

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022



collaborativerealestate.ca

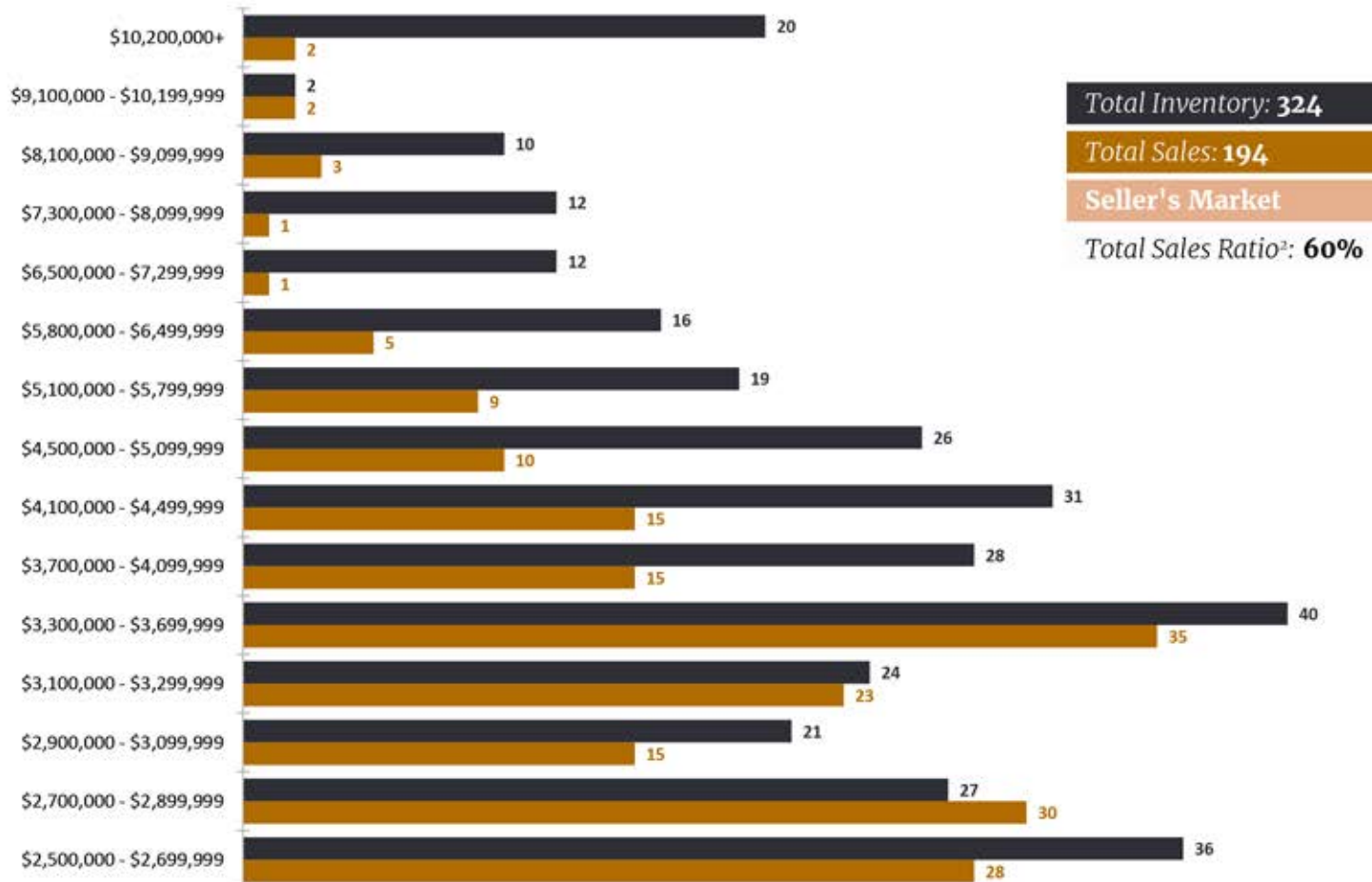
TORONTO
ONTARIO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

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	\$4,150,000	8	4	1	1	100%
2 Bedrooms	\$3,200,000	12	3	3	7	43%
3 Bedrooms	\$2,842,500	6	4	40	54	74%
4 Bedrooms	\$3,300,000	7	5	107	144	74%
5 Bedrooms	\$3,762,500	8	5	34	76	45%
6+ Bedrooms	\$3,450,000	7	4	9	42	21%

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 | APRIL

TOTAL INVENTORY

Apr. 2021	Apr. 2022
304	324

VARIANCE: **7%**

TOTAL SOLDS

Apr. 2021	Apr. 2022
201	194

VARIANCE: **-3%**

SALES PRICE

Apr. 2021	Apr. 2022
\$2.98m	\$3.30m

VARIANCE: **11%**

SALE PRICE PER SQFT.

Apr. 2021	Apr. 2022
N/A	\$6,200

VARIANCE: **N/A**

SALE TO LIST PRICE RATIO

Apr. 2021	Apr. 2022
100.15%	101.65%

VARIANCE: **1%**

DAYS ON MARKET

Apr. 2021	Apr. 2022
6	7

VARIANCE: **17%**

TORONTO MARKET SUMMARY | APRIL 2022

- The Toronto single-family luxury market is a **Seller's Market** with a **60% Sales Ratio**.
- Homes sold for a median of **101.65% of list price** in April 2022.
- The most active price band is **\$2,700,000-\$2,899,999**, where the sales ratio is **111%**.
- The median luxury sales price for single-family homes is **\$3,300,000**.
- The median days on market for April 2022 was **7** days, up from **6** in April 2021.

