

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

Home of the CLHMS™

MAY  
2021



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

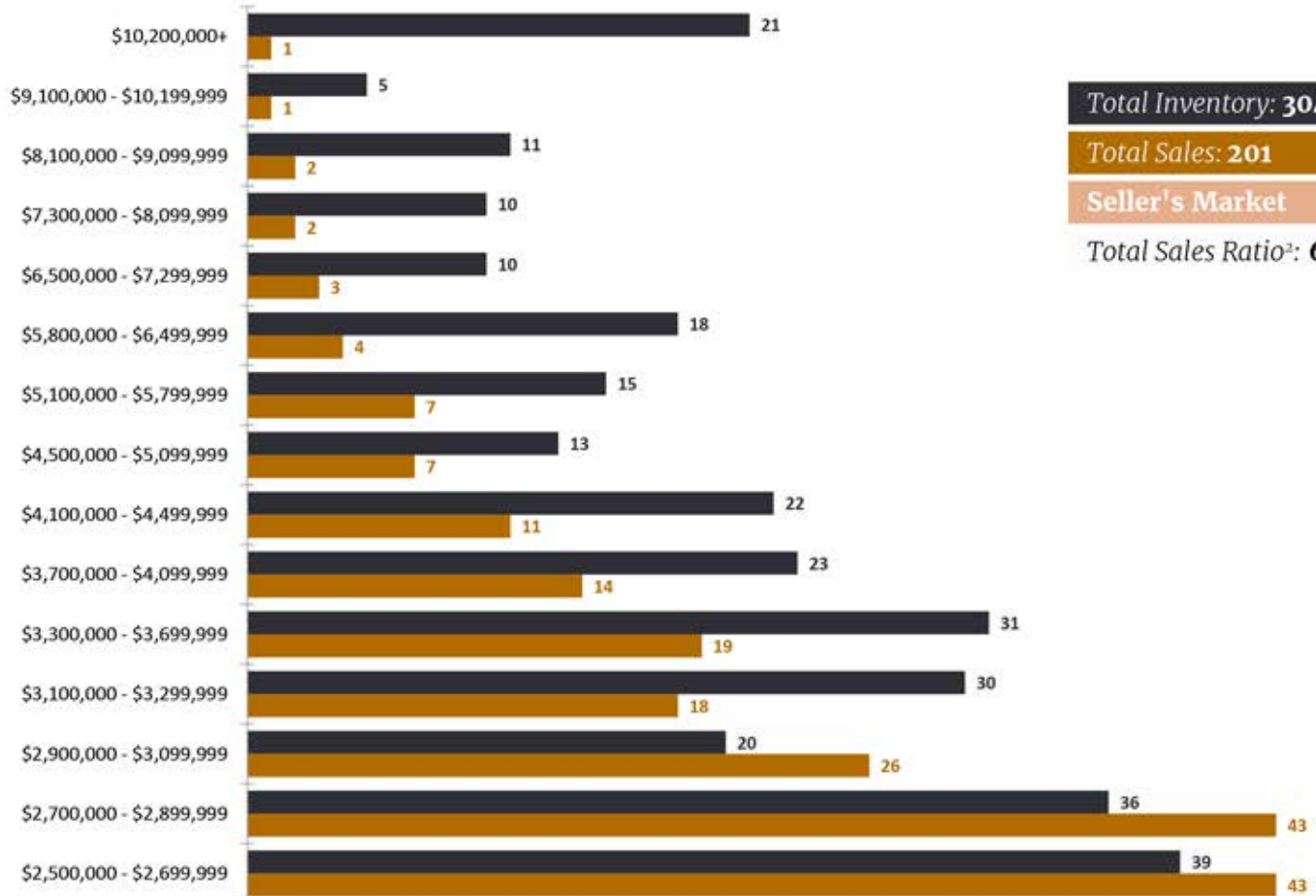
TORONTO  
ONTARIO

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

### LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

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



Total Inventory: **304**

Total Sales: **201**

Seller's Market

Total Sales Ratio<sup>2</sup>: **66%**

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	4	0%
2 Bedrooms	\$3,300,000	4	4	1	2	50%
3 Bedrooms	\$2,762,000	5	4	34	41	83%
4 Bedrooms	\$2,907,500	7	5	118	143	83%
5 Bedrooms	\$3,375,000	6	5	34	75	45%
6+ Bedrooms	\$4,169,003	9	5	12	39	31%

<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 | APRIL

#### TOTAL INVENTORY

Apr. 2020	Apr. 2021
309	304

VARIANCE: **-2%**

#### TOTAL SOLD

Apr. 2020	Apr. 2021
21	201

VARIANCE: **857%**

#### SALES PRICE

Apr. 2020	Apr. 2021
\$2.95m	\$2.98m

VARIANCE: **1%**

#### SALE PRICE PER SQFT.

Apr. 2020	Apr. 2021
N/A	N/A

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Apr. 2020	Apr. 2021
95.98%	100.15%

VARIANCE: **4%**

#### DAYS ON MARKET

Apr. 2020	Apr. 2021
23	6

VARIANCE: **-74%**

### TORONTO MARKET SUMMARY | APRIL 2021

- The Toronto single-family luxury market is a **Seller's Market** with a **66% Sales Ratio**.
- Homes sold for a median of **100.15% of list price** in April 2021.
- The most active price band is **\$2,900,000-\$3,099,999**, where the sales ratio is **130%**.
- The median luxury sales price for single-family homes is **\$2,980,000**.
- The median days on market for April 2021 was **6** days, down from **23** in April 2020.

