Feb. 2023
N/A **N/A**

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2022 Feb. 2023
104.36% **97.02%**

VARIANCE: **-7%**

DAYS ON MARKET

Feb. 2022 Feb. 2023
7 **11**

VARIANCE: **57%**

TORONTO MARKET SUMMARY | FEBRUARY 2023

- The Toronto single-family luxury market is a **Seller's Market** with a **29% Sales Ratio**.
- Homes sold for a median of **97.02% of list price** in February 2023.
- The most active price band is **\$2,500,000-\$2,699,999**, where the sales ratio is **74%**.
- The median luxury sales price for single-family homes is **\$3,120,000**.
- The median days on market for February 2023 was **11** days, up from **7** in February 2022.

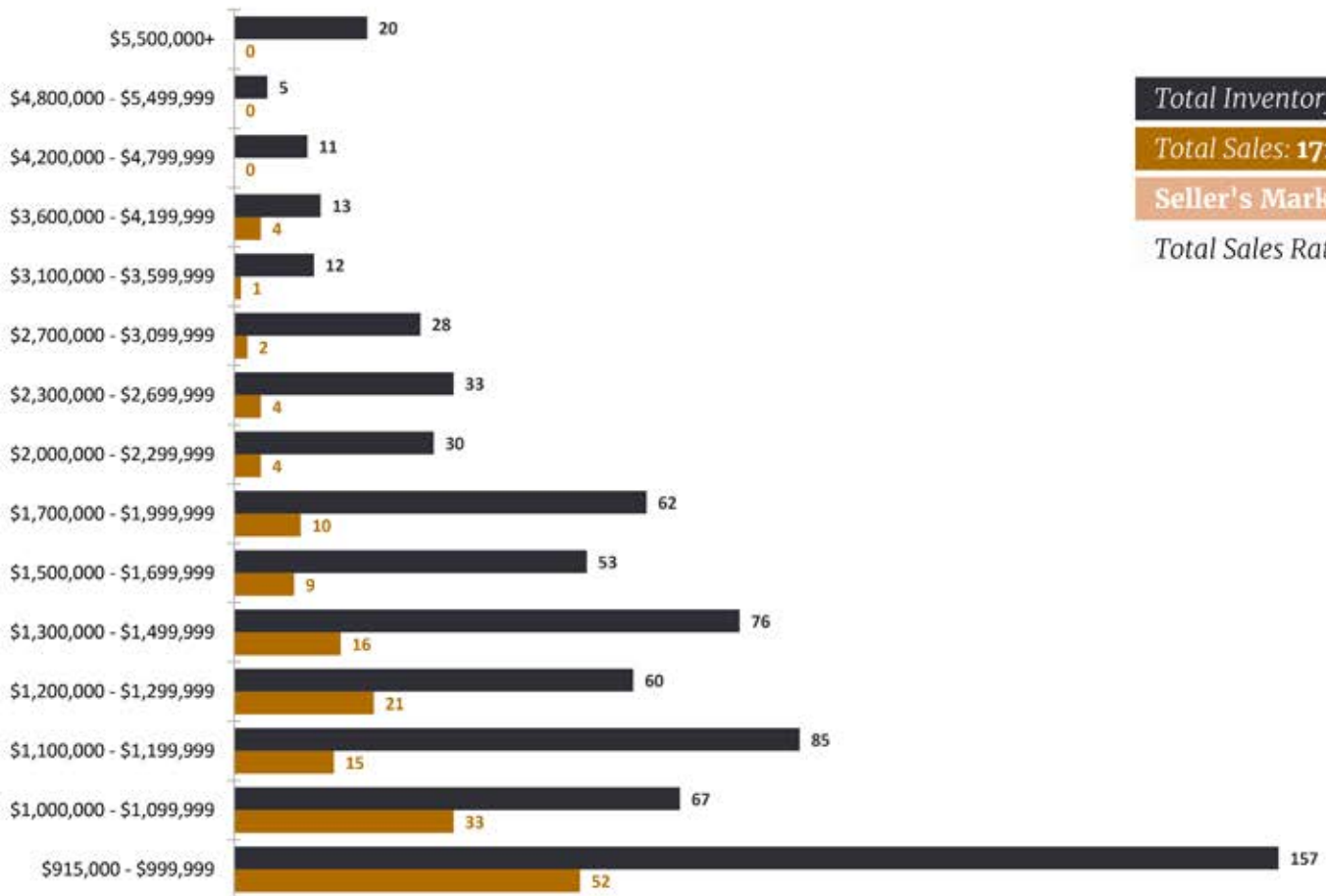
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | FEBRUARY 2023