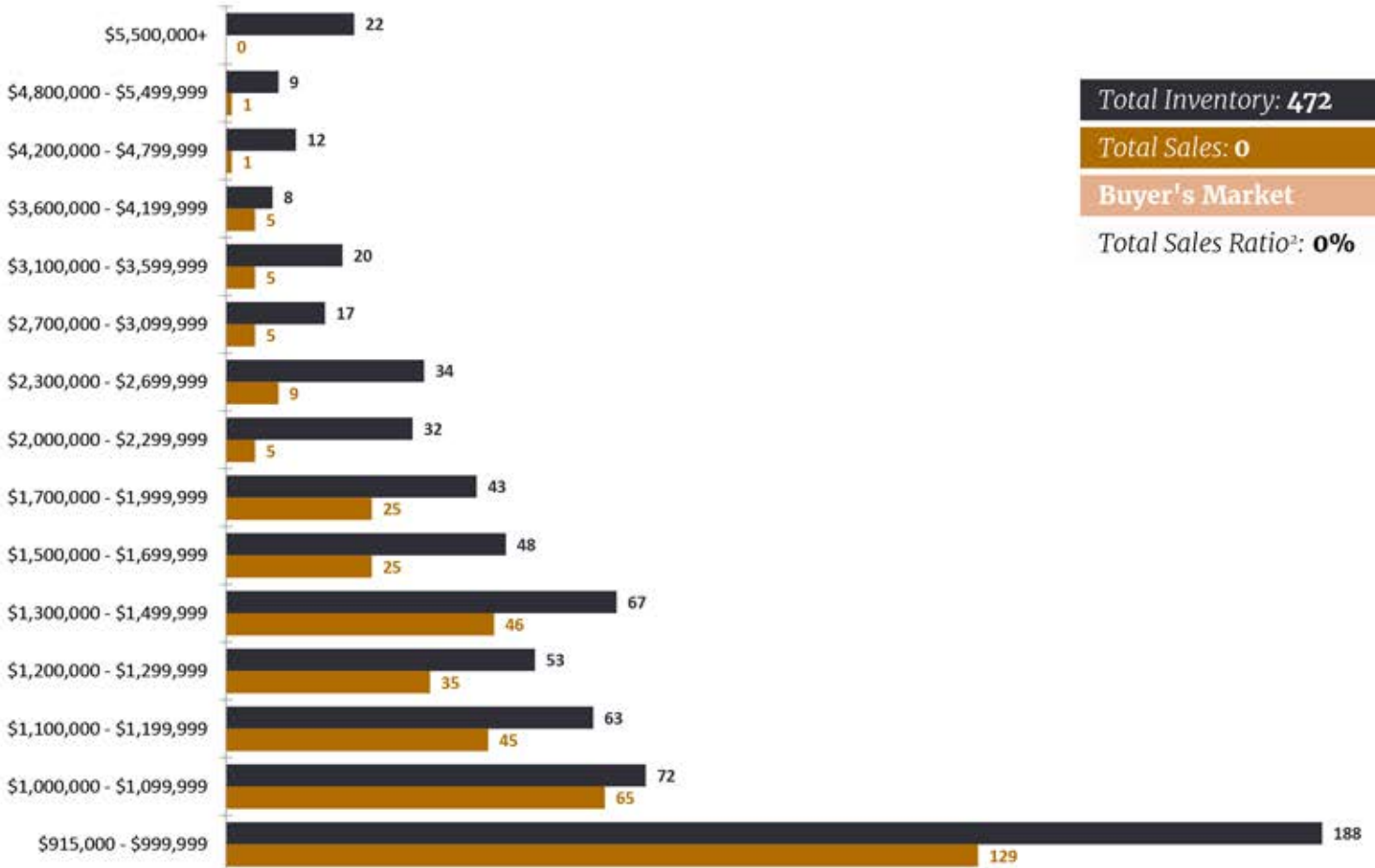
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **472**

Total Sales: **0**

Buyer's Market

Total Sales Ratio²: **0%**

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	\$975,000	7	2	37	60	62%
2 Bedrooms	\$1,130,000	7	2	275	463	59%
3 Bedrooms	\$1,172,500	9	3	82	153	54%
4 Bedrooms	\$1,160,000	10	3	7	11	64%
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 | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022

446 472

VARIANCE: 6%

TOTAL SOLDS

Apr. 2021 Apr. 2022

387 0

VARIANCE: -100%

SALES PRICE

Apr. 2021 Apr. 2022

\$1.12m N/A

VARIANCE: N/A

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022

N/A N/A

VARIANCE: N/A

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022

100.09% N/A

VARIANCE: N/A

DAYS ON MARKET

Apr. 2021 Apr. 2022

8 N/A

VARIANCE: N/A

TORONTO MARKET SUMMARY | APRIL 2022

- The Toronto attached luxury market is a **Buyer's Market** with a **0% Sales Ratio**.
- The number of luxury attached homes sold in April 2022 is 0.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **90%**.

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.