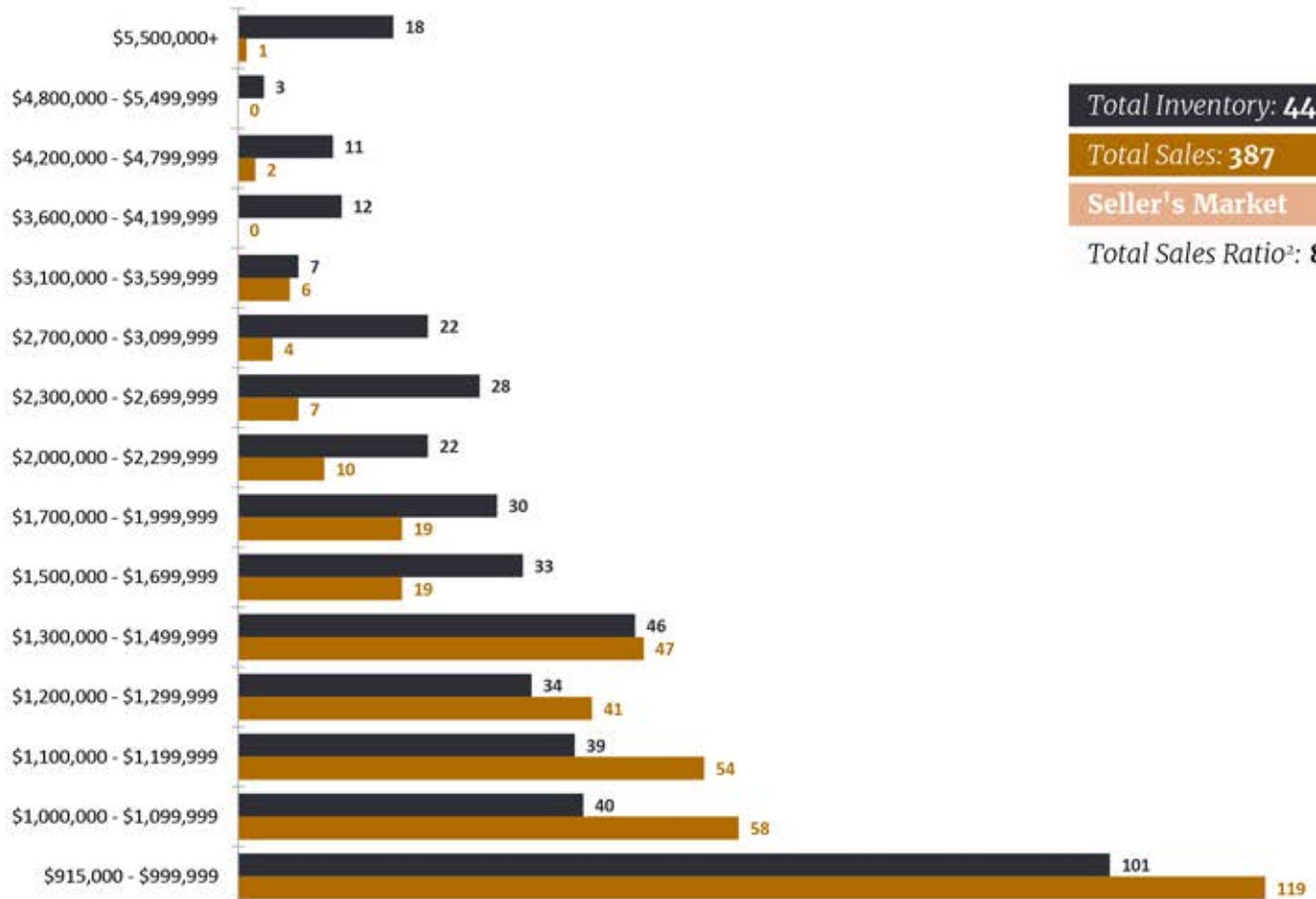
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | APRIL 2021

Inventory Sales

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



Total Inventory: **446**

Total Sales: **387**

Seller's Market

Total Sales Ratio<sup>2</sup>: **87%**

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	\$994,500	8	2	30	29	103%
2 Bedrooms	\$1,100,000	7	2	272	291	93%
3 Bedrooms	\$1,200,000	11	3	81	117	69%
4 Bedrooms	\$2,165,000	11	4	4	8	50%
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 | APRIL

#### TOTAL INVENTORY

Apr. 2020      Apr. 2021  
**530**          **446**

VARIANCE: **-16%**

#### TOTAL SOLDS

Apr. 2020      Apr. 2021  
**64**            **387**

VARIANCE: **505%**

#### SALES PRICE

Apr. 2020      Apr. 2021  
**\$1.09m**      **\$1.12m**

VARIANCE: **3%**

#### SALE PRICE PER SQFT.

Apr. 2020      Apr. 2021  
**N/A**          **N/A**

VARIANCE: **N/A**

#### SALE TO LIST PRICE RATIO

Apr. 2020      Apr. 2021  
**97.42%**      **100.09%**

VARIANCE: **3%**

#### DAYS ON MARKET

Apr. 2020      Apr. 2021  
**14**            **8**

VARIANCE: **-43%**

## TORONTO MARKET SUMMARY | APRIL 2021

- The Toronto attached luxury market is a **Seller's Market** with a **87% Sales Ratio**.
- Homes sold for a median of **100.09% of list price** in April 2021.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **145%**.
- The median luxury sales price for attached homes is **\$1,120,000**.
- The median days on market for April 2021 was **8** days, down from **14** in April 2020.

<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.