Inventory Sales

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



Total Inventory: **712**

Total Sales: **171**

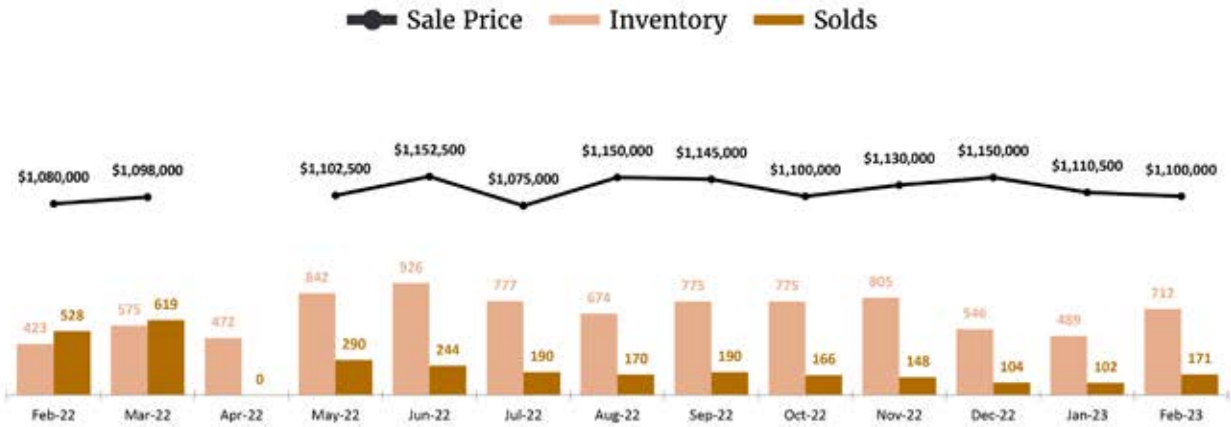
Seller's Market

Total Sales Ratio²: **24%**

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	1	0%
1 Bedrooms	\$1,026,000	16	2	9	54	17%
2 Bedrooms	\$1,057,500	16	2	122	471	26%
3 Bedrooms	\$1,218,750	16	3	38	174	22%
4 Bedrooms	\$2,437,500	17	4	2	10	20%
5+ Bedrooms	NA	NA	NA	0	2	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. 2022 Feb. 2023

423 712

VARIANCE: **68%**

TOTAL SOLD

Feb. 2022 Feb. 2023

528 171

VARIANCE: **-68%**

SALES PRICE

Feb. 2022 Feb. 2023

\$1.08m \$1.10m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Feb. 2022 Feb. 2023

N/A N/A

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Feb. 2022 Feb. 2023

112.02% 97.71%

VARIANCE: **-13%**

DAYS ON MARKET

Feb. 2022 Feb. 2023

7 16

VARIANCE: **129%**

TORONTO MARKET SUMMARY | FEBRUARY 2023

- The Toronto attached luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **97.71% of list price** in February 2023.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **49%**.
- The median luxury sales price for attached homes is **\$1,100,000**.
- The median days on market for February 2023 was **16** days, up from **7** in February 2022.

